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CO-OPERATION NOT COMPETITION IS THE LIFE OF TRADE

Lumber World Review

THE LUMBER REVIEW
FOUNDED 1897

CONSOLIDATED JANUARY 1912

THE LUMBER WORLD
FOUNDED 1905

Volume XXXI
Number 1

CHICAGO, JULY 10, 1916

Single Copies Fifteen Cents
Two Dollars a Year

UNIVERSITY OF ILLINOIS LIBRARY

THE INTEREST FELT BY RETAILERS in the Cypress Trademark is being graphically evidenced by the rapid increase in the orders received by Cypress mills which stipulate

"THIS ORDER IS PLACED WITH YOU WITH THE UNDERSTANDING THAT EVERY PIECE OF STOCK SHIPPED WILL BEAR THE OFFICIAL TRADEMARK OF THE CYPRESS ASSOCIATION."

PUTTING THIS CONDITION ON YOUR ORDERS, Mr. Dealer, does a lot more for you than merely put you on the honor roll of progressive and foresighted merchandisers; it is assurance that you realize the truth of the modern doctrine that a satisfied customer is your best investment, or, to quote a famous Cypress maxim,

"THE ONLY PERMANENT SAFETY FOR THE SELLER IS CONTINUOUS SAFETY FOR THE BUYER."

MAKING THE CYPRESS TRADEMARK A CONDITION on your orders also guarantees YOU against inferior lumber or irregular grading, because the Cypress trademark is legally registered and thoroughly protected, and its use is permitted only by mills which are in thorough *and acknowledged* accord with the broad principles of intensive merchandising which have come to be regarded as the hall-mark of the Cypress Association; these advanced principles of merchandising lumber are as the pocket compass and the wrist-watch to the ambitious wayfarer—not only keeping us headed straight, but also constituting Cypress a safe and profitable companion for those who choose to travel with it.

(Continued on pages 8 and 9)

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Yellow Pine Lumber Service Plus

Our yellow pine lumber service and quality has satisfied and gratified so many lumber dealers that you will be taking no chances when you send us your order, no matter how large it may be.

Our five large mills at Huttig, Ark., Mansfield, La., Campti, La., Montrose, La., and Nacogdoches, Tex., are equipped with the best railroad facilities and the finest sheds for loading, so that shipments of yellow pine lumber may be loaded and forwarded even in the most severe weather.

The lumber dealer who spends his money with the mill operator is entitled to the very best consideration and service at the hands of the mill operator, and so it has always been our policy to look after the interests of our customers carefully and intelligently.

We are extremely careful in regard to matching grades and forwarding shipments on time. Let our methods be of benefit to you. You'll not regret sending us an order.

It Costs You No More in the Beginning and It's Cheaper in the End

Our price list quotes prices on all grades of yellow pine lumber DELIVERED to any point on any railroad in America. Send for this list today.

UNIFORMITY F-J OF GRADES AND QUALITY
TRADE-MARK

Frost-Johnson Lumber Co.

Manufacturers of Long and Short Leaf Yellow Pine Lumber

300 Broadway St. Louis, Mo.

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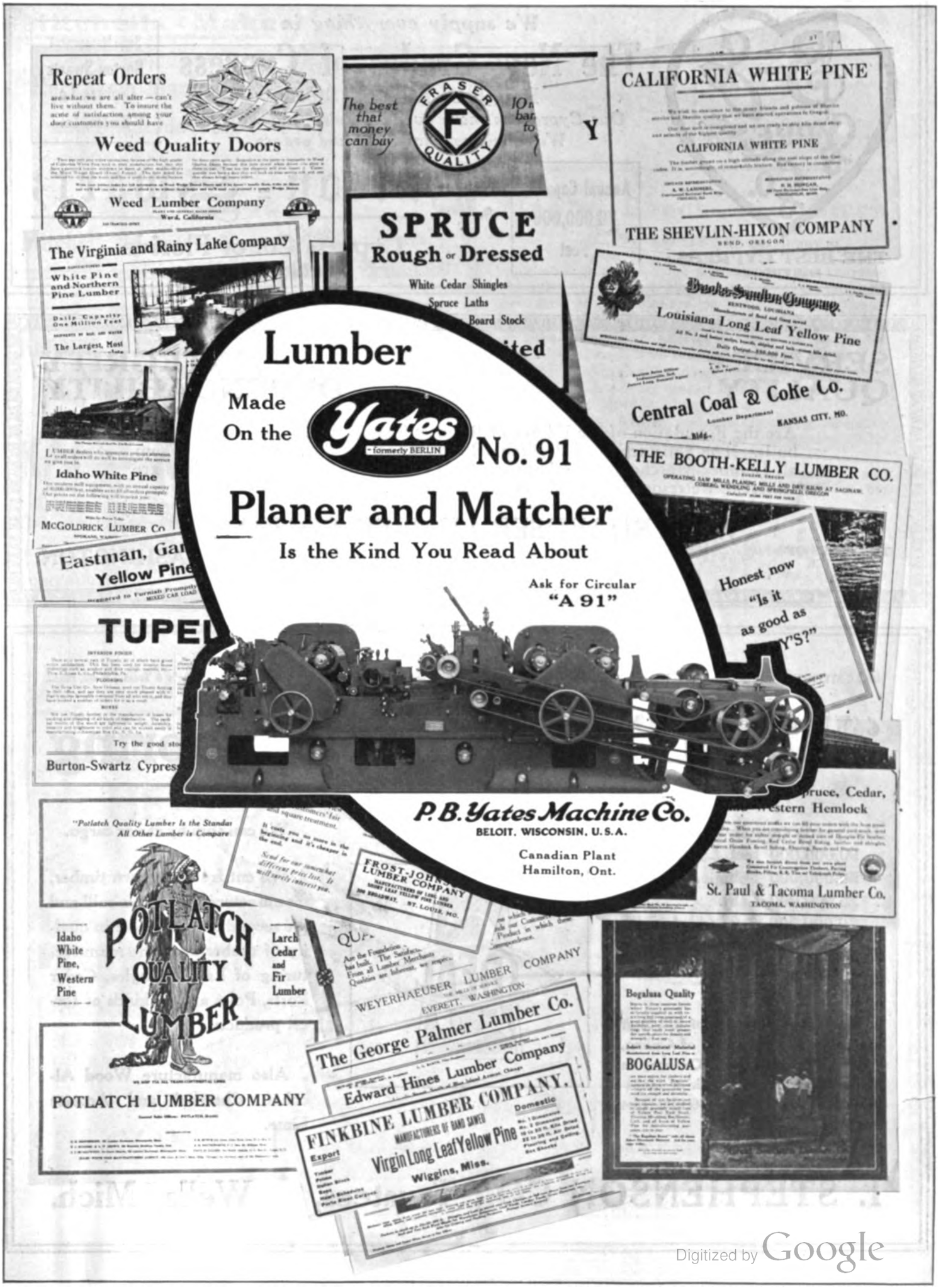

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B-S Cypress Co.

IN THE HEART OF
THE BEST CYPRESS
DISTRICT

We supply everything in

The New Grades of Cypress

Rough or Dressed Stock

Our Cypress is more even in Color and Texture
We solicit your inquiries and orders

Same Management
Burton-Swartz
Cypress Co.
Burton, La.

Annual Capacity
70,000,000
Feet

Burton = Swartz

Cypress Co. of Florida
PERRY, FLA.

SERVICE
QUALITY

INTEGRITY
DEPENDABILITY

Are the Foundation of the Edifice of Business Success which this Institution has built. The Satisfaction of Profitable Trade binds our Customers to us. From all Lumber Merchants who Appreciate a Product in which these Qualities are Inherent, we respectfully Solicit Correspondence.

WEYERHAEUSER LUMBER COMPANY

THE MILLS OF
SERVICE

EVERETT, WASHINGTON

ISAAC STEPHENSON, Prest., Marinette, Wis. H. A. J. UPHAM, Vice-Prest., Milwaukee, Wis. R. E. MacLEAN, Sec'y & Treas., Wells, Mich.

"IDEAL" Rock Maple Flooring

Our yearly capacity:
90,000,000 feet Lumber.
50,000,000 Shingle.
25,000,000 Lath.
20,000,000 feet *Ideal Maple Flooring*
250,000 Ties.

We make a specialty of Bill Stuff and can ship mixed cars of Ceiling, Siding, Moulding and Casings, in Pine, Basswood, Hemlock or Hardwoods. Capacity, 90,000,000 feet annually.

IDEAL

We can ship by car or cargo.

We cut from our own timber, manufacture at our own mill and are second to none either in quality of timber or in the manufacturing of Lath, Shingles, Cedar Posts, Poles and all kinds of forest products.

Also manufacture Wood Alcohol, Charcoal and Acetate Lime.

I. STEPHENSON CO., Trustees, Wells, Mich.

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Mitchells - Make

"Rockhard," Maple Beech and Birch Flooring

Is so good that it satisfies the discriminating user who cares more for quality and superior mill work than a slight difference in price.

Order the Rockhard. ***It Pays.***

Mitchell Brothers Co., **Cadillac, Mich.**

Members of Maple Flooring Manufacturers' Association

Running A Sawmill Right Is a Science

It requires the Best Equipment and Most Capable Workman—*We have both!*

The Quality of Our

KANEY KREEK KLEARS

Proves It

They are manufactured from the Best Short Leaf Southern Pine

A trial shipment will convince you.

FOSTER LUMBER COMPANY

LONG BUILDING - - - - KANSAS CITY, MO.

Our Trade-Mark *"Electric"* is stamped on underside of our flooring

We are members of the Maple Flooring Manufacturers' Association

Maple, Beech and Birch Flooring

In addition to our large production of the standard thickness 13/16 inch flooring, we make annually between two and three million feet of ⅜ inch thick.

This Thin "Electric" flooring is put up in a variety of sizes, woods and selected features to supply the varied requirements of the home builder.

When used in new buildings it is laid over a smooth subfloor. But a great deal of it is laid over old floors to modernize older buildings.

Our superior lumber and manufacturing efficiency make the "Electric" a standard of comparison. Why take a chance? Order the standard.

Practical instructions for laying, finishing and taking care of hardwood floors are yours for the asking.

Cobbs & Mitchell, Incorporated

Sales Department **Cadillac, Michigan**

IF YOU PLEASE

IT IS TIME WE HEARD FROM YOU

You Are Missing Something Good Read This Little *SERIOUS* Talk

COLEMAN EDGER FEED ROLLERS are being adopted *on sight* by scores and scores of modern sawmills. The case is simple: COLEMAN FEED ROLLERS save money, make better lumber and more of it and increase the efficiency of the edgerman. Coleman Rollers can be sharpened AT NOON while in the edger. It's no case for argument. It's just the plain truth that in doing without COLEMAN FEED ROLLERS (for Edgers, Bolters, Lath Mills) you're cheating yourself. We'll prove it by our Sawmill Sense booklet AND

30 Days' Free Trial in Your Own Mill

COLEMAN FEED ROLLER COMPANY, VREDENBURGH, ALA.

For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.

On exhibition at their branch houses Atlanta, Ga. Chicago, Ill. Memphis, Tenn. Minneapolis, Minn. New Orleans, La. Hamilton, Ont. New York City Portland, Ore. San Francisco, Cal. Seattle, Wash. Vancouver, B. C. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

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The Virginia and Rainy Lake Company

MANUFACTURERS

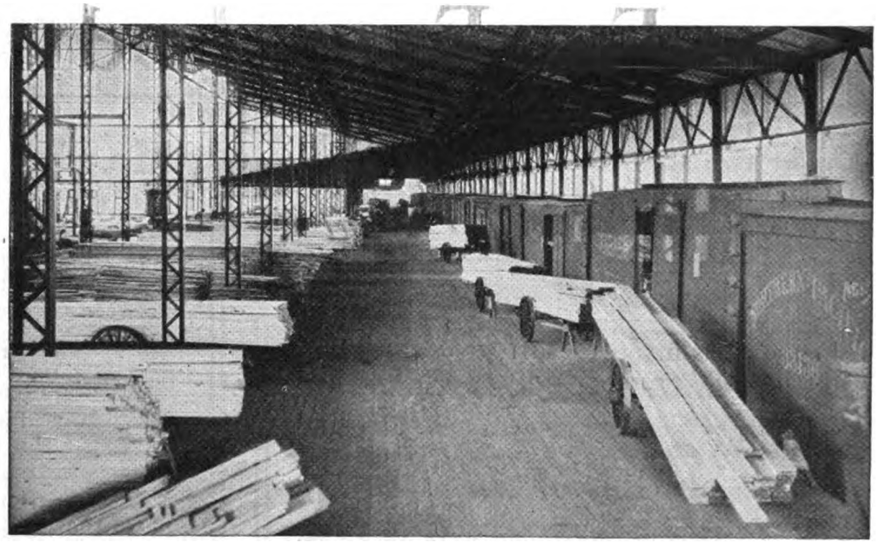
White Pine and Northern Pine Lumber

Daily Capacity One Million Feet

SHIPMENTS BY RAIL AND WATER

The Largest, Most Modern and Complete White Pine Lumber Plant in the World

Genuine Cork White Pine and Plenty of It



Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover.
Our Combined Shipping Facilities One Million Feet Daily

General Offices: Virginia, Minnesota
Branch Sales Offices: Chicago Milwaukee Minneapolis Duluth

EDWARD HINES, President
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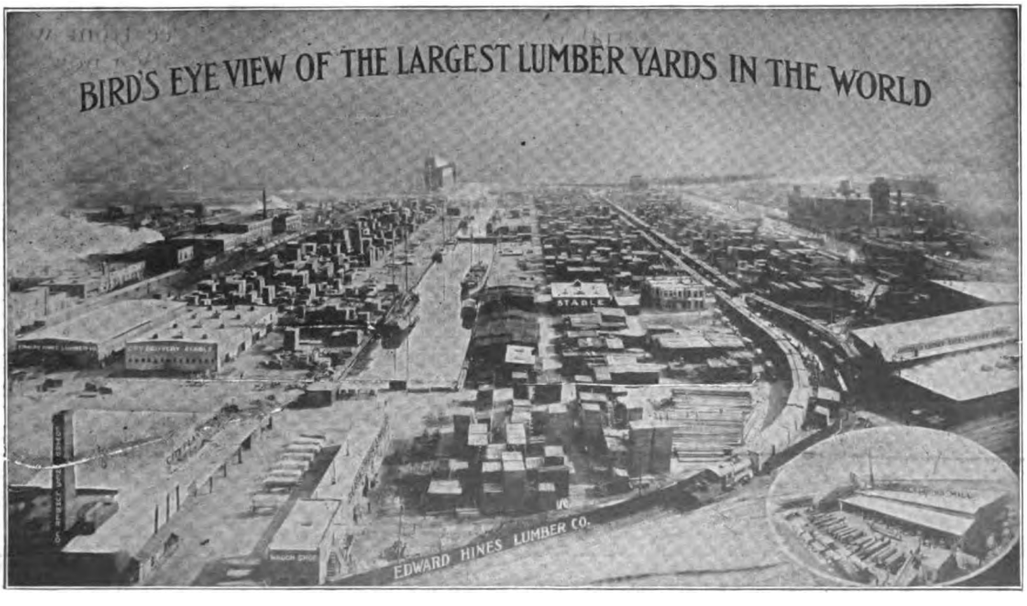
Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

n and Postal Wires Direct to Our Office. TELEPHONE "CANAL" 349

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Creosoted Timber For Everybody

An Important Message to Lumber Dealers

Fence posts decayed at ground line. (Courtesy U. S. Forest Service)

Fence posts made of soft green timber will rot in the ground and tumble down in a couple of years. Hardwood fence posts are more expensive, but they too rot in a comparatively short time.

But—

Dip your softwood or hardwood fence post into a tank of a hot suitable creosote or apply the creosote with a brush and you will get a fence post which will be rot-proof for many years; in fact, it will be practically permanent.

Creosote oil is recognized as the best wood preservative.

The only reason creosoted fence posts have not been generally used is because the ordinary creosote oil has been difficult to obtain in a condition suitable for ready handling on a small scale.

Commercial creosote oil is used in great quantities by the large creosoting plants throughout the country. These are specially equipped to handle and treat timber on a large scale, by complicated heating, vacuum and pressure systems.

The modern, up-to-date farmer and builder, however, does not have the advantages of the pressure plants, and is confined to the simpler methods for the treatment of his fence posts and other timbers.

Barrett's Grade One LIQUID Creosote Oil

To meet the demand for a creosote that anybody can use, without expensive apparatus, we have developed a special refined grade known as Barrett's Grade-One Liquid Creosote Oil.

This is a uniform standardized material of superior quality. It is free from water and is liquid and ready to use at all times. Further, it has maximum penetrating power. Briefly, it is a pure coal tar creosote, refined with the practical problems of the average user in mind.

Lumber dealers can make good profits by dipping or brush treating fence posts and other wood that is to be used in damp places. The cost of creosoting is more than offset by the labor cost of replacing rotten posts or timbers.

Dealers should also carry Grade-One Creosote Oil for sale to consumers of lumber.

Booklet and further information free on request.

Decayed in braces at joint where moisture tends to collect. (Courtesy U. S. Forest Service)

The Barrett Company

New York Chicago Philadelphia Boston St. Louis
Cleveland Cincinnati Pittsburgh Birmingham Kansas City
Minneapolis Nashville Salt Lake City Seattle Peoria

THE PATERSON MANUFACTURING CO., Limited: Montreal Toronto
Winnipeg Vancouver St. John, N. B. Halifax, N. S. Sydney, N. S.

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He Who Looks Before He Leaps

THE CYPRESS-OK TRADE-MARK will be looked for in vain on the product of "hurry-up and realize" manufacturing; all that you or the consumer need to do is to verify the fact that the CYPRESS-OK trade-mark is on every piece of CYPRESS-OK, and you will know without further question that THAT in truth is "The Wood Eternal," and that it has been manufactured properly, and is ready to meet the confidence of the buyer.

THE FULL FORCE OF ALL THIS is likely to be dramatically evident when the entire public of the United States is suddenly instructed EXACTLY HOW TO GET—and make sure they get—exactly the kind and quality of CYPRESS-OK, "The Wood Eternal," that they have been educated to WANT. Experience in other lines of manufacture proves the extreme difficulty of selling the public an unlabelled commodity when they have been taught to identify quality by some familiar symbol. The substitute offered may or may not be of equal quality, but if it is, the buyer cannot be sure of it; he therefore BUYS BY NAME, and looks for the identifying mark before he accepts the goods; if you went to buy a camera and asked for a "KODAK" and the dealer offered you another camera called the "KADOK" and told you it was just as good, you wouldn't accept it, would you? YOU WOULD WALK OUT and go where they wouldn't even TRY to fool you, wouldn't you? So it will shortly be with CYPRESS-OK, "The Wood Eeternal."

IF ANYBODY THINKS that CYPRESS-OK does not "start things" in the lumber industry, it may be some satisfaction to know that a publication of the standing, as well as the restricted and limited circulation, of the Christian Science Monitor, in a recent article on Protecting Lumber Buyers quoted, without credit, as the core of its argument, the phrase "When every board is a promissory note, etc." This definition originated in one of the reports anent the CYPRESS-OK trade-mark, at a CYPRESS-OK meeting about nine months ago, and has since been used as a text all over the country. If a little phrase cropping out of a CYPRESS-OK meeting spreads like that, it is pretty sure that the vital ACTION of trade-marking itself will spread at least as effectively.

WE DO NOT URGE, BUT SUGGEST FOR YOUR OWN PROTECTION, that the sooner our retailer friends systematically, from this moment, place the above stipulation on all their CYPRESS-OK orders, the better insurance they will give themselves of future comfort and stability in their relations with the consuming public.

Be One of Those Who Are Helping T

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Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL"	Baker-Wakefield Cypress Co., Plattenville, La.
CYPRESS S 77 C M A "THE WOOD ETERNAL"	Baxter, G. S., & Co., Jacksonville, Fla.
CYPRESS S 4 C M A "THE WOOD ETERNAL"	Bowie Lumber Co., Bowie, La.
CYPRESS S 6 C M A "THE WOOD ETERNAL"	Burton-Swartz Cypress Co., Burton, La.
CYPRESS S 78 C M A "THE WOOD ETERNAL"	Cummer Lumber Co., Jacksonville, Fla.
CYPRESS S 11 C M A "THE WOOD ETERNAL"	Cummings-Moberly Cypress Co., Moberly, La.
CYPRESS S 13 C M A "THE WOOD ETERNAL"	Dibert, Stark & Brown Cypress Co., Donner, La.
CYPRESS S 66 C M A "THE WOOD ETERNAL"	East Coast Lumber Co., Watertown, Fla.
CYPRESS S 20 C M A "THE WOOD ETERNAL"	Albert Hanson Lumber Co., Garden City, La.
CYPRESS S 68 C M A "THE WOOD ETERNAL"	Hebard Cypress Co., Waycross, Ga.
CYPRESS S 23 C M A "THE WOOD ETERNAL"	Jeanerette Lumber & Shingle Co., Jeanerette, La.
CYPRESS S 26 C M A "THE WOOD ETERNAL"	Lutcher & Moore Cypress Lumber Co., Lutcher, La.
CYPRESS S 31 C M A "THE WOOD ETERNAL"	Opdenweyer-Alcus Cypress Co., Sorrento, La.
CYPRESS S 33 C M A "THE WOOD ETERNAL"	Ramos Lumber Co., Ramos, La.
CYPRESS S 74 C M A "THE WOOD ETERNAL"	Standard Lumber Co., Live Oak, Fla.
CYPRESS S 43 C M A "THE WOOD ETERNAL"	Whitecastle Lumber & Shingle Co., Whitecastle, La.
CYPRESS S 46 C M A "THE WOOD ETERNAL"	F. B. Williams Cypress Co., Patterson, La.

ut The PRESSure Behind CYPRESS

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THE KAUL KIND

# of Yellow Pine

has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.
BIRMINGHAM, ALA.

Mississippi Lumber Co.

Manufacture
EXCEPTIONALLY FINE
SHORT LEAF FINISH
STEAM KILN DRIED
VERY SOFT AND LIGHT

Also
A full assortment of Long and Short Leaf Yard Stock, Kiln Dried and Soda Dipped.

Also
HARDWOOD
White and Red Oak, Poplar, Sap and Red Gum, Magnolia, Ash, Elm and Beach.
White Oak Bridge Plank and Ties.
Car Material.

Modern Fast Feed Planing Machines
The work is SLICK as GLASS.

WE SHIP WHEN WE PROMISE.

Address Inquiries and Orders to
519 Mississippi Ave.,
QUITMAN, MISS.

Order Our

"BENFORD" STOCK

It is
ALL KILN DRIED—DIMENSION SURFACED
"TWO SIDES and ONE EDGE"
Which Assures Even and Uniform Stock

CONTINENTAL LUMBER COMPANY
HOUSTON, TEXAS

EVERYTHING IN

Louisiana Red Cypress

250,000,000 Feet in Stock All the Time

CYPRESS "THE WOOD ETERNAL"

No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.
WE WANT YOUR ORDERS
Shipments by rail or sea.

Cable Address, "REDCYPRESS"
Louisiana Red Cypress Company
Hibernian Bank Bldg, NEW ORLEANS, LA Frank N. Snell, Sec. & Gen. Mgr

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CALIFORNIA WHITE PINE

We wish to announce to the many friends and customers of Shevlin service and Shevlin quality that we have started operations in Oregon.

Our first unit is completed and we are ready to ship kiln dried shop and selects of the highest quality CALIFORNIA WHITE PINE. The timber grows at a high altitude along the east slope of the Cascades. It is, accordingly, of remarkable texture. Box factory in connection with mill.

Chicago Representative:
A. W. Lammers
Continental National Bank Building
Chicago, Ill.

Minneapolis Representative:
N. H. Morgan
900 First National-Soo Line Building
Minneapolis, Minn.

The Shevlin-Hixon Company, Bend, Oregon

No. 3 Western Pine Boards

Our mixed cars of No. 3 Boards, Lap Siding and choice Larch Dimension will equip your yard with the real trade winning material.

Order Now!

The abundant crops throughout the country insure activity in building on farm and in town. Get ready to handle the trade.

Write or Wire

SELLING OFFICE

Blackwell Lumber Co.
Panhandle Lumber Co.
Spokane, Washington

Suite 1310
Old National
Bank Bldg.

FOUR BIG MILLS **ANNUAL CAPACITY 200,000,000 FT.**

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Napoleon was the one man of his period producing highest efficiency

Napoleon did not drive, he led.

Napoleon made an ounce count for a pound, by weighing it on efficiency's scales.

THE STORY OF EFFICIENCY:

In working out efficiency to get lumber to you on record time of the quality you require, there are two great principles that work for you—capital, and the ability to accomplish. To get the capital, the ability to accomplish is the fundamental—the real asset, and covers that wide range of efficiency developed through the training of master minds.

The highest efficiency is only obtained through the direction of men who accomplish things, and prove that they "have themselves in hand."

It never pays to use a highly developed muscle "fit" for the "splendid tasks," to sort lath.

It never pays to urge a weakling into a man's job.

From the men in the timber to the man at the head of this company there is a cordial relationship, which brings out every atom of the real spirit of co-operation.

The "slackers" have no fixed place in the conduct of any department of this company's operations, nor is there a straining overload put upon the men who sense the real value of an efficient record.

No orders go forth from our lumber mill managers to hurry this or that order on record time, to the detriment of men's abilities or quality of stock—the suffered waste is too great.

Anticipated hurry produces the results desired, on every single hurry-up order, large or small. Consequently the men at the mills and in the executive and administrative departments of this company rely upon the ability of the foremen who are prepared, at all times, to **clear the decks** in an efficient way, to produce rush orders, and deliver same on record time.

This simple statement means the fruition of years of specializing in manufacturing quality lumber, and making record shipments, with the greatest regard at all times, for the personal contentment, and indeed, the happiness of the men who are directing every branch of this company's work.

The human element in this nation-wide organization is of consequence greater than all else, and it is the human element only that can drive the wheels and promptly deliver the one hundred per cent of quality and excellence of lumber.

The greatest authority on efficiency makes the statemen that "the man is at his best and produces his greatest measure of efficiency when he is carrying a ninety-eight per cent steady load of understandable result producing under conditions that render to him reasonable comfort and happiness."

Mr. Lumber Dealer:

The foregoing is more important to you than you may imagine. It means service—prompt service, and it means vastly more, "THE STANDARDIZATION OF LUMBER."

The basic analysis of efficiency in lumber manufacturing is knowing what to do and how to do it best on one hundred per cent standard.

There is always a leader that sets standards.

The standardization of the lumber industry—that part of the industry which has to do with Long and Short Leaf Yellow Pine Lumber and Oak Flooring, has been the one great aim of this company since its inception, and its ten large mills advantageously located, with respect to all milling conditions and transportation, have set standards that appeal to every lumber dealer in this country.

But beyond all this is the service rendered to you, **Mr. Lumber Dealer,** and that service has been obtained only by the direction and control of those forces of efficiency which have made it possible to ship you one hundred per cent standard lumber on record time, assorted as you want it.

There is a salesman in your territory, authorized to quote you the lowest prices we are making, and will give you complete information on our stocks, from structural timbers to lath.

An inquiry to us brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company

Manufacturers of

Long and Short Leaf Yellow Pine Lumber and Forked Leaf Oak Flooring

Kansas City, Missouri

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Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

"IS IT AS GOOD AS KIRBY'S"
MANUFACTURED ONLY BY
KIRBY LUMBER COMPANY
HOUSTON CHICAGO ST. LOUIS KANSAS CITY OMAHA
OKLAHOMA CITY WACO SAN ANTONIO HAVANA

Don't Say "Long Leaf," Say "Ragley Long Leaf"

There IS A Difference

We specialize in structural timbers, manufactured from Calcasieu Long Leaf Yellow Pine, but can fill dealers' orders for anything in Yellow Pine : : : :

W. G. Ragley Lumber Co., Ragley, La.

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QUALITY
SERVICE
CAPACITY

MEANS MUCH TO RETAILERS:--

The "Exchange" mill companies spend a substantial additional amount more than necessary to make QUALITY stock, uniform grades, highest manufacture and closest inspection. We do not *add* the word QUALITY to our stock:—WE BUILD IT IN. *Costs us more.*

SERVICE:—Our selling organization follows closely the policy of taking orders for stock on hand only, for immediate release, and as a result, most of our orders for regular stock are completed within one to five days after receipt at mills. (70 per cent of all kinds of orders in January 1916 were shipped during January). *Costs us more.*

CAPACITY great enough, but not too big. 9 plants cut about 750 to 800,000 feet of lumber per day, and every foot of it good lumber.

All this means IN-BUILT VALUE TO THE DEALER. *Costs us more to produce,* but our claim departments are very little expense to us, and we are able to sell with less expense to our mills, because the right kind of stock is quite a bit of a salesman itself, and works without charge. Besides, the satisfaction of doing business on a SQUARE, ROCK SOLID—HONEST—FAIR BASIS is certainly SOME satisfaction.

IF YOU HAVEN'T LINED UP ALREADY FOR "EXCHANGE QUALITY-SERVICE-CAPACITY," YOU'LL FIND A NEW MEDICINE FOR SICK Profit and Loss accounts, and increased satisfaction in selling the best, in commencing NOW.

MISSOURI LUMBER & LAND
EXCHANGE COMPANY

SUITE 1111, LONG BUILDING **KANSAS CITY, MO.**

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SATIN-LIKE
INTERIOR TRIM
ARKANSAS SOFT PINE
TRADE MARK
SOFT WORKABLE
COMMON LUMBER
Do You Know
That
White Enamel Stays White
On
Arkansas Soft Pine
because there is no pitch or resinous oil in the wood to discolor the white lead?
Do you realize that because of this fact Arkansas Soft Pine supplies an inteiror finish suitable for Apartments and fine homes, which you can retail at
Moderate Cost
compared to the scarcer hardwoods heretofore recommended for white enamel treatment?
(Ask for a finished sample)
We want you to know these facts, together with the important information that in connection with the National Advertising of Trade Marked Arkansas Soft Pine, a special book addressed to architects has already prompted requests from two thousand members of that profession, for complete information regarding the wood and
Where It Can Be Secured:
Our answer to the last question is "At Your Dealer's."
Are you the Arkansas Soft Pine dealer in your town?
If not—why not?
All stock bearing the Arkansas Soft Pine Trade Mark is manufactured and sold exclusively by the following companies:
Cotton Belt Lumber Co.....Bearden, Ark.
Crossett Lumber Co.....Crossett, Ark.
Eagle Lumber Co.....Eagle Mills, Ark.
Edgar Lumber Co.....Wesson, Ark.
Freeman-Smith Lumber Co.....Millville, Ark.
Fordyce Lumber Co.....Fordyce, Ark.
Gates Lumber Co.....Wilmar, Ark.
Southern Lumber Co.....Warren, Ark.
Stout Lumber Co.....Thornton, Ark.
Valley Lumber Co.....Reader, Ark.
Wisconsin & Arkansas Lumber Co.....Malvern, Ark.
Arkansas Land & Lumber Co.....Malvern, Ark.
Arkansas Lumber Co.....Warren, Ark.
To secure quotations with the least delay, price inquiries should be sent direct to any of the above companies. Literature, samples and information will be supplied promptly on request, by the
ARKANSAS SOFT PINE BUREAU
LITTLE ROCK, ARK.

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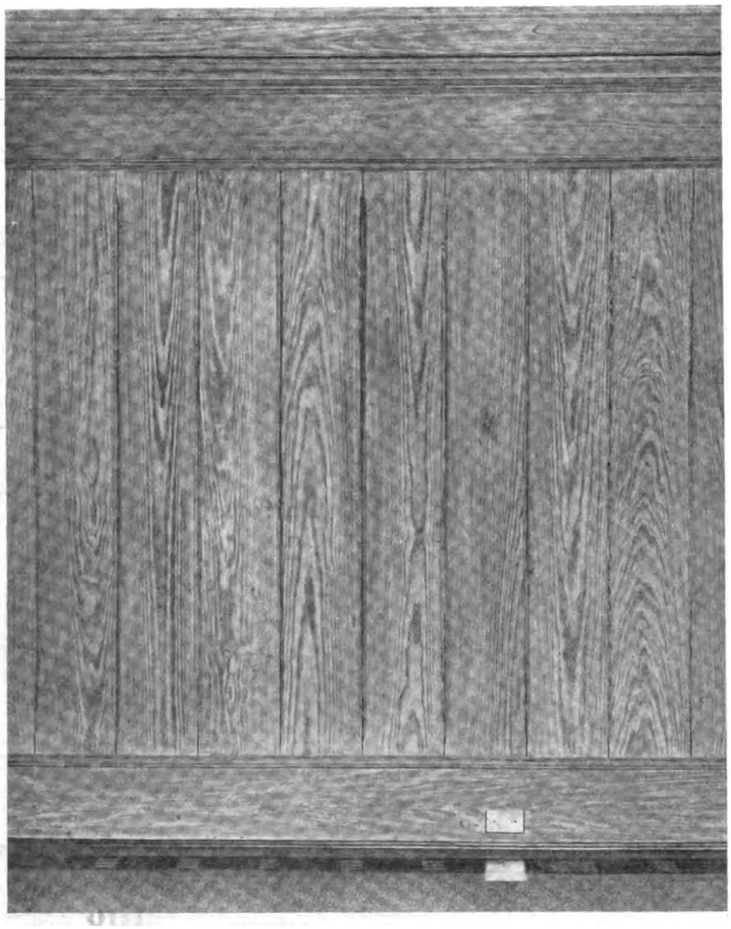
Unique Effects



are procurable through the use of wood for Interior Finish, which cannot be obtained with the use of other materials. It is the realization of this fact by homebuilders and architects that has occasioned the freer use of wood in the interior of modern homes.

NORTH CAROLINA PINE

is peculiarly fitted for this purpose—it has a varied and beautiful grain structure, is easily worked, practically free from resin or pitch and readily absorbs stains, paints and enamels.

The cut above shows a section of the side wall of the living room in the North Carolina Pine Bungalow in the Grand Central Station, New York, and serves as a poor illustration of the artistic effects that may be obtained. The finish of this room is Silver Grey stain and has attracted marked attention.

Dealers who are working for permanent trade carry in stock and recommend to their customers

North Carolina Pine

If YOU are looking for pleased customers and repeat orders for Interior Woodwork and Floors, write us for information.

Anderson Lumber Corporation, Marion, S. C.
Fosburgh Lumber Co., Norfolk, Va.
Greenleaf Johnson Lumber Co., Norfolk, Va.
Montgomery Lumber Co., Suffolk, Va.
John L. Roper Lumber Co., Norfolk, Va.
Waccamaw Lumber Co., Bolton, N. C.

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JOHN A. GAUGER & COMPANY

QUALITY CHICAGO SERVICE

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15M feet 1x8 and wider, D and Better, 10 to 16 foot.
10M feet 1x8 and wider, D and Better, 6 to 8 foot.
10M feet 1x4 and wider Shop, 6 to 16 ft.
30M feet 1x8 No. 3 Common, 10 to 16 ft.
36M feet 1x10 No. 3 Common, 10 to 16 foot.
17M feet 1x12 No. 2 Common, 10 to 16 foot.
37M feet 1x12 No. 3 Common, 10 to 16 feet.

No. 1 and No. 2 Hemlock.

130M feet 2x4, 4 foot and 5 foot.
30M feet 2x6, 4 foot and 5 foot.
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50M feet 4-4 No. 2 and Better.
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19M feet 1x4 and wider, Shops and Better.
26M feet 1x4 and wider, Nos. 1, 2 and 3 Common.

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Manufacturing Merchants **Portland, Oregon**

IN THE EARLY DAYS

lumber was a word used to describe things that were useless or of little value. The Lombards were the money lenders of the middle ages. A Lombard-room was a room used by pawn brokers to store their pledges consisting of household goods and things of cumbersome or bulky nature. Later such space was termed "lumber room." Lumber, therefore, represented in those days nothing of consequence.

NOW

we know lumber as timber sawn into the form of beams, joists, boards, planks, and especially that which is smaller than heavy timber. The word brings to mind boards of even running thickness and width, clear, straight, strong, durable, with grain or figure, according to species, that will harmonize with any setting. Lumber now occupies a place in civilization that makes it indispensable to mankind, keeping step with every progressive move in manufacture. Ours is the lumber of the modern kind.

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We want you to know that we not only know lumber but know how to make it.

One little order will prove we can make good.

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LA.

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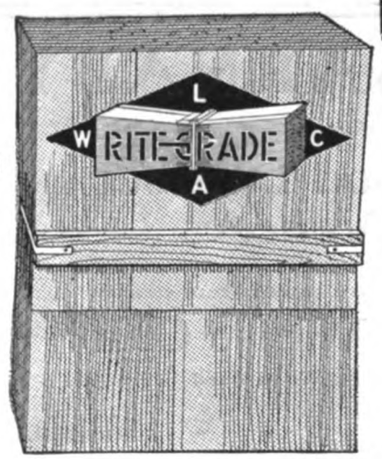

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 1

CHICAGO, JULY 10, 1916

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New Richmond Hotel	Seattle

THE AFFAIRS OF THE LUMBER WORLD may have a very blue cast and, as to purpose, may look very aenemic and spineless to the virile and full-blooded men who are endeavoring to steer the lumber ship through the narrows of the "dog days" inactivity;" BUT—to the observer, who is standing on the "side lines" and looking the whole field over, as we are doing now, through "OUR WIDE EAST WINDOWS," there do not seem—to us—to be any MORE than the USUAL number of items of trouble on the trial balance, and THOSE items of trouble are counter-balanced by MANY items of HOPEFULNESS and many signs of better things to come.

We wish our readers to take us seriously about this viewpoint and not to conclude at a jump that these lines are being dictated in the physical and mental quiet of "after lunch," for on the contrary these words are happening into sentences in the desperate hour of hunger, just before the sun comes straight on the sill of the south door.

Here are some of the reasons for our hopes:

Whatever may happen in the end, the reclassification question is at this moment entering the "last half of the ninth inning" and the bases are full of swift-footed runners, with a good batter on the home plate and a fairly weak pitcher in the box of the opposition.

The board of governors of the National Lumber Manufacturers' Association is going to convene tomorrow and settle a lot of things that need settling and which they want to settle and which should BE settled.

In spite of the amusingly weak protestations of a few "on-the-fence" editors, it looks very much as if all of the details of hardwood inspection would be worked out to suit all parties concerned.

The great Southern Pine Association "School of Salesmanship" has met and legislated and gone its enthusiastic way, leaving a heavier and deeper mark for good in the lumber mind than has ever before been accomplished by ANY gathering of lumbermen.

The rain is falling upon the just and the unjust alike, and the belated green stalks of corn are reaching up into the hot sunshine all over the land for life and strength, and we have a right to say—having knowledge—that when the actual details of the July, 1916, crop report are in your hands, you will find that our prospects throughout the farming districts of the United States are vastly better than they were a month ago.

Added to all these things, it really looks as if the beginning of the end had come in the war in Europe, not to speak of what our recent show of force—weak though it may have been—seems to have accomplished for the Mexican situation.

On top of all this it seems that the reactionaries who believe in the

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fetish "Supply" and "Demand" have come to life, are going to take the situation in hand and of their own INDIVIDUAL MOTION reduce the production of lumber, until probably when we come to sell a few boards —by and by—there will be a little bit of PROFIT in the transaction!

Anyway you look at it, the lumbermen of the land have got on hand more 'unfinished business' than any other line of trade in America, for in the last two years we have STARTED more things than in the previous twenty-five years of our history, and it is absolutely all rot to emulate the example of Lot's wife by changing any policies, or abandoning the doing of what has been begun; and so what is the use of feeling discouraged and down-hearted over anything, even if the days ARE hot and other people are taking our vacation.

And—MAYBE—after all, possibly nobody has protested or shown pessimistic tendencies, and perhaps these lines of type are only printed in advance of the POSSIBILITY of such happenings. Who can tell?

At all events, we have said our say about what we believe SHOULD be the mental condition of our public, and have based our statements upon what WE believe to be the facts, and have done this entirely to our OWN satisfaction, whether it pleases anyone else or not.

And Great Was the School of Salesmanship!

NO SINGLE ACTIVITY OF A LUMBER MANUFACTURERS' ASSOCIATION has produced as much net benefit to the association as has the "School of Salesmanship" of the Southern Pine Association, held in St. Louis on June 26, 27 and 28, 1916.

Sitting down now on our "Wide East Window" ledge and gazing at the paragraph above, coolly and collectively, it looks like a large assertion, but the cold-blooded, analytical fact still remains that it is an absolute truth. There is no poetic—or otherwise—license in the statement.

This gathering at St. Louis was accompilshed at the suggestion of Harry T. Kendall, chairman of the committee on sales and distribution of the Southern Pine Association, assisted by the loyal co-operation of all the members of that committee and by the activity and co-operation of Secretary-Manager J. E. Rhodes and by Wallace J. Ferry, the advertising manager of the association, all of whom have been working on the job to make it a success since the great mass meeting of the association held in New Orleans in February, from WHICH time dates the first suggestion of having a "School of Salesmanship."

It was conceivable from the first that the gathering in St. Louis would be of moment; and those who had great vision and could project themselves into the future believed that the meeting would be a success; but we doubt if anybody, DIRECTLY or REMOTELY connected with the enterprise in this effort to produce the "School of Salesmanship," ever thought that in those June days set aside to devote to the art of selling things, the act would in any sense be considered the laying of a cornerstone. It was that VERY THING—the foundation of an activity which will redound to the credit of Mr. Kendall and his associates as long as yellow pine lumber is a marketable commodity in this country.

Speaking of "corner stones," reminds us that—NOW—the yellow pine edifice should stand four-square upon its feet, for it is true that it NOW has a solid abutment under each corner of the yellow pine association house. In rounding out this thought, we can but refer to the impromptu speech of H. H. Snell, of Birmingham, made at the last session of the "School of Salesmanship" in the American Theater, St. Louis, when he referred to the fact that in the past there was to be considered in the distribution of yellow pine lumber the MANFACTURER, the WHOLESALER and the CONSUMER; but that NOW there had come to stay ANOTHER element which in all the future would have to be reckoned with, namely—the SALESMAN.

So there you have the four pillars supporting the superstructure of a perfectly well-balanced association in commercial life—the Manufacturer of yellow pine, the Wholesaler of yellow pine, the Salesman of yellow pine, and the Consumer thereof.

By the act of the Southern Pine Association in its "School of Salesmanship," the salesman becomes a quantity to be reckoned with in every movement for the distribution of yellow pine in the future.

Already the two cities of St. Louis and Chicago are speculating as to the possibility of securing the second annual "School of Salesmanship" of the Southern Pine Association, for there certainly will be a second annual meeting, and many more annual meetings.

Of course, these meetings cost such an enormous sum of money that it would not be well to compute it. We happen to know of one concern that brought in twenty of its salesmen to attend this meeting at St. Louis, who considered the four or five thousand dollars spent for the undertaking a very fine investment.

In closing this editorial mention of the first "School of Salesmanship," let us observe that the vigorous and unanimous protest at the custom of disposing of yellow pine lumber by the "in transit" plan of selling and the consequent discouragement which the protests of the salesmen made whenever this subject was mentioned should compel the most skeptical to consider this school a valuable thing, even if it did nothing but HELP mitigate that ONE evil.

Good-bye To Hired Spell-Binders.

WITHOUT SPECULATING AS TO THE REASON FOR the belief that is in us; without affirming or denying our motives or admitting that we have motives to be affirmed or to be denied, we wish to register the fact that we are considerably tired of hired "spell-binders." There was a time when we needed them, and needed them very much, but by precept and example they have educated us until we OURSELVES know how to do those things.

So what is the necessity for robbing the vaudeville stage and the charming Chautauqua circuit of these lions of oratory who are supposed to attract us to the annual meetings of lumber associations in order that we may have other things done to us after the spell-binder has hypotized us.

There is nothing at all personal about this statement. The spell-binders we have in mind are delightful gentlemen; but in the language of the street, we suggest that they be told "to run along and sell their papers" elsewhere, for have we not our own Putman, and Moorehead, and Woodhead and Seidel and Kendall and Snell and Boykin and Watson and Rhodes and Sterling and Von Schrenk and Hines and Goodman and Keith and Boyle and Langille and Millard and Gerrans and exactly four hundred others whom we cannot mention for lack of room?

We have been especially impelled to say this thing, after having recently listened to a man of national reputation who insisted that there was utterly no kind of propaganda worth the match that would destroy it—except just only the PERSONAL MAN; that there was nothing in so-called advertising, whether that advertising be in the country weekly, the national magazine, the country paper or on bill-boards.

The man who said these things is so nationally well known that we will not mention his name but we are obliged to him just the same, for he has furnished a substantial platform upon which we proudly stand and say: "Good-bye, Mr. Spell-Binder, good-bye."

If Lumber Production is Reduced, What Then?

WE HAVE HAD ONE ANSWER TO OUR letter sent out three days before we went to press with this issue of the LUMBER WORLD REVIEW, which was devoted to inquiries in regard to the present stock of lumber, at twelve hundred sawmill plants in the United States, and that particular answer came in personally. Not personally conducted, mind you, but physically-personally.

We will let our vocative and vociferous friend have a seat in the "Wide East Window" and speak for himself:

"What is all this hullaballoo you are kicking up about the necessity for shutting down the mills? Suppose John sits quietly by and sees Bill and Tom and Dick shutting off production. What then? I will tell you! Just about the time the lumber producers are beginning to see some return for all their labor, John's mill will begin to hum night and day, and he will hunt up a few white leaded small mills that have been in storage and start THEM up—and then,—there you are! Don't tell ME that manufacturing lumbermen ever did the RIGHT thing at the RIGHT time. It is their business to do the RIGHT thing at the WRONG time. So you, my optimistic friend, are out a lot of ink, and space, and stamps and white paper. Good DAY."

The Hemlock Advertising Campaign.

WE CONGRATULATE THE NORTHERN HEMLOCK and Hardwood Manufacturers' Association on its campaign throughout the hemlock consuming country, in 158 so-called country newspapers, which have a combined circulation of nearly one million in the states of Wisconsin, upper Michigan, Illinois and Minnesota.

The association is doing this advertising for the benefit of eighty retail lumber dealers.

The association has also placed advertising with three farm papers, a builders' paper, two box papers and an architects' journal, but OUR interest centers around the increase of trade that will come to these eighty retailers from advertising in their local newspapers.

The so-called "country newspaper" has, in our opinion, increased 50 percent in efficiency during the last five years and we hope that the hemlock people, predicating their action on the broad policies of the Southern Cypress Manufacturers' Association, will be willing, when this campaign is over—which has been "launched in the interest of eighty retailers" in 158 newspapers—to tell us ALL—frankly—just how effective and how profitable was the campaign.

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An Immediate Necessity for Curtailing Lumber Production

A Series of Important Questions Propounded to Lumber Manufacturers in All Sections of the United States

By BOLLING ARTHUR JOHNSON

A remarkably peculiar condition pervades every line of lumbering in the United States.

Each branch of the lumber business in this country is definitely sure that it is worse off than its neighbor; and as "Thoughts are Things" each branch of the business has—much to its confusion—a fundamental truth to hold in its lap and caress.

We seem to rejoice in our separate desperate conditions.

For the last ninety days we have been playing "give away whist" with our lumber and yet we seem to sit and look at our empty hands and wonder what has become of the cards.

You cannot eat your cake and have it, and we all know that—and YET—we have attempted that gastronomic impossibility for nearly six months.

The entire country has made more lumber than there was any POSSIBILITY of marketing—on the present demand—and the time has arrived when the LUMBER WORLD REVIEW proposes to attempt to find out just WHY this is being done and to enter a protest against the folly of proceeding further in the direction of lumber making unless there shall spring up that unforeseen "dog-days miracle"—a lumber DEMAND—along with the harvesting of oats, the turning yellow of the wheat in the fields, the second plowing of the corn, the scream of the fife and the tom-tom of the picnic drum, the sirocco heat of summer—and at a time when people not only do NOT hope for or PLAN for the building of houses, but try the BEST they know how to forget that there ARE such things as walls and roofs—in their endeavor to get out in the open to fish and to wallow in the surf.

AN URGENT LETTER HAS BEEN WRITTEN.

We are tired of listening to rumor and gossip and the vari-colored rot that pervades the atmosphere as to what the manufacturing lumbermen of the United States propose to do about running "short time" until the "depression is over"; so we have provided a WAY whereby ALL may know the consensus of opinion of the twelve hundred leading lumber manufacturers of the United States,—provided those manufacturers have enough interest in that question to themselves answer a letter, a copy of which we print on Page 20.

Our intention in submitting this list of questions to the lumber manufacturers is to obtain definite information regarding the lumber output at the present time and for the immediate future probabilities and to obtain information regarding NORMAL output and to obtain DEFINITE information regarding "running time" under NORMAL conditions as compared with what is CONSIDERED running time right now in July, 1916; and if, POSSIBLE to get definite information as to what each manufacturer expects to do regarding his running time in the immediate future.

WHY DO WE ASK THESE QUESTIONS?

We ask these questions of the individual members of the National Lumber Manufacturers Association and of the very few worth-while manufacturers who are not members of the National Lumber Manufacturers Association BECAUSE if a man does not ask he shall not receive; BECAUSE the greatest courtesy that a trade newspaper can do its clientele is to accomplish just such service as this!!

If the manufacturing lumber trade of the United States wishes to save itself—in the building wood line at least—it can DO so, even YET, by REDUCING PRODUCTION.

If it does not care to do that and if each manufacturer expects to run his mill full time and let his NEIGHBOR do the shutting down—then—in our opinion he might just as well telephone his measure to the undertaker and go and stretch out in the shade somewhere and make his peace with the world.

WHAT IS THE MATTER WITH THE LUMBER MANUFACTURERS?

Having a fair command of language—both sacred and profane—we might be able to tell you the trouble right on this printed page, were such a thing legally permissible. It might not pass through the mails without violating the law!

We will tell you a few LITTLE things, though, in a rather pale and aenemic manner, so that the lumber trade may, in a WAY, diagnose its OWN case, feeling that when we all know what is the matter there will be an ADDED chance to prescribe for the patient.

The lumber manufacturers in every section of the United States are making more lumber than the demand justifies. The best place to preserve lumber is in the tree and while all lumbermen know this, ninety-nine out of a hundred are doing the EXACT OPPOSITE of this by turning trees into lumber when they POSITIVELY know that the LUMBER is NOT NEEDED or WANTED!!

We have tried hard for several years to make the lumber manufacturing trade of the United States believe that its prosperity lay in the direction of securing a wider and better market for boards, rather than in paying attention to what we believed to be the old fetish of "supply and demand," but in this we have not prevailed.

The manufacturing lumberman DOES believe that supply and demand control the market, and practically always WILL believe it,—and YET as a matter of fact—is acting just NOW as if he had never heard of such a thing as "supply and demand." This is the condition we want to try to help rectify.

We are not giving you EXCUSES for this attitude upon our part but REASONS, and we will prove our position in a few lines of type.

It has come to our notice from a careful inquiry in the large centers, where the business is controlled by a comparatively few large retail yards, that there is a disposition upon the part of dealers and in many cases an actual arrangement to forego buying for the immediate wants of the retailer by the simple method of exchanging stocks, one with the other. This is having a tendency to decrease the stocks on hand in such centers, which should account to every manufacturer for the lack of demand from the large cities.

There is a well defined rumor that at least one retail lumber association secretary has—as is his privilege, of course—informed his membership that they should refrain from buying just now—that "lumber is going lower."

These two facts alone ought to encourage the lumber manufacturer to make as few boards as possible during the period upon which we are just entering, even if there were no OTHER reasons in sight.

On top of all this, we want to ask right here, in this public spot, why it is that manufacturing lumbermen, generally, should any longer even hesitate to make a general arrangement AMONG THEMSELVES to bring about such a control of the amount of their product as would guarantee them 6 percent interest on the money they have invested? If you want to buy engraving, it costs you from 8 percent to 200 percent more than it did a year ago; if you want to buy chemicals you will find that they have in all cases doubled in price and in many cases increased ten-fold over a year ago; if you want to buy print paper, there is not a paper mill in the United States that would contract to sell it to you twelve months ahead at the present market price; if you want to buy leather you will have to stand a 40 percent increase over a year ago; and we might go on and add to this list of facts until we worked ourselves into a state of commercial hysteria over the conditions—but what we have said in the fore part of this long sentence is quite sufficient background for the statement—that if you want to buy boards go and put your OWN PRICE on them, load them up and carry them home.

We have something less than two dozen lumber manufacturing associations, with their secretaries and statisticians, their traffic and scientific experts and their trade extenders, and their building code makers; and on top of that, over one hundred and fifty retail lumber dealers' associations, wholesale dealers' associations, lumbermen's clubs and the like, each working at its little exploitation task all over lumber land; and the best that we can do, as a business proposition today, is to cut down the forest, leave two-thirds of the tree somewhere along the road to rot and sell that portion which is left for less than it costs to log and manufacture it.

All of these things being true,—and we trust no one will take exception either to the facts or to our right to make the assertions—we actually wonder how the manufacturing lumber trade has for so long been able to escape the commercial detention hospital—and we PROPHESY that if this condition keeps up MUCH longer our trade will be regulated in a governmental way, whether we WISH it regulated or NOT.

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WE NEED UNIFORM INFORMATION CONCERNING "CURTAILMENT."

If there is one thing above another that the lumber manufacturers of the United States need at the present time it is some sort of uniform information concerning "curtailment of product"; and if the manufacturer of lumber will answer our questions we will get the information; and if they do not answer the questions, they will NOT get the information, for there is no means of collating the information except by a nationally circulated lumber trade newspaper like the LUMBER WORLD REVIEW, and this is why we assume the task.

All of the information available at the present time is of a rather ragged sort, almost wholly from the yellow pine manufacturing district, and is printed herewith for what it may be worth. We print it with the avowed intention of keeping the type standing in order that this information may be revised from issue to issue, but that task we can perform only if the manufacturing lumbermen themselves take any interest in the proposition.

Here is the information to which reference is made:

ARKANSAS.

Arkansas Short Leaf Lumber Co.	Pine Bluff	Running 4 days a week.
Arkansas Land & Lumber Co.	Malvern	Running 3 wks. per mo. July, Aug. and Sept.
Arkansas Lumber Co.	Warren	Running 3 to 5 days a week.
Bradley Lumber Co.	Warren	Running 3 to 5 days a week.
Crossett Lumber Co.	Crossett	Running 4 days a week.
Eagle Lumber Co.	Eagle Mills	Running 5 days a week.
Fordyce Lumber Co.	Fordyce	Running 4 days a week.
Gates Lumber Co.	Wilmar	Running 5 days a week.
Union Saw Mill Co.	Huttig	Running 4 days a week.

ALABAMA.

Kaul Lumber Co.	Birmingham	Running on short time.
Lathrop Lumber Co.	Birmingham	Running on short time.
Manchester Lumber Co.	Manchester	Running on short time.
McGowin-Foshee Lumber Co.	Folco	Running on short time.
Scotch Lumber Co.	Fulton	Running on short time.

LOUISIANA.

Anacoco Lumber Co.	Guy	Running 5 days a week.
Alexandria Lumber Co.	Alexandria	Running 5 days a week.
Anacoco Lumber Co.	Grabow	Running 5 days a week.
Bolinger, H. A., Lumber Co.	Shreveport	Running 4 days a week.
Bolinger, S. H., & Co.	Reeves	Running 5 days a week.
Brown Lumber Co.	Shamrock	Running 5 days a week.
Bentley, J. A., Lumber Co.	Zimmerman	Running 5 days a week.
Brooks-Scanlon Lumber Co.	Kentwood	Running 5 days a week.
Bowman-Hicks Lumber Co.	Oakdale	Running 5 days a week.
Caddo-Rapides Lumber Co.	Alexandria	Running 5 days a week.
Crowell & Spencer	Long Leaf	Running 5 days a week.

COPY OF THE LETTER

Lumber World Review

IF YOU WILL PLEASE HAVE THESE SHEETS PUT IN YOUR TYPEWRITER AND THEN DICTATE AN ANSWER TO EACH QUESTION A SUMMARY OF ALL THE ANSWERS WILL BE RETURNED TO YOU—PERSONALLY—AND WILL ALSO BE USED IN FUTURE EDITIONS OF THE LUMBER WORLD REVIEW.

Gentlemen:

QUESTION NO. 1—We are endeavoring to find out—IN YOUR INTEREST—if "supply" and "demand" control the lumber market—as it is conceded they DO control all OTHER markets. We would not insult YOUR intelligence by suggesting that you do not already know that the "supply" of an article of commerce affects the "demand;" BUT, just at this critical moment when a falling off in the "supply" of lumber in stock is the ONLY thing that will help to patch up a badly broken market, will you talk to us frankly for the national LUMBER GOOD and permit us to utilize the information in an IMPERSONAL way.

QUESTION NO. 2—We are going to give back to you by letter and through the columns of the LUMBER WORLD REVIEW a summary of the EXACT FACTS as to stock conditions; so will you tell us on the "A" line below how much lumber of all kinds you had on hand, in feet, January 1, 1916, and on the "B" line how much lumber you had on hand July 1, 1916?

"A" Lumber on hand January 1, 1916.....

"B" Lumber on hand July 1, 1916.....

QUESTION NO. 3—How many "saws" of all kinds in ALL your MILLS had you in operation January 1, 1916?

QUESTION NO. 4—How many "saws" of all kinds in ALL your MILLS have you in OPERATION right NOW?

QUESTION NO. 5—How many days per week and how many hours per day did you run your sawmills in the month of January, 1916?

QUESTION NO. 6—How many "days" and how many "hours" per day did you run your sawmills during the month of June, 1916?

QUESTION NO. 7—It is ALLEGED that there are actually a FEW sawmill operators who believe THEIR mills should run full time and that all the rest of the sawmills should run SHORT time, in order that all the lumber business MAY be helped to a competency. EXACTLY how MANY such OPERATORS are there in your NEIGHBORHOOD and what reasons do they give for piling up lumber which they know they have got to sell at a LOSS?

QUESTION NO. 8—Attached is a proof sheet of what will either be used as a leader for an article upon the "General Shutting Down of Sawmills in the United States," or as an editorial for our issue of July 10. It will be printed just as proof has been furnished to you, but just for our own INFORMATION will you please be good enough to criticise our position in the matter?

QUESTION NO. 9—Will you note the rather formidable list of mills who are running "short time" that we shall publish in our issue of July 10 and tell us what you think about it?

QUESTION NO. 10—Will you write us at your earliest convenience and give us any other MARKET facts and ideas on the general conditions of the lumber trade in your locality?

Yours very truly,

BOLLING ARTHUR JOHNSON,
EDITOR AND PUBLISHER,
LUMBER WORLD REVIEW.

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Calcasieu Long Leaf Lumber Co.	Lake Charles	Running 4 days a week.
Central Coal & Coke Co.	Neame	Running 4 days a week.
Central Coal & Coke Co.	Caroon	Running 4 days a week.
Cady, W. M., Lumber Co.	McNarry	Running 5 days a week.
Elton Lumber Co.	Hutchinson	Running 4 days a week.
Elton Lumber Co.	Elton	Will shut down 30 days.
Enterprise Lumber Co.	Alexandria	Running 5 days a week.
Forest Lumber Co.	Oakdale	Running 4 days a week.
Frost-Johnson Lumber Co.	Campti	Running 4 days a week.
Frost-Johnson Lumber Co.	Mansfield	Running 4 days a week.
Frost-Johnson Lumber Co.	Montrose	Running 4 days a week.
Germain & Boyd Co.	Atlanta	Running 5 days a week.
Great Southern Lumber Co.	Bogalusa	Running 5 days a week.
Gulf Lumber Co.	Fullerton	Running 5 days a week.
Hudson River Lumber Co.	DeRidder	Running 4 days a week.
Huie-Hodge Lumber Co.	Hodge	1 mill closed down.
Iatt Lumber Co.	Colfax	Closed July 1.
Industrial Lumber Co.	Oakdale	Running 4 days a week.
Industrial Lumber Co.	Elizabeth	Running 5 days a week.
Industrial Lumber Co.	Calcasieu	Running 5 days a week.
Johnson, W. F., Lumber Co.	Campti	Running 5 days a week.
Krause & Managan	Westlake	Running 5 days a week.
King-Ryder Lumber Co.	Bon Ami	Running 4 days a week.
Louisiana Saw Mill Co.	Glenmora	Running 5 days a week.
Louisiana Central Lumber Co.	Standard	Running 4 days a week.
Louisiana Central Lumber Co.	Clarks	Running 4 days a week.
Lock-Moore Lumber Co.	Westlake	Running 5 days a week.
Longville Lumber Co.	Longville	Running 4 days a week.
Louisiana Long Leaf Lumber Co.	Alexandria	Mill not running.
Long Pine Lumber Co.	Fisher	Running 4 days a week.
Ludington Lumber Co.	Ludington	Running 4 days a week.
Meridian Lumber Co.	Meridian	Running 5 days a week.
McNarry Lumber Co.	McNarry	Running 5 days a week.
Newell Lumber Co.	Eunice	Running 5 days a week.
Natalbany Lumber Co.	Hammond	Running 5 days a week.
Pawnee Land & Lumber Co.	Pawnee	Running 5 days a week.
Powell Lumber Co.	Edna	Running 5 days a week.
Peavy-Byrnes Lumber Co.	Kinder	Running 4 days a week.
Pickering Lumber Co.	Pickering	Running 4 days a week.
Pickering Lumber Co.	Barham	Running 4 days a week.
Rapides Lumber Co.	Woodworth	Running 4 days a week.
Ragley, W. G., Lumber Co.	Ragley	Running 5 days a week.
Sabine Lumber Co.	Zwolle	Running 5 days a week.
Sabine Lumber Co.	Colfax	Running 5 days a week.
Tremont Lumber Co.	Winfield	Running 5 days a week.
Weaver Bros.	Weaver Spur	Running 5 days a week.
Weaver Bros.	Boyce	Running 5 days a week.
Weaver Bros.	Couchwood	Running 5 days a week.
Urania Lumber Co.	Urania	Running 5 days a week.
Victoria Lumber Co.	Victoria	Running 4 days a week.

MISSISSIPPI.

Bienville Lumber Co.	Forest	No curtailment. Normal product 100,000 per day; now cutting 150,000; will take off night run in 10 days.
Batson-McGehee Co.	Millard	Running night and day, from 3 to 5 nights a week; curtailing 100,000 feet per week.
Bay Springs Lumber Co.	Bay Springs	Normal Product 635,000 per month; running 4 days per week; curtailing 135,000 feet per week.
Bentley & Emery	Richton	Normal product 3,000,000 per month; not curtailing.
Cybur Lumber Co.	Picayune	Running days only, 5 per week; curtailing 300,000 per week.
Crosby Bros. Co. Stillwell-Crosby Co.	Canton	Mills closed down. Was producing 3,600,000; normal product 4,800,000.
Cotton State Lumber Co.	Meehan Junction	Running full time day only; 125,000 feet per day. Was down 11 months in 1915.
Eastman, Gardiner Co.	Laurel	Running 9 hours per day curtailing 150,000 feet per week.
Enochs Lumber Co.	Fernwood	Shut down through June.
Finkbine Lumber Co.	Wiggins	Shut down June 24 for 3 weeks, 105,000 feet per day, normal.
Griffin, J. M.	Blodgett	Normal product 1,500,000 feet per month; shut down for 30 days June 15.
Gray, C. L., Lumber Co.	Meridian	Will curtail.
Homochitto Lumber Co.	Bude	Will shut down 1 day in the week, curtailing 150,000 per week.
Lumber Mineral Co.	Arbo	Burned.
Marathon Lumber Co.	Laurel	Curtailing 1 day a week.
Moore-Haggerty Lumber Co.	Hattiesburg	Curtailing 1 day a week.
Major-Sowers Lumber Co.	Epley	Curtailing 1 day a week.
Mississippi Lumber Co.	Quitman	Curtailing 1 day a week.
Newman, J. J., Lumber Co.	Sumrall Hattiesburg	Curtailing 1 day and 1 night, each plant, amounting to 525,000 feet weekly.
Richton Lumber Co.	Richton	Curtailing 1 day and 1 night each week; amounting to 120,000 feet a week.
Rosa Lumber Co.	Picayune	Curtailing 1 day and 1 night, 100,000 feet a week.
Ship Island Lumber Co.	Sanford	Curtailing 1 day a week.
Sumter Lumber Co.	Electric Mills	No curtailment; normal product 4,000,000 a month.
Vinegar Bend Lumber Co.	Vinegar Bend	Curtailing 1 day a week, 100,000 feet a week.
Wausau-Southern Lumber Co.	Laurel	Shut off night run—running days only.
White, J. J., Lumber Co.	Columbia	Losing 15% of time account of bad luck.

TEXAS.

Angelina County Lumber Co.	Keltys	Running 5 days a week.
Beaumont Saw Mill Co.	Beaumont	Running 5 days a week.
Central Coal & Coke Co.	Conroe	Running 4 days a week.
Carter, W. T., & Bro.	Camden	Running 5 days a week.
Carter-Kelley Lumber Co.	Manning	Running 4 days a week.
Frost-Johnson Lumber Co.	Nacogdoches	Running 4 days a week.
Fidelity Lumber Co.	Boucett	Running 4 days a week.
Keith Lumber Co.	Beaumont	Running 5 days a week.
Lutcher & Moore Lumber Co.	Orange	All mills running 5 days.
Lufkin Land & Lumber Co.	Lufkin	Running 4 days a week.
Myer, R. A., Lumber Co.	Honey Island	Running 5 days a week.
Miller-Link Lumber Co.	Orange	Running 5 days a week.
Pickering Lumber Co.	Haslam	Running 4 days a week.
Palmetto Lumber Co.	Beaumont	Running 2 weeks a month.
Rice, J. S. & W. M.	Houston	Running 2 weeks a month.
Southern Pine Co.	Diboll	Running 5 days a week.
Sabine Lumber Co.	Houston	2 mills; running 5 days a week.
Trinity Co. Lumber Co.	Groveton	Running 5 days a week.
Thompson Bros.	New Willard	Running 5 days a week.
Thompson Bros.	Trinity	Running 5 days a week.
West Lumber Co.	Houston	3 mills; running 5 days a week.

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Circulation in Dry Kilns

By HARRY D. TIEMANN, Consulting Engineer in Kiln Drying, Recently Associated With the New England Westinghouse Company

In Four Parts—PART III.

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The term "casehardening" refers to a condition very common in kiln-dried lumber and frequently met with in air-drying, in which the outer shell has become "set" in an expanded condition and has dried more rapidly than the interior portion. It is used to describe two distinctly different conditions, one in which the exterior shell is dry and hard, while the interior is still wet, the other in which the wood is thoroughly dry, but in which permanent stresses exist which have followed as a result of the first condition. The first condition is transient, and may be designated as "temporary casehardening," whereas the other may be distinguished as "permanent casehardening."

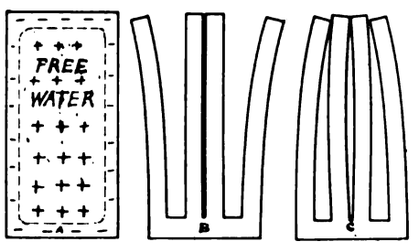

FIGURE 1—FIRST STAGES IN CASEHARDENING—THE FIGURES REPRESENT A DISK CUT ACROSS THE TIMBER PERPENDICULAR TO THE GRAIN.
(A) SURFACE DRIED BELOW THE FIBER SATURATION POINT AND IN A STATE OF TENSION. INTERIOR CONTAINING FREE WATER AND IN COMPRESSION. TENSION STRESS INDICATED BY MINUS SIGN (—); COMPRESSION BY PLUS SIGN (+).
(B) IF DISK A BE IMMEDIATELY SAWED BY FIVE SLITS, AS SHOWN, IT WILL AT ONCE SPRING INTO THIS SHAPE.
(C) IF B BE NOW DRIED IN AN OVEN OR WARM ROOM, THE TONGUES WILL FINALLY BEND INTO THIS SHAPE AND REMAIN SO PERMANENTLY.

The effects of this condition of the wood are of two kinds, first, in regard to the retardation of the *tranfusion of the moisture* from the inside through the casehardened shell to the surface; and, second, with respect to *stresses* which exist in the wood.

When some species of wood become surface dried evaporation appears to be greatly retarded, due to the dry shell surrounding the wet interior.

The internal stresses induce "honeycombing" or "hollow horning" and warping of the wood, also cupping when the wood is resawed.

HOW DRYING TAKES PLACE IN WOOD.

The drying of a solid piece of wood must necessarily take place at the surface, and the moisture in the interior portion must pass through successive layers of the wood until it reaches the surface, where it evaporates. Just how this passage of moisture from the interior to the surface takes place is not known. It should be noted in this connection that endwise drying takes place very much faster than crosswise of the wood fiber. A study of the microscopic structure of the wood shows the reason for this. In porous woods with open vessels, such as red oak, the free water in the open pores, which are really minute tubes, will pass longitudinally through them as it will through a bundle of capillary tubes; but in woods where these vessels are closed, such as white oak or black locust, this action is much retarded. The transfusion of the moisture crosswise, however, must take place through the successive cell walls. While the cells are full of free water this process is rapid, probably taking place by simple capillarity through minute openings in the membranes of the cell walls. But as soon as the water columns become broken and air spaces intervene, this capillary process appears to cease and transfusion occurs by absorption of the cell walls themselves.

That is probably why casehardening so greatly retards the drying of the interior.

THE STRUCTURE OF WOOD AND HOW THE MOISTURE IS CONTAINED.

To understand the physical phenomena which occur when wood casehardens, it is necessary to clearly appreciate how the water is contained in the wood and the significance of the "fiber saturation point."

It will not be necessary for this purpose to have a complete knowledge of the microsocpic structure of wood, but some idea of its structure must be appreciated.*

Wood is made of closed cells arranged somewhat like the cells of a honey-comb, running lengthwise of the tree, but mostly from fifty to a hundred times as long as wide. In the soft woods these are mostly of one kind known as "tracheids" (or, commercially, as "fibers" in the pulp paper industry), and are of fairly uniform size. In "hardwoods," however, there are several kinds which differ enormously in size. The largest ones are fused into long tubes or "vessels" and are plainly visible to the naked eye, forming the pores seen in a piece of red oak, for example. The smallest cells, or *wood fibers*, which form the bulk of the dense portions of the hardwoods, can only be seen by use of the microscope, being as small as the finest hairs. The walls of the contiguous cells have thin spots distributed over them known as "pits." These pits, however, are not perforations through the walls. The cell walls comprise the wood substance, the density of which is one and a half times as heavy as water. This wood substance is very hygroscopic; that is to say, it absorbs and loses moisture from and to the air according to the relative humidity present. Thus at about the humidity of summer in this climate, it retains about 14 or 15 percent of its dry weight. In a heated house, at about 30 percent humidity, it will retain 4 to 5 percent moisture. In absorbing and losing moisture the cell walls swell and shrink, causing the "working" of wood after it has been dried.

THE FIBER SATURATION POINT.

With nearly all woods there is a point beyond which the cell walls will not contain any more moisture and where swelling ceases. This is called the "fiber saturation point," and lies between 20 and 30 percent of the dry weight of the wood. This does not mean that the wood itself will cease to take on moisture at this point, for moisture will continue to be absorbed, the excess appearing in the form of water and occupying the cell cavities and small capillary spaces in the wood. Thus, green wood contains moisture in two conditions, as free water in the pores and capillary spaces and as hygroscopic moisture absorbed in the cell walls.

Green wood sometimes contains as much as 250 percent of its dry weight in moisture, only

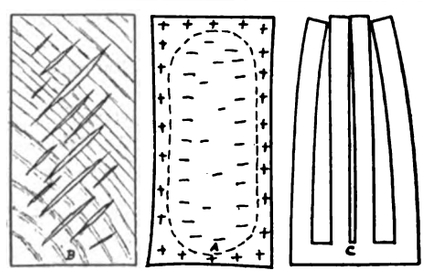

FIGURE 2—FINAL STAGE IN CASEHARDENING AND HONEYCOMBING—THIS IS THE CONDITION OF PERMANENT CASEHARDENING.
(A) PERMANENT INTERNAL STRESSES REMAINING AFTER THE WOOD HAS COMPLETELY DRIED. TENSION STRESS INDICATED BY MINUS SIGN (—) AND COMPRESSION BY PLUS SIGN (+). COMPARE WITH FIGURE 1 A AND NOTE THAT THE STRESSES HERE ARE COMPLETELY REVERSED.
(B) HONEYCOMBING RESULTING FROM THE STRESSES SHOWN IN A; THE STRENGTH OF THE WOOD ACROSS THE GRAIN WAS INSUFFICIENT TO RESIST THE INTERNAL TENSILE STRESSES AND THE FIBERS HAVE SEPARATED ALONG THE MEDULLARY RAYS.
(C) IF DISK A BE SAWED BY FINE SLITS, AS SHOWN, IT WILL IMMEDIATELY ASSUME THIS FORM AND BIND ON THE SAW.

25 percent of which is contained in the cell walls, the excess 225 percent being in the form of free water. More often the total moisture ranges from 50 to 70 percent of the dry weight, as in green birch or maple.

THE PROCESS OF CASEHARDENING.

As a green piece of wood dries, shrinkage as a rule* does not begin until the fiber saturation point has been reached. If the conditions of drying are such that the evaporation from the surface exceeds the rate at which the water in the center transfuses outwardly, the free water on the surface will all disappear before the inner water can take its place. The water films or columns thus become broken with air in between, so that the remaining water has to pass out gradually by seepage along the cell walls and further transfusion of the free water from the inside is thus retarded. This is the first stage of casehardening.

*See article by the writer "Principles of Kiln Drying Lumber" in LUMBER WORLD REVIEW of January 25 and February 10, 1915, in which the structure of wood is illustrated by photomicrographs.

*In some woods, notably western red cedar, a collapsion of the cell cavities begins to take place as soon as drying begins, which causes the stick to appear to shrink at once. This is not true shrinkage, however, as it is a totally different phenomenon. Eucalyptus "blue gum" appears to begin to shrink at 80 to 90 percent moisture, due to a form of collapse.

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As drying then progresses beyond the fiber saturation point, the outer shell tends to shrink, but is prevented from doing so by the wet interior. Strong tension stress is therefore set up in the outer surface with compression in the inner portion. This condition is shown by Figure 1-A, which represents a disk sawed across a plank of wood at this stage.

If this disk be immediately slotted, as shown at Figure 1-B, by running five parallel saw cuts nearly through, and breaking away two of the tongues thus formed, the outer prongs will at once bend outwardly as shown in the figure. This indicates temporary casehardening, due primarily to a dry surface and wet interior. If this disk be then placed in a dry room where it will dry out, it will finally assume the form shown at Figure 1-C.

Wood is a plastic substance when hot and moist. When dry it becomes very much harder, stiffer and stronger than when wet. Consequently, when a stick of wood is bent while hot and wet, and then dried in this position, it will rigidly retain the form into which it was clamped when drying. This well known principle, made use of in wood bending, also applies in the case of casehardening. The outer shell which drys first below its fiber saturation point

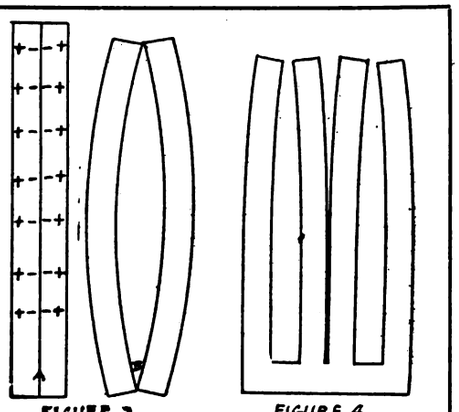

FIGURE 3 FIGURE 4

FIGURE 3—END VIEW OF A CASEHARDENED BOARD—(A) INTERNAL STRESSES, MINUS SIGN (—) IS TENSION AND PLUS SIGN (+) IS COMPRESSION.
(B) FORM WHICH THE BOARD WILL ASSUME AFTER RESAWING.
FIGURE 4—TEST FOR INTERNAL MOISTURE—NOTE THE BENDING OUTWARD OF THE CENTER TONGUES UPON EXPOSURE TO DRY AIR. THEY WILL ULTIMATELY TURN INWARD AS IN FIGURE 2 C.

and thus tends to shrink, is prevented from so doing by the wet interior. As it continues to dry it hardens in this expanded condition. (See Figure 1-A.) The interior now continues to dry very slowly and tends to shrink, but is in turn prevented from doing so by the hardened outer shell which has "set" in its expanded condition. The result is that the stresses within the block are now reversed, the outer shell being in compression and the inner portion in tension, as shown in Figure 2-A (compare with Figure 1-A). If the tensile strength of the wood across the grain is sufficient to withstand these stresses, the wood will dry in this condition containing permanent internal stresses, but if it is weak it will yield to the tension stresses and split open as shown in Figure 2-B, usually along the medullary rays. This is the explanation of honey-combing or "hollow horning."

A peculiar physical property which accentuates this result of permanent casehardening is the fact that *the slower wood dries, the greater is the shrinkage.* Consequently, not only does the stress result from the expanded set condition of the outer shell, but also from the fact that the interior tends to shrink more than the shell, due to slower rate of drying.

The phenomenon of collapse* also probably enters into this honey-combing in certain species, such as western red cedars, causing excessive shrinkage of the interior portion.

PROOF OF STRESSES IN CASEHARDENED WOOD.

To prove that the stresses exist permanently, as explained in the casehardened wood, it is only necessary to take a disk A, Figure 2, and slot it, as described before. The prongs will at once turn inward, as shown in Figure 2-C, frequently with such force that it is difficult to remove the piece from the saw. This disk will remain definitely in this condition as long as it is kept dry.

If the plank was not throughly dry when the disk was sawed, as shown in C, these prongs will close up still further as the disk dries. Compare this figure with B in Figure 1 when the stresses were temporarily of the opposite kind.

From this explanation it is perfectly plain why a casehardened board will cup when resawed, as in Figure 3. For the same reason, when articles are manufactured from casehardened wood, they are very apt to warp and give trouble. The two inner tongues of the slotted disk give an excellent indication of whether the interior of the wood is dry. If the interior is not dry, the tongues will show little or no tendency to bend on the saw, but after remaining in a dry room for a short time they will begin to bend outwardly as shown in Figure 4.

They will finally, however, bend inwardly as shown in Figure 1-C, as the disk dries out. If they remain parallel in a dry room it indicates that the wood was thoroughly dry (that is corresponding to the room condition) when the disk was cut. The explanation of the behavior of these tongues as described above is significant. In my first article of this series (see LUMBER WORLD REVIEW of May 10, 1916), I mentioned that drying should take place uniformly from the opposite faces and that if drying took place from one face only the board or stick would tend to cup—*not* with the first dried face as the concave surface, as might at first be supposed, but just the reverse. The surface which dried first will become the convex surface.

This phenomenon is exactly what takes place in the two parallel tongues of the pronged disk and the explanation is as follows: The outer surfaces, being exposed to the air, dry first below their fiber-saturation point, and these surfaces dry in a stretched condition, being held by the resistance of the rest of the tongue to bending. That this is so is shown by the slight bending of the tongues outward. (Figure 4.)

The dried surface hardens in this stretched condition. The rest of the tongue subsequently dries more slowly and shrinks more than the outer surface; consequently the curvature ultimately becomes reversed and the tongues bend inwardly as shown in Figure 1-C. The rapidly dried surface of a board or stick (dried from the green condition), therefore tends to be convex and *not* concave.

This action is often of considerable consequence in the drying of wood, especially of material sawed into blanks for manufacture after drying.

REMOVAL OF CASEHARDENING.

A clear understanding of the nature of casehardening will, with a little thought, suggest a means by which it may be removed. In fact it is not only possible, but entirely practicable, on a large scale to eliminate casehardening, provided it has not gone to the extent of causing honey-combing. Very recently I discovered the method which I will now describe.

The only condition of permanently casehardened material which is of serious consequence is that it contains internal stresses. If these can be removed, the trouble will be overcome. With a knowledge of the distribution of these stresses it is evident that if we soften up the external shell containing the compressive stresses, so that it becomes plastic, the stresses will readjust or neutralize themselves and disappear. It has been pointed out that wood substance becomes plastic when hot and moist. Therefore if the casehardened wood be placed in steam or in hot moist air for a while, sufficient time only to soften up the external shell, the result will be accomplished. The temperature necessary probably varies with the different species, as some become much more plastic than others at the same temperature.

The time of exposure necessary will vary with the degree of casehardening, but it is astonishing how quickly the result is obtained, usually in from ten minutes to half an hour in saturated air at 180 degrees to 200 degrees F. One great advantage of this treatment is that

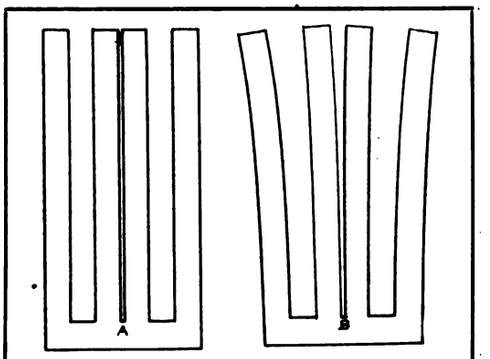

FIGURE 5—TEST DISKS FOR REMOVAL OF CASEHARDENING—IN A THE STRESSES HAVE BEEN ENTIRELY NEUTRALIZED AND CASEHARDENING ELIMINATED. IN B, THE PROCESS HAS BEEN CARRIED TOO FAR AND THE CONDITION HAS BEEN REVERSED.

since the moisture need penetrate only the outer surface, it very quickly re-evaporates. Moreover, it can be done on any scale whatsoever.

Probably the simplest way is to place perforated steam pipes in the kiln or in a separate room into which the truck can be run, arranged in such a way as to produce a maximum circulaton through the pile of lumber. High pressure steam and plenty of it should be available.

For a couple of truck loads of lumber each about 16x8x5 feet in size, a 1½-inch pipe with boiler pressure steam (80 to 100 lbs. gauge) should be used having in all about eighty ⅛-inch holes properly distributed, and this should be opened up full.

The temperature should be allowed to rise as rapidly as possible, and the steam turned off again after the proper time, which must be determined by experiment for a given kind of material and conditions. Drying conditions should then be re-established as soon as possible and the load left in the kiln for a day or two.

For 2½-inch black walnut at about 5 to 6 percent moisture, I have found that steaming in this manner for half an hour, the temperature rising from about 130 degrees to 180 de-

*See article by the writer "Problems in Kiln Drying Lumber," in LUMBER WORLD REVIEW for September 25, 1915.

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grees during this time, gives satisfactory results. In from one to three days' time the absorbed moisture will have entirely evaporated and the material will be as dry as before steaming.

No fear need be had of injuring the finest woods by this treatment, and it is so simple that it is within the reach of everyone who has a dry kiln. There is no danger whatever of checking the wood, since the surface is already in compression, and all stresses are relieved thereby and not augmented.

If the process is carried too far a reversal of stresses may be produced. This can be readily determined by cutting the pronged disk. If stresses are reversed, the outer prongs will bend outwardly as shown in Figure 5-B. If exposure has been correct, the prongs should remain parallel as shown in Figure 5-A.

The test disks should not be cut until the moisture has re-evaporated.

Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

At this time of the year in the door and millwork industry there is usually more or less dullness, and July thus far is not an exception to the rule. Orders for stock goods are unusually light, most of the business booked being special bills. However, there are a few stock doors and glazed sash going out in small lots, and there is a prospect that this indifferent volume of business will continue well through the month. Some of the local houses report a fair amount of inquiry but traveling men say that farmers are quite busy in the fields and that building throughout the agricultural section is of modest proportions. Recent reports from the territory immediately surrounding Chicago indicate excellent prospects but rather poor retail business at the moment.

The Excellent Crop Prospects.

The crop situation is one of the most favorable factors to be reckoned with at this season. The government crop report issued last Friday makes a much better showing than had been anticipated. Large areas of winter wheat were killed during the cold weather, and the acreage was therefore known to be greatly reduced. In spite of this fact, however, the report shows a probable average of nearly 15 bushels to the acre, and a total crop of winter wheat of 489,000,000 bushels, as compared with a crop last year of 660,000,000 bushels. Spring wheat makes a much better showing, with an average estimated outturn of 15.1 bushels to the acre and a total estimated crop of 270,000,000 bushels. The total wheat crop as estimated for this year will be 759,000,000 bushels, as compared with over 1,000,000,000 bushels last year, which was a record crop. The corn condition is reported at 82, and the estimated yield 2,866,000,000, which is 200,000,000 bushels short of last year, when there was another record corn crop. The oats condition is excellent, being placed at 86.3 and with an estimated total yield of 1,317,000,000 bushels. The general prospect, therefore, for trade appears to be most encouraging, as the farmers will be inclined to buy more liberally, and one of the first results to be observed will be in building and making improvements.

The Factory Outlook.

Business at the sash and door centers of the middle northwest is reported fairly large. The distributing houses in that territory have sold heavily during the late winter and spring and their current requirements on the factories are therefore rather heavy, which makes prosperous conditions at the producing points. Most of the work in hand, however, is in the way of special bills, as is usually the case at this season. Doors are in fair demand, and the factories manufacturing the hardwood veneered product are running reasonably full.

Firmness in Prices.

One of the noteworthy features of the current sash and door trade is that there is little or no price-cutting going on. The various components of finished millwork are all firm in price and labor is paid high wages. The window glass situation is strong, and this alone influences distributers in holding their prices firmly. Discounts are on the basis generally adopted on May 5, which were 70 percent on No. 1 and 2 white pine doors, 68 percent on No. 3, and 75 percent on glazed sash. In lots of 100 openings or more the discounts are 72 and 77 percent respectively.

THE JULY CROP REPORT.

The government crop report for July 1, issued July 7, is the first important crop report of the year, showing, as it does, the prospects for all of the crops. It had been anticipated that the 1916 crop of wheat would fall short of that of 1915, as there was known to be a greatly reduced acreage, so that there is no surprise expressed because of the lower estimate on winter wheat, which is 26 percent less than the crop last year. Spring wheat makes a better showing in the July report, with an estimated yield nearly as large as the estimate of July 1, 1915, which was 295,000,000 bushels. Prominent features of the report follow:

Condition of winter wheat, 75.7; estimated bushels per acre, 14.8; total estimated yield 489,000,000 bushels; 1915 crop, 660,000,000 bushels.

Condition of spring wheat, 89; estimated bushels per acre, 15.1; total estimated yield, 270,000,000 bushels; 1915 crop, 345,163,000 bushels.

Total all wheat estimated, 759,000,000 bushels; 1915 crop, 1,004,277,000 bushels; condition July 1, 79.9.

Corn—Condition July 1, 82; estimated yield, 2,866,000,000 bushels. In 1916 the actual yield of corn was 3,026,000,000 bushels and in 1914 the yield was 2,673,000,000 bushels.

Oats—Condition July 1, 86.3; total estimated yield 1916, 1,317,000,000 bushels. Last year the oats yield was 1,517,000,000 bushels and in 1914, 1,141,000,000 bushels.

The Window Glass Situation.

Conditions in the window glass market are unchanged from the last report and the market continues strong. Stocks of glass are considerably less than last year, the American Co. reporting that its warehouses contain 550,000 boxes less than a year ago. Prospects for a continuance of favorable conditions now prevailing are excellent.

Trade in the Middle Northwest.

Conditions as reported by the factories and distributing houses of Minneapolis and St. Paul are exceptionally good. The factories there are doing a good business in special work and they are finding more or less demand for their stock items as well, but it is mostly for local delivery. The crop situation in the northwest has improved and prospects for late summer and fall trade are decidedly favorable.

Features of Eastern Trade.

The factories and wholesale houses in the east are generally reporting a better demand for their goods than they had believed would be shown at this season. The factories are busy getting out regular and odd work for buildings that have reached the stage where the material is needed. A good trade is reported at Baltimore, where building operations are of encouraging proportions. Distributers in the Metropolitan district are having a good demand for all tiems, and building oprations there are going ahead actively.

The Pacific Coast Situation.

The door factories at Tacoma and elsewhere in the northern section along the coast are running at normal speed and find that they are able to dispose of their products for eastern shipment without difficulty. At San Francisco and throughout that district the demand for pine doors in both the finished and knock-down product is keeping up strongly, and considerable new business is coming forward from eastern and middle western jobbers.

Two Door Men on the Coast.

Among the sash and door men who attended the triennial conclave of the Knights Templar at San Francisco last month were L. L. Abbott, of the Roberts Sash & Door Co., and William L. Sharp, formerly manager of the old firm of E. L. Roberts & Co., this city. Mr. Sharp was elected to the eminent position of grand sword bearer in the Grand Commandery of the United States. Both gentlemen were feeling unusually happy upon their return to the city, July 1, owing to the fact that the drill corps of the Englewood Commandery, of which they are members, won the first prize, a $5,000 solid silver libation set, in the prize drill, which was contested for by many commanderies throughout the country. The Englewood boys also won the pennant, which is contested for every three years by the various commanderies. Messrs. Sharp and Abbott visited among their old friends in the sash and door trade of the west and reported a good run of orders at hand.

Southwestern Trade Prospects.

A satisfactory volume of business is being done by the local sash and door factories at both St. Louis and Kansas City. Few orders are coming from the country. Most of the business now being done comes from the local trade. This is caused by the backwardness of the work on the farms and the farmers are not ready to make improvements. It is likely to get better, however, at almost any time. The leading concerns are looking forward to a good, active demand shortly, as crop conditions are improving and the prospects for trade are in harmony with them.

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General News of Associations and Clubs

NORTH CAROLINA MANUFACTURERS.

The North Carolina Pine Association held its regular monthly meeting at the Monticello Hotel, Norfolk, Va., Thursday, June 22, with thirty-five members present. This was not as large a representation as had been expected, mostly on account of the rather depressed condition of the market. It is noted that when demand is good and prices are strong the attendance at these meetings is usually large, but with a weak market, when every member ought to attend for the purpose of ascertaining conditions, the attendance is light.

The meeting was called to order by President A. R. Turnbull. He called upon Secretary W. B. Roper for a report of the meeting of the National Lumber Manufacturers' Association at Chicago and this was added to by the report of President Turnbull, who also attended.

One of the principal matters discussed at the meeting was the appointment of a committee, composed of John M. Gibbs, Charles Hill and W. B. Roper, who were instructed to investigate the manufacture of ready-cut houses, with the objects in view of establishing a plant at Norfolk and the organization of a stock company. President Turnbull stated that Mr. Roper and himself had lately had a conference with a gentleman in New York regarding the project and that they were very favorably impressed with the idea. Other manufacturers had also received it with favor. The committee is expected to report on the subject at a later meeting.

An invitation from the Southern Forestry Congress for the members to hold its July meeting at Asheville during the session of the congress there July 11 to 15 was received and it was decided to hold the meeting at Asheville, but the date was not fixed, being left to the president and secretary.

CONVENTION DATES.

July 11-15—Southern Forestry Congress, Asheville, N. C.

July 12-13—Pennsylvania Lumbermen's Association, Williamsport, Pa. Semi-annual meeting.

July 11-15—North Carolina Pine Association, Asheville, N. C. Monthly meeting.

July 25—Georgia-Florida Sawmill Association, Jacksonville, Fla. Monthly meeting.

August 8-10—National Commissary Managers' Association, Hotel La Salle, Chicago. Seventh annual meeting.

August 23-25—National Association of Box Manufacturers, Belmont Hotel, New York, N. Y. Midsummer meeting.

(Later the same date was fixed—July 11 to 15.)

An export committee was appointed to look into the export lumber trade, consisting of J. L. Camp, F. E. Waters and C. I. Millard. This was the result of communications received from the American Steel Export Co., of New York, and from the manager of the American department of the Reconstruction Exposition, Paris, France. The New York concern advised that it had opened up a department in connection with its regular business for the purpose of handling lumber and other supplies destined to South American points and requested prices on North Carolina pine and names of mills in position to ship stock into that territory.

A. T. Gerrans, chairman of the inspection committee, stated that the question of adopting the southwestern standard of manufacture and matching had been thoroughly discussed by his committee and recommended that a representative be sent to various points in the northern and eastern states to investigate thoroughly and ascertain what the buyers were getting.

R. A. Parsley, Wilmington, N. C., favored the adoption of the southwestern method of matching. Many of the members also spoke on the subject. The recommendation of the inspection committee relative to appointing a representative to visit the northern and eastern states was adopted and a man will be secured at once to make the investigation.

A vote of thanks was extended to the embargo committee, of which C. I. Millard is chairman, for the good work done in handling the embargo situation for the North Carolina pine manufacturers.

PRODUCTION AND MOVEMENT OF NORTHERN PINE.

Minneapolis, Minn., July 7.—Production of northern pine lumber for the first five months this year totaled 206,633,256 feet as compared with 172,926,425 feet for the corresponding period of 1915, an increase of 33,706,831 feet. Shipments, however, were larger than production, the total for five months being 397,373,692 feet as against 257,068,644 feet, a gain of 140,305,043 feet. As reported by Secretary H. S. Childs, of the Northern Pine Manufacturers' Association, May production was 113,701,997 feet or 5,000,000 feet more than in May, 1915. May shipments for the current year amounted to 94,374,802 feet, or 25,000,000 feet in excess of May shipments of last year. Production for May this year is the largest month of 1916, and was the first month showing production in excess of current shipments, allowing stocks to accumulate.

Organization of California and Inland Empire Pine Manufacturers

A conference of lumbermen manufacturing western pine in the entire territory comprising Idaho, Montana, eastern Washington, eastern Oregon and California, was held at McCloud, Cal., on June 20 and 21. The conference was arranged for by Harold D. Mortenson, of Klamath Falls, Ore. president of the California White & Sugar Pine Manufacturers' Association and by Frederick F. Sayre, manager of the California Sugar & White Pine Co., and resulted from a trip through the western pine producing district of California by the pine experts of the two sections. The visitors were headed by George Shields, chief inspector of the White Pine Manufacturers' Association, of Spokane, and he was accompanied by five superintendents of plants located in the Inland Empire. The party visited the principal California mills during a period of two weeks and wound up their trip at McCloud. Here they were met by a number of manufacturers operating in California and an informal conference was held, which may result in the consolidation of the several manufacturers' organizations.

The experience which the Inland Empire lumbermen enjoyed at the various mills in California has been of great benefit to them and will undoubtedly result in a unification of grades as between the Spokane district and California mills.

The Western Pine Manufacturers' Association has invited the California manufacturers to become a part of its grading bureau and this matter will be decided upon at the midsummer meeting of the California men to be held at Bend, Ore., during the first week in August.

The visiting lumbermen were entertained at the new hotel at McCloud and also at the handsome summer residence of John H. Queal, president of the McCloud River Lumber Co. Mr. Queal's residence was not occupied, as his family was absent and the lumbermen were invited there for the conference.

Manager Fred F. Spencer, of the McCloud River Lumber Co., expressed the pleasure of the McCloud lumbermen of having the outside lumbermen as guests. The sentiment was responded to by A. W. Laird, of Potlatch, Idaho.

Harold D. Mortenson, president of the California White & Sugar Pine Manufacturers' Association, presided at the conference. J. P. McGoldrick, of Spokane, explained what the Inland Empire manufacturers had accomplished by organization. George Shields, chief inspector, stated that he had not found any great difference in the grades made at the mills of the two sections, but he said that there should be brought about uniform grades. He believed it possible to make uniform grades in the two territories.

Thomas A. McCann, of the Shevlin-Hixon Co., Bend, Ore., expressed his hope that one great association of western pine manufacturers could be brought about which would take in the manufacturers of that product throughout the entire western country from New Mexico to Montana. He thought it might be convenient to establish headquarters at Portland, Ore. The local organizations could be continued and would devote themselves to the solution of their own local problems. He expressed his belief that the time had arrived to form a general association in order to bring about uniformity in manufacture, sizes, grades and nomenclature, so that eastern buyers would not be confused in buying pine from different sections of the west.

W. C. Landon, of Klamath Falls, formerly of Wausau, Wis., said that when he came to the west he had been surprised to find no organization of manufacturers of California pine but he was now glad to see that one has been formed, as there was a great opportunity offered to forward the industry in unifying grades and selling methods.

W. R. Thorson, of Tuolumne, Cal., favored one large organization, but said that the local associations could take care of their own local problems.

A. W. Laird expressed his belief that many of the differences in grading now existing between the two sections could be adjusted and he believed co-operation to be necessary. More had been accomplished in the Inland Empire during the last three years than ever before. He predicted that the demand would be rather quiet during the next month or so and hoped that manufacturers would hold their prices firmly. The labor situation alone was almost sufficient to prevent over-production, but to this should be added mutual confidence. He thought that everything pointed to a good business in the future.

D. H. Steinmetz, of Sonora, Cal., suggested that the inspectors from the two sections should confer together further, and this was decided upon.

President Harold Mortenson outlined the work of the new California association. He said that already 660,000,000 feet of production out of 850,000,000 feet had been signed for membership. He had all along hoped that there could be one general association for both the California and Inland Empire manufacturers.

T. A. McCann invited all of the California manufacturers to attend the meeting at Bend in August and Mr. Mortenson stated that the Inland Empire attendants would be invited to come down to Klamath Falls after the Bend meeting for a visit.

Lumbermen who attended this conference were sanguine that its results would be of great benefit to the western pine industry and that finally the union of the two associations would be effected.

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GUM MANUFACTURERS IN SEMI-ANNUAL

Enthusiasm Shown in Advertising Campaign—Unanimous Vote to Increase Assessment—Gratifying Increase in Membership

Memphis, Tenn., June 24.—A well attended and interesting meeting of the Gum Lumber Manufacturers' Association was held at the Hotel Chisca in this city today. It was the regular semi-annual meeting and the reports presented were of a most satisfactory character.

When President Harry B. Weiss, of George C. Brown & Co., Memphis, called the meeting to order there was an attendance of seventy-nine members and visitors, a fact which alone speaks for the increased membership and the growth of enthusiasm in the association.

INCREASED ASSESSMENT FOR ADVERTISING.

The report of the advertising committee was submitted by John W. McClure, chairman. He stated that the revenues for the current year would be $21,000, but the board of directors had considered that this was about $2,500 less than they should have for the advertising campaign starting July 1. Chairman McClure said that the directors had personally guaranteed this deficit, but according to the by-laws there could be made an assessment of 15 cents a thousand or an increase of 5 cents a thousand over the present assessment and asked the meeting to authorize the increase. The proposed increase in the assessment was carried unanimously.

R. M. Carrier, of Sardis, Miss., chairman of the technical research committee, called the attention of the members to the suggestions made by his committee two years ago and the good results that had followed in the better manufacture and better care of gum lumber. He said that the committee desired to urge upon the members to exercise still greater care, as the inauguration of the new advertising campaign would make it necessary to have everything right up to standard.

Secretary John M. Pritchard presented a statement showing the total stocks of gum lumber in the hands of members of the association.

B. F. Dulweber, of the Kraetzer-Cured Lumber Co., Moorhead, Miss., and Cincinnati, made the statement that while the stocks of some of the items on hand were apparently large, there were others that were very light and that the greater part of the stocks on hand was not ready for shipment, being mostly green and that there was comparatively little stock now ready for delivery to the consumer.

Fred K. Conn, of the Bayou Land & Lumber Co., Yazoo City, Miss., also expressed the opinion that the stocks of dry gum were very light and that there was no reason for any cutting of prices. He said that the stocks averaged only about 1,000,000 feet to each member, whereas a normal stock of 4,000,000 feet to each member could be carried without trouble.

T. W. Fry, of the Chas. F. Luehrmann Hardwood Lumber Co., St. Louis, made a most valuable report on relative values of the different items of gum lumber. Mr. Fry is chairman of the differential committee which has this matter in charge. The report was so illuminating to the members that it was decided to have it issued in pamphlet form in order that all might give it more careful study and that nothing be given out for publication until it was before the members in printed form.

MEMBERSHIP INCREASES FIFTY PERCENT.

Fred K. Conn, chairman of the membership committee, congratulated the association on having passed through a period of depression so successfully. He said, however, that while there was a splendid increase in the membership, there is needed greater activity in extending the markets for gum, as well as for more members. The following new members have joined since January 1: W. P. Brown & Sons Lumber Co., Louisville, Ky.; the Crittenden Lumber Co., Crittenden, Ark.; I. M. Darnell & Son Co., Memphis Tenn.; R. J. Darnell, Inc., Memphis, Tenn.; Dugan Lumber Co., Memphis, Tenn.; East Carolina Lumber Co., New Bern, N. C.; D. H. Hall Lumber Co., New Albany, Miss.; H. H. Hitt Lumber Co., Decatur, Ala.; Holly Ridge Lumber Co., Louisville, Ky.; Issaquena Lumber Co., Issaquena, Miss.; Long-Bell Lumber Co., Kansas City, Mo.; Massee & Felton Lumber Co., Macon, Ga.; J. F. McIntyre & Sons, Inc., Pine Bluff, Ark.; Mossman Lumber Co., Memphis, Tenn.; W. B. Nichols, Clarksdale, Miss.; Penn Sumter Lumber Co., Philadelphia, Pa.; Penrod, Jurden & McCowen, Memphis, Tenn.; Russe & Burgess, Inc., Memphis, Tenn.; Southern Pine Lumber Co., Texarkana, Tex.; Sunflower Lumber Co., Clarksdale, Miss.; Mississippi Hardwood Co., Fort Worth, Tex.; Chickasaw Lumber Co., Demopolis, Ala.; Colfax Hardwood Lumber Co., Colfax, La.; Ward Lumber Co., Chicago, Ill., and Albert N. Thompson & Co., Memphis, Tenn.

Chairman Conn said that this was an increase of 50 percent and all are good concerns, but there are many large manufacturers who are not yet members and these should be secured.

SECRETARY PRITCHARD'S REPORT.

The report of Secretary John M. Pritchard, of Memphis, stated that the European war had resulted in the loss of a market for between 70,000,000 and 80,000,000 feet of gum lumber annually, which left the American market overstocked, with only a moderate demand. However, the members of the association had found outlets for their product, had discovered new buyers and had increased the volume of gum lumber sold in the United States by about 100,000,000 feet. He believes that still greater results could be brought about. If arrangements had only been made for keeping up the advertising campaign right along, more profitable results would have been obtained recently. He considered that the time had now arrived when general advertising is necessary, competition is active and there must be a still larger demand for gum lumber to take care of the increase in production.

E. A. Lang, chairman of the advertising committee, had reported to the board of directors that in order to inaugurate the campaign, a larger revenue would be required and the board of directors had adopted the following resolution:

"Resolved, That any amount required in excess of what can be spared from the treasury of the association, which may be required in connection with the campaign referred to, shall be borne by the members of the board of managers pro rata and shall be payable at times and in amounts in accordance with a call from the secretary; this amount to be a credit against future dues."

Secretary Pritchard said that the members of the board had always shown their loyalty to the association and had always been ready to go into their pockets if necessary to carry out any association plans. However, he did not believe that the members should permit the board to bear this extra burden. Secretary Pritchard also referred to the stock report compiled at intervals by his office and uged the members to respond more promptly to the requests for information.

Since January 1, about 250 inquiries for gum had reached the secretary's office, mostly from new users and these inquiries involved about 30,000,000 feet of lumber. This alone made the work of the association of great value to the members. Secretary Pritchard said that it was the intention of the association to send out a list of its membership to all consumers of lumber in the United States and Canada.

GENERAL BOYLE DELIVERS ADDRESS.

General L. C. Boyle, of Kansas City, Mo., was called upon to tell about the work of the Federal Trade Commission. His address was along the line of addresses previously made before other organizations. He especially commended the members of the Gum Lumber Manufacturers' Association for their work and said that they should keep on in their discussion of costs, co-operation and other essentials with a view to still further broadening the demand for gum lumber and its products and believed that this was the intent of the Federal Trade Commission.

The convention adjourned at 3:30 p. m. in order to give the members an opportunity to visit the Memphis Country Club, where various golf contests were indulged in.

WORLD'S SALESMANSHIP CONGRESS PROGRAM.

The World's Salesmanship Congress, which will be held July 10 to July 13 at Detroit, Mich., will, as heretofore announced, devote one of its sessions, that of the afternoon of July 12, to the discussion of lumber salesmanship. The program has been completed, and is as follows:

W. E. Brownlee ....."Welcome"
President Detroit Lumber Board of Trade.

M. B. Nelson ....."Direction of Salesmen"
Sales manager, Long-Bell Lumber Co., Kansas City, Mo.

R. B. Goodman .....
....."Influence of Salesmen on Product"
Secretary and treasurer, Goodman Lumber Co., Goodman, Wis.

Frank N. Snell—
"Salesmen's Hotels, Expenses and Wages."
General manager, Louisiana Red Cypress Co., New Orleans, La.

Harry T. Kendall .....
....."Sales Schools, Courses and Books"
Sales manager, Kirby Lumber Co., Houston, Tex.

Alex Hamilton...."Ethics of Salesmanship"
President National Association Traveling Lumber, Sash & Door Salesmen.

In addition to the above, an address will be delivered by Edward Hines, of Chicago, on Tuesday morning on the subject of "Loyalty," and on Tuesday afternoon Secretary George E. Watson, of the Southern Cypress Manufacturers' Association, New Orleans, La., will speak on "Price Maintenance."

It is expected that Robert H. Downman, of New Orleans, president of the National Lumber Manufacturers' Association, will preside at the lumbermen's session Wednesday afternoon.

BUFFALO LUMBERMEN AT PLAY.

Buffalo, N. Y., July 7.—The Buffalo Lumber Exchange followed an old custom on June 27 in taking the Crystal Beach steamer for the Canoe Club for its annual outing. This step was made necessary by the receipt on the part of each member of a very ominous yellow invitation formed and figured after the fashion of a phonograph record, and either that or the general inclination of the people brought out about fifty, including a number of ladies. It is getting quite popular to invite the ladies, and their presence increased the use of the fine tennis court attached to the club house.

The usual games were well taken care of, not excepting some very lively billiard games inside and the uproarious exercising of the institution piano. The Buffalo lumbermen sing well, if they do sing something like a cyclone, when they all get started together. The baseball game was in quite regulation style, and it was well played, even if one old member did say that it was entirely without feature. This remark probably means that nobody threw the ball over the next fence, or fell down in passing third base. The home run did not materialize, but the double play did and the war upon the umpire, Henry I. George, was as constant as usual. Let it be said, however, that Henry I. George made an umpire that not even I. N. Stewart could walk upon for any length of time. When he said "out" it was out, and would have been if there had been fifteen nines, instead of two, arguing with him. A. W. Kreinheder and I. N. Stewart, both being bloated city officials, made up the aggregation, but Stewart picked the best men and won, 20 to 15, in an entire nine-inning game.

Hugh McLean always manages the table at the Canoe Club, he being an old member, with summer residence nearby, and his Restigouche salmon was quite as toothsome as on former occasions.

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NATIONAL MANUFACTURERS TO MEET.

The annual meeting of the stockholders and directors of the National Lumber Manufacturers' Association will be held at the Congress Hotel, Chicago, July 11, 1916, at which time officers for the ensuing year will be chosen and other important business transacted. President Downman has called meetings at the same time and place of the advisory committee of the trade extension department, the advisory committee of the Inter-Insurance Exchange, and the stockholders of the Forest Products Exposition Co., in order that all phases of national activity may be considered.

By authority of the board of directors, the National Lumber Manufacturers' Association has joined the Chamber of Commerce of the United States, and President Downman has been designated a national councilor of the chamber.

The stockholders of the National Lumber Manufacturers' Association have elected A. T. Gerrans, New Berne, N. C., as a director, to fill the vacancy caused by the death of James A. Freeman, and A. R. Turnbull, Norfolk, Va., succeeds Capt. Nathan O'Berry, Goldsboro, N. C., who has resigned as a director. The directors have chosen John W. Blodgett, of Grand Rapids, Mich., as treasurer, a position vacant since the death of Mr. Freeman.

TEXAS LUMBERMEN PROTEST INCREASED INSURANCE.

That the lumbermen of Texas would not be found wanting in the contest being waged by the organized insurance interests of that state when the matter of increased insurance rates came up for hearing before the state fire insurance commission, was a foregone conclusion. Among those who appeared at the hearing on behalf of the lumber interests were Thomas A. Griffith, of Dallas, president of the Texas Lumbermen's Association; F. L. Hillyer, of San Antonio; Ernest Steves, of San Antonio and G. A. Zimmerman, of the Wm. Cameron Co., Waco.

In his statement before the commission, Mr. Zimmerman said that the present rates were high enough. If the insurance people desire a penalty placed on shingle roofs and wooden construction, the greatest natural resource of Texas will be materially damaged and building development arrested. Mr. Zimmerman also opposed the general advance as suggested by the insurance companies of 33⅓ percent. He further said that if the wooden shingle is penalized, not only will the price of substitutes be raised by reason of the law of supply and demand, but the supply thereof will not be sufficient for the needs. Mr. Zimmerman was cross examined by Attorney Thompson, representing the insurance interests, regarding the conflagration hazard in using shingles. Mr. Zimmerman stated that he had never seen any figures showing that shingles were responsible for any particular percentage of conflagrations. He also stated that in the matter of replacing the shingles by other kinds of roof the original investment must be taken into consideration. He said that his experience had been that the companies did not make careful inspection of their risks and the insurance attorney objected to this statement.

Mr. Hillyer stated to the commission that he was not there in defense of the shingle or the lumber business particularly, but he did not believe that an additional charge should be made at this time which would penalize the small home owners and put an additional financial burden upon the class of people who cannot afford it. He opposed a penalty on shingle roofs and made the statement that if the companies had to have more money that they should raise the rates on the classes of risks that could afford it. He severely criticised the methods used by the insurance companies. Mr. Hillyer said that he did not believe in the public policy of allowing a charge against the poorest class of homes such as would result if the additional penalty on shingle roofs be imposed.

HARDWOOD MANUFACTURERS' STOCK REPORT.

The monthly report of stocks of oak, poplar, chestnut and cottonwood lumber on hand at mills reporting to the Hardwood Manufacturers' Association of the United States, is a most elaborate compilation and only an index of its contents can be presented herewith.

In plain white oak there were stocks on hand May 1 at the eastern mills of 22,606,000 feet, and at the southern mills of 15,425,000 feet, a total of 38,031,000 feet. On June 1 there were stocks at the eastern mills aggregating 7,798,000 feet, and at the southern mills aggregating 15,350,000 feet, a total of 39,468,000 feet. This shows an increase of 2,226,000 feet, or about 7 percent.

In plain red oak there were 3,406,000 feet on hand May 1 at the eastern mills and 13,508,000 feet on hand at the southern mills, making a total of 16,914,000 feet. On June 1 there were on hand 3,623,000 feet at the eastern mills and 12,866,000 feet at the southern mills, making a total of 16,489,000 feet. This shows an increase on June 1 of 6.3 percent in the eastern mills and a decrease of 4.4 percent at the southern mills.

Quartered white oak shows an increase of one-tenth of 1 percent at the eastern mills and 4.4 percent at the southern mills. Quartered red oak shows a decrease of 1.7 percent at the southern mills and 4.4 percent at the eastern mills.

Poplar, manufactured at the eastern mills, shows a decrease in stocks of 801,000 feet, or 5.7 percent. In chestnut, manufactured at eastern mills, the report shows a decrease of 5½ percent in stocks and in cottonwood manufactured at the southern mills an increase of 9.3 percent in stocks for the month.

FACTS ON WOOD CONSTRUCTION.

The National Lumber Manufacturers' Association has just issued its engineering bulletin No. 2 on "Heavy Timber Mill Construction Buildings," by C. E. Paul, construction engineer. The pamphlet which consists of seventy-two pages, gives complete detailed information regarding mill construction, with drawings and photographs illustrative of each step in the work, together with formulas and designs adaptable to various types of construction. The edition was printed as a special number for the members of the National Fire Protection Association.

WEST COAST ORDER FILE.

The weekly report of order file and shipments of the West Coast Lumbermen's Association for the week ended June 24, was issued June 27 and gives the figures from 10 operating mills, having a six-day, 10-hour capacity of 75,290,000 feet of lumber and an actual production of 56,324,762 feet. During that week the shipments exceeded the orders by 8,754,000 feet; the cut exceeded shipments by 5,471,000 feet, and the production exceeded the orders by 10,492,000 feet.

For rail trade, only, the figures were:

	Cars
Orders on hand June 17	5,677
Orders accepted week ending June 24	1,628
Total	7,305
Orders shipped week ending June 24	1,684
Balance of orders on hand	5,621

For the cargo trade the orders on hand June 17 were 56,016,602 feet for domestic shipment and 26,695,012 feet for export. Orders were accepted for shipment during the week ended June 24 for 1,489,500 feet domestic trade and shipments were made to the domestic trade during the same week of 4,314,431 feet, leaving a balance of orders on hand, June 24, of 51,236,671 feet. In the export trade there were accepted during the week ended June 24 orders for 3,643,000 feet and shipments were made of 605,000 feet, leaving a balance of orders on hand for export of 29,733,012 feet.

PITTSBURGH LUMBERMEN HOLD OUTING.

One of the most enjoyable outings that the lumbermen of Pittsburgh ever held was on Saturday, June 17, at Idlewild Park, about thirty-five miles from town. The party, which was composed of 250 lumbermen and their employees, went in special cars and took on many lumbermen from the towns along the route.

The committee in charge of the affair was composed of J. P. Garling, J. W. Rodgers and C. B. McCreight, representing the wholesalers and H. E. McBride, W. H. Williams and Carl Van De Vort, of the retailers.

A baseball contest between the wholesalers and retailers was won by the wholesalers in three innings. Another game headed by J. B. Montgomery for the wholesalers and E. A. Debolt, for the retailers, was won by the retailers. A third contest called the "championship" was led by C. B. McCreight for the wholesalers and W. E. Ahlers for the retailers. This was captured by the wholesalers in a game of five innings.

WEST COAST SHINGLE GRADING.

The shingle branch of the West Coast Lumbermen's Association states that it has received inquiries lately for shingles from Russia, China, Japan and the Society Islands, all of the inquiries containing the suggestion that markets could be developed in these countries with a little practical promotion work on the part of the shingle manufacturers.

The governing board of the shingle branch of the association has yielded to the request of many retail dealers from all parts of the United States that it extend the trade-marked "Rite-Grade" service to various popular shingle plants and an announcement has gone out to the trade to the effect that extra clear and extra "A" shingles can now be purchased under the Rite-Grade brand of quality guarantee.

In order to avoid possible confusion the manufacture of the former Rite-Grade select shingle will be discontinued. A revision of the grading rules has been made covering the extension of Rite-Grade service as follows:

18"—Rite-Grade Perfects—random widths, but not narrower than 3"; twenty courses to measure full 9" when green. To be strictly clear and vertical grain and free from sap.

16"—Rite-Grade Perfects—random widths, but not narrower than 3"; twenty-five courses to measure full 10" when green. To be strictly clear and vertical grain and free from sap.

16"—Rite-Grade Perfects—6/2 random widths, but not narrower than 3"; twenty-five courses to measure full 8¼" when green. To be strictly clear and vertical grain and free from sap.

16"—Rite-Grade Extra Clears—random widths, but not narrower than 2½"; twenty-five courses to measure full 10" when green. Ninety percent to be clear, remaining 10 percent admit slight defects 12" or over from the butt.

16"—Rite-Grade Extra "A"—random widths, but not narrower than 2"; twenty-five courses to measure full 8¼" when green. Eighty percent to be clear, remaining 20 percent admits defects 10" or over from butt.

16"—Rite-Grade dimensions—5" wide. Made under specifications for above 16" grades; must be strictly clear.

All shingles must be well manufactured.

18"—Rite-Grade shall be packed 20-20 courses to the bunch, 5 bunches to the M.

16"—Rite-Grade shall be packed 25-25 courses to the bunch, 4 bunches to the M.

Dimension Rite-Grade shall be packed 24-24 courses to the bunch, 4 bunches to the M.

All shingles to be packed in regulation frame 20" in width. Band sticks not less than 19½" long.

Openings shall not average more than 1½" to the course.

Every bunch shall be branded with full name of the grade as stated in these rules.

Color of wood is not a defect.

All shingles to be packed in straight courses.

One inch under and over in length admitted.

Any shingle not over ¼" off parallel shall be considered parallel.

Not over 4 percent off grade admitted for discrepancy in inspection.

NATIONAL HARDWOOD ASSOCIATION.

The monthly report of inspection for May, 1916, of the National Hardwood Lumber Association has come to hand since our last issue. It shows inspections made by salaried inspectors during the month of 9,774,076 feet and by fee inspectors of 3,617,290 feet, a total of 13,391,316 feet. The monthly bulletin shows that the following applications for membership have been received since the last issue of the bulletin:

Arthur J. Zipp Lumber Co., Grand Rapids, Mich.
Johnson Lumber Co., Milwaukee, Wis.
Nadeau Brothers, Nadeau, Mich.
Little Lake Lumber Co., Forsyth, Mich.
Flambeau River Lumber Co., Ladysmith, Wis.
C. C. Collins Lumber Co., Rhinelander, Wis.
J. S. Stearns Lumber Co., Odanah, Wis.
Geo. W. Hartzell, Piqua, Ohio.
Weaver Bros., Shreveport, La.
Caflisch, Spicker, Alling & Co., New York, N. Y.
E. L. Edwards Lumber Co., Dayton, Ohio.
Travis Lumber Co., Grand Rapids, Mich.
S. B. Vrooman Co., Ltd., Philadelphia, Pa.
A. M. Richardson Lumber Co., Helena, Ark.
Carr Lumber Co., Pisgah Forest, N. C.
Crossett Lumber Co., Crossett, Ark.
Gall Lumber Co., Ltd., Toronto, Ont.
Johnson-Tustin Lumber Co., Memphis, Tenn.
S. C. Major & Co., Memphis, Tenn.
Stratemeyer Lumber Co., Cincinnati, Ohio.
Hines Lumber Co., Memphis, Tenn.

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SCHOOL OF SALESMANSHIP AT ST. LOUIS

New Idea in Lumber Conventions Attended by More Than Five Hundred Lumbermen —Valuable Contributions to Lumber Knowledge by Distinguished Lumbermen and Sales Experts—Will be a Permanent Feature

St. Louis, Mo., June 28.—One of the most unique gatherings and one without parallel in the history of business competition in the commercial world, was the School of Salesmanship, which was in session for three days, June 26, 27 and 28, at the American Theatre, this city.

Representatives of the great yellow pine manufacturers, under the auspices of the Southern Pine Association, united for the purpose of showing not only to the lumber salesmen, but to wholesalers, retailers and others interested in the lumber industry, the many undeveloped opportunities for increasing lumber sales and promoting trade expansion.

It was the first time that nearly all competitors in one product joined in an effort to increase its sales.

An opportunity was given to show the best methods for realizing their opportunities, to get in closer touch with their fellow salesmen by exchanging ideas, to get the manufacturers and salesmen closer together, so all might have a clearer understanding of methods of manufacture and sales, and to show the evils of incorrect cost accounting.

When it is taken into consideration the loss of time, orders, etc., of the five hundred salesmen gathered together in St. Louis at the School of Salesmanship, it is estimated that the cost of the meeting to the Southern Pine Association and the firms which sent their men to attend was nearly $75,000.

MONDAY MORNING'S SESSION.

Harry T. Kendall, of the Kirby Lumber Co., chairman of the committee on sales and distribution of the Southern Pine Association, called the meeting to order promptly at 9:30. Rev. Dr. W. C. Bitting, pastor of the Second Baptist Church, gave an invocation.

George W. Funck, president of the Lumbermen's Exchange of St. Louis, was introduced by Chairman Kendall, and on behalf of the Lumbermen's Exchange and the City of St. Louis, welcomed to the city all those attending the meeting. He introduced Julius Seidel, president of the Julius Seidel Lumber Co., and Snark of the Universe of the Concatenated Order of Hoo Hoo, to make the welcoming address.

MR. SEIDEL'S WELCOME.

Mr. Seidel extended a hearty greeting in behalf of the city of St. Louis and also the St. Louis lumbermen. He said it had been a long time since there had been such a gathering of lumbermen in St. Louis. It was like a home-coming to have the lumbermen back again. He said everything would be done to make them enjoy themselves if there was any time left, for the program is a long one.

Mr. Seidel said it was quite proper to make a strong appeal for the use of woods where formerly there was an individual kind used. He said St. Louis was primarily a white pine market and he knew the industry's progress after the southern pine woods were introduced and found their way to this market.

Mr. Seidel then presented a large wooden key to Mr. Kendall, with the remark that he gave him the key to the city, but he did not give him a night latch. He also presented a gavel, the handle of which and the turned part was made of long leaf yellow pine, denoting immense strength. The other part of the gavel was made of maple, denoting endurance. On the end, there are the letters, "S. O. S.," which refer to the body of men assembled and denote intelligence. Mr. Seidel concluded by saying this was the initial meeting, but these meetings must be continued, and he hoped the next meeting would be held in St. Louis. He wanted it to be known that St. Louis will always welcome the association and will do everything it can to bring it back.

Chairman Kendall responded to Mr. Seidel and said the hearty welcome was appreciated. He said St. Louis was the one place to come to. He then stated that the School of Salesmanship given under the auspices of the Southern Pine Association had a purpose which should be understood. Mr. Kendall then read a statement covering briefly what was to be done in St. Louis.

Charles S. Keith, organizer and first president of the Southern Pine Association, was introduced by Chairman Kendall.

CHARLES S. KEITH'S ADDRESS.

Mr. Keith did not have a prepared address, but said the Southern Pine Association was first organized for the purpose of educating its individual members and educating the public. "We were then confronted with the impression," Mr. Keith continued, "that there existed in the minds of the people in this country that there was a 'lumber trust.' And yet all of us know that for the past ten years, no man in the business has really made a dollar. We first undertook to educate the public that there was no 'lumber trust.' We undertook to do this in a campaign of publicity in advertising and presenting the facts of our industry before the Federal Trade Commission. We have accomplished our purpose. We haven't seen anything in the papers now for over a year about a 'lumber trust.' I think we have educated the public as well as the Federal Commission that there is no 'lumber trust.' "

Concluding, Mr. Keith said that there was a time

CHAIRMAN H. T. KENDALL, OF HOUSTON, TEX.

when it could be said that competition was the life of trade, but it was not so today. There must now be co-operation and a working together. There were no secrets in the lumber business and the more a fellow salesman was helped the better.

SECRETARY RHODES ON ASSOCIATION MATTERS.

J. E. Rhodes, secretary-manager of the Southern Pine Association, New Orleans, told "What the Southern Pine Association Is." He stated that it was a corporation organized under the laws of Missouri for the purpose of selling certain service to subscribers. The service of the association is sold like that of a mercantile rating agency to any person who desires it, but it is of a special value to the manufacturers and wholesalers of southern pine only. He then told what the association stood for; told of the inspection service, of the statistical service and other services. He said that one of the most recently appointed committees is that of sales and distribution, under whose auspices the school of salesmanship is being held. While the association has established the various departments mentioned, it seemed highly desirable to bring about the co-ordination of the sales representatives with this whole field of activity.

MR. KREBS SPEAKS ON CHARACTER JUDGING.

Stanley L. Krebs, of the Institute of Mercantile Art, Philadelphia, gave an address on "Character Judging As a Business Asset." Mr. Krebs attributed great economic importance to good salesmanship, and particularly to the United States under the conditions arising from the war. "Salesmanship is a science today," declared Mr. Krebs, "and when I use the word 'science' I use it in exactly the same way as I would speak about the science of chemistry or the science of astronomy.

"The world is doing just five things. That simplifies the work of the world. Every man, if he is creating happiness, is doing one of those five things and the purpose of everything is human happiness. Human happiness is the highest motive we can work for, and when you are selling goods to a customer you are creating happiness. These five things are production, distribution, government, education and religion, arranged in the order of their business importance or the relative monetary investment. Every man and woman is engaged in one of these activities. If he is not, he ought to be locked up, because he tends to spread human misery by the thing he is doing, if he is not doing one of these five. There are five normal human activities, there are five permanent necessary fundamentals, always present, elements in salesmanship. First, there must be the salesman, and then there must be a customer. These are the two human elements, the salesman trying to persuade the customer to think as he does about his merchandise or his proposition. Then we have the goods, the money and the sale."

MONDAY AFTERNOON'S SESSION.

The afternoon session opened with the reading of quite a number of questions that had been handed in for answer. They were answered briefly by Dr. Herman von Schrenk, the consulting engineer of the association.

M. B. NELSON'S ADDRESS.

An address on "Co-operation with Distributers and Consumers," was presented by M. B. Nelson, general sales agent of the Long-Bell Lumber Co., Kansas City. "There is no other manufactured commodity produced in the world to which as little thought and study is given to the merits of its uses or promotion by the manufacturers and distributers, as is given to lumber," he stated, "especially yellow pine." The sales organization, he said, was more to blame for this than any other department of the business. He mentioned how the association could be used for business ends; how it could disseminate information to the retailer and others; could organize the architects, engineers and builders in large cities and towns, where the consumption of lumber is governed by these three. Every salesman should be familiar with the building code of every city in his territory, and if there is anything in the code that is detrimental to the interests of the lumbermen, the salesmen in that section should get together and organize for the purpose of seeing that the discrimination is corrected. The retailers and consumers should be impressed with the fact that while the association is organized and maintained by the subscribers, it is organized for the purpose of benefiting the retailers and consumers of lumber, and they are requested to make use of it in any direction they will be benefited. The Southern Pine Association should be made the first of its kind, not only in the United States, but in the world. It can be done if all will set about it and pull together.

FINISHING YELLOW PINE.

An address not on the set program on "What is the Best Method for Finishing Yellow Pine for Interior Use," was given by R. H. Brooks, manager of the Arkansas Soft Pine Bureau, Little Rock. He stated that few laymen understood that there are species of long and short leaf, loblolly, etc., and that each of these is a specific wood for specific purposes. Nearly every one regards all southern pine as a hard, resinous wood suitable for interior use only in cheap buildings, where low cost takes precedent over artistic effect. "Does it therefore not seem to you, gentlemen," Mr. Brooks said, "that there are a great many things which you can tell your dealer friends about finishing that many of them do not know and which would be of great value to them as merchants as well as to you as salesmen? Isn't it also true that by taking this

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information to your trade, and at the same time letting your customers know that you sell a wood best adapted to finishing, that the dealer will become so interested in what the stock will do for his customers, that your price will be a secondary consideration?"

Secretary-Manager Rhodes next read an address by H. S. Gardner, consulting engineer of the National Paint Manufacturers' Association, Washington, the writer being absent. It consisted of a number of lantern slides showing the painting and finishing of yellow pine. The slides were thrown on a screen while the descriptions were being read by Mr. Rhodes.

MR. BARRETT ON SALESMANSHIP.

An address on "Salesmanship" was made by D. M. Barrett, editor of the Salesmanship's Magazine and also general chairman of the World's Salesmanship Congress to be held in Detroit, Mich. The speaker gave a lot of information in what he said. He told of the attributes that go to make a salesman. He stated that salesmanship was the act of growth. He went after the foes of big business, showed the ignorance of the public generally in regard to matters of this kind. Mr. Barrett held the attention of his audience during his rather lengthy address and when he had finished, they wanted more.

ADVANTAGES OF A TECHNICAL EDUCATION.

The closing address of the afternoon was made by S. C. Robinson, Columbus, Ohio, on "Advantages of a Technical Education in the Lumber Business." He told of the technical training he had received

MANAGER J. E. RHODES, OF NEW ORLEANS, LA.

in the lumber business and said he thought it was worth the time and money expended. He told of his many experiences. After all, he said, the greatest value he found in his technical training was in using it constantly and in an indirect manner. He believed that a technical training, a short course, dealing with structure, texture, strength, hardness, durability, etc., of wood, the study of every tree species of commercial importance in the United States and maladies to which trees and wood are subject, would be beneficial to all who control the lumber industry of the country.

TUESDAY MORNING'S SESSION.

When the meeting was called to order by Chairman Kendall, he stated that the preparation of the address on "Stumpage and Logging Costs," which P. C. Rickey, of the Long-Bell Lumber Co., Kansas City, had been asked to prepare, had been delayed, so Frank Schefflin, of the Central Coal & Coke Co., Kansas City, would give an address on the same subject.

STUMPAGE AND LOGGING COSTS.

In part Mr. Schefflin stated that the difference in stumpage between log scale and board measure caused by overrun is probably one of the most mooted questions in the lumber business, as it is affected in so many ways by a diversity of causes. First the different log scale rules in themselves give different results as to overrun and then the same rule applied in different ways produces different results as to overrun. Overrun is further affected by the method of deducting for defects in logs, by the manner of slabbing, by the character of edging done and by the judgment of the trimmer man in trimming the lumber and, of course, by many other causes too numerous to mention. Much could be said in connection with logging costs, but they are subject to greater variations than are the costs in the manufacturing end of the business, being affected by the natural conditions which ingenuity and efficiency cannot overcome.

CO-OPERATION WITH ARCHITECTS AND BUILDERS.

Jason F. Richardson, jr., of Ottawa, Ill., made an address on "Co-operation with Architects and Builders."

Mr. Richardson advocated closer relationship between the architect and the material man. The former has an influence that is being more appreciated and has become a widening influence. The commendation of architects for manufactured products is being sought with more eagerness than ever. An architect assumes a position of trust towards the owner, to see that money placed in his hands is wisely expended. The owner has the right to the architect's best judgment, his best skill, his best advice, his absolute fidelity and good faith and these conditions must be met before the architect's duty is accomplished. Lumber is coming back, not only for a number of every day uses where substitutes have failed, but for really big things, such as warehouse construction, factories, etc. The general practice is to specify long leaf. He believes southern pine to be the best wood for general building purposes and the strongest and best commercial wood on the market today. In conclusion, the lumberman, Mr. Richardson said, must believe in his materials. It is not hard for the architect to believe in them and why should it be for the lumberman. "If lumber is treated right it will treat you right for years to come."

Ben S. Woodhead, president of the Beaumont Lumber Co., Beaumont, Texas, said that he thought that those present who attended the School of Salesmanship would like to express their appreciation of the entertainment given them on the night previous by the Lumber Press Club. Mr. Woodhead made a motion to that effect and it was unanimously carried.

YELLOW PINE TRADE BAROMETER.

The weekly trade barometer No. 54 of the Southern Pine Association for the week ended Friday, June 30, and issued to the trade July 3, gives the report from 153 mills for the week named. It shows as follows:

	Cars	Feet
Orders on hand	18,493	368,805,899
Orders received during the week	3,644	72,672,292
Total	22,137	441,378,191
Shipments during week	4,514	90,022,702
Balance orders on hand	17,623	351,455,489

This compilation shows that the shipments exceeded the production for the week by 5,624,784 feet; that the production exceeded the orders during the week by 11,725,626 feet, and that shipments exceeded the orders by 17,350,410 feet. The total orders received during the week ended June 16 were 3,759 cars, and for the week ended June 30, 3,644 cars, a falling off of 115 cars as compared with two weeks ago. The orders on hand two weeks ago were 17,697 cars, while this week there were 17,623 cars, only a slight difference. As compared with a month ago, however, the difference is more noticeable, as on June 9 there were 18,914 cars unfilled.

SAW MILL COSTS.

C. J. Mansfield, general manager of the Arkansas Lumber Co., Warren, Ark., gave an address on "Saw Mill Costs."

Mr. Mansfield stated he hoped he could analyze that part of the cost of producing lumber allotted to him, which covers from the log pond to the sorting chain. Any one in charge of a lumber producing plant figures cost continually and then never satisfies himself or his stockholders. "It can't be done." All mills do not use the same methods of figuring cost, hence do not get the same results. The Southern Pine Association is making a strong effort to have all its subscribers figure cost on the same basis and by so doing get at final figures in some way which will enable comparison to be made. This uniform cost accounting undertaking by the association should have the support of every subscriber. The more the salesmen know about the cost of production, the better equipped they will be to sell lumber at a profit and that is what is necessary to make the producing and marketing ends successful.

A paper that was to have been read by O. O. Axley, chairman of the lath committee of the Southern Pine Association, Warren, Ark., on "Yellow Pine Lath," was omitted, but it will be printed in the record of the official proceedings.

YELLOW PINE SHINGLES.

"Yellow Pine Shingles" was the subject of the address of J. H. Eddy, chairman of the shingle committee of the Southern Pine Association, Birmingham, Ala., but owing to the limited time given him, he gave only an outline of the address. In part Mr. Eddy said: "The yellow pine shingle, a valuable by-product of the lumber industry, has been very badly neglected and very sadly abused. With a great natural market at the very doors of the mills and with quantities of material at hand which could, by a simple operation and at small outlay, be turned into a product to perfectly meet the existing demand, the opportunity has not been taken advantage of. Mr. Eddy, told of yellow pine shingles producing a tight and durable roof, of their reasonable cost and easiness of application. Through the use of unsuitable material in the manufacture of shingles, either making them too thin or too wide, the product has been open to criticism. The substitute manufacturers have not been slow to discredit the shingle by charging it with the responsibility for a heavy percentage of the annual national fire loss. The use of any other material than the shingle as a roof covering for the modest home is to decrease the desirability of that home while increasing its cost. There is no known material that can take the place of the shingle, except at greatly increased cost, in usefulness, permanency and beauty.

Secretary-Manager Rhodes presented the weekly barometer of the Southern Pine Association on a large banner. It was No. 53 and when the audience saw the very favorable report it gave, there were hearty cheers given.

CHARLES S. KEITH, OF KANSAS CITY, MO.

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JUDGING ORDERS.

F. R. Watkins, general sales agent of the Missouri Lumber & Land Exchange Company, Kansas City, made an address on "Judging Orders." He said that lumber combines its producing and selling departments into closer relationship with each other, than any other of the three fundamental industries. It is not customary for a farmer to complete and finish his products ready for the market, or to deal with the grocer or the consumer; and not many mine owners transfer their ore through all processes into stoves, steel rails or silver dollars. It is practically the universal practice, however, in the lumber business, that every step between a tree and finished lumber is within the control of the saw mill and this includes the actual selling process. It is difficult to get up a paper of this kind without causing a suspicion that the sales agents are a bunch of kickers and cannot see anything pleasant in any order, but such is not really the case. The first thing to do towards correcting something that is wrong is to find out what is wrong. This paper may give an insight into some of the points considered by sales departments about the mechanical features of orders and salesmanship that will start such discussion in your own mind and with others as in the end will prove helpful.

At the conclusion of Mr. Hines' address a recess was taken.

Address of Edward Hines on "Lumber Salesmanship"

The address of Edward Hines, of Chicago, on "Lumber Salesmanship," was an admirable resumé of the entire subject, covering in brief the history and development of the lumber business along the Great Lakes and the development of salesmanship from that time. He drew a sharp line of comparison between the situation confronting the salesmen in the old days, thirty-five years ago, and that of today. He said: "I maintain that specialization in salesmanship is indispensable today. Not because I am quixotic and enjoy the perfection of an arduous road, but for the cold matter-of-fact reason that in modern business there is no other road. The one road to successful selling that does [illegible] difficult as it may be, is continually [illegible] narrower and more hazardous. The salesman who starts out selling in any line of business with a determination to make a success of his job will find his gray matter a much better factor than his leg work. If he is going to exchange a standard commodity for cash intelligently and at a living profit, he will have to think to do it and must THINK in capitals, for today mere industry and perseverance, admirable qualifications as they are, are quite as likely to lead their possessor to the poor house as to success. He must put his thinking matter in high gear and keep it there all the time to keep pace with his competitor."

Mr. Hines particularly impressed upon his audience the necessity for a salesman to know all the various characteristics of the lumber he is trying to sell, as well as that of the lumber with which he must compete. He should be able to show a manufacturing customer wherein his own stock might be used to better advantage than the stock the consumer is using at the time. The salesman ought particularly to know what the stock is to be used for, to see it in its finished state, get the dimensions, thickness, width and length. With this knowledge the salesman should be able to size up the situation and furnish the concern with stock cut to the finished lengths and widths which might admit of the working off of old items or irregular stocks, which might be of lesser value, but serve the consumer's requirements equally as well.

He called attention to one important feature, in that lumber has been used for certain purposes of an unsuitable character. The user of the lumber must be educated and the traveling salesman is the best one to do this and to show the dealer that he is not in business for the present, merely, but for years to come. The salesman should be able to explain to his customers, to architects, builders and consumers, the importance of using the particular kind of lumber best suited for any specific purpose, and should give intelligent, practical and honest advice to the retailer.

Mr. Hines continued: "Of the many recognized essentials for successful salesmanship today none stand out so clearly as intelligence, initiative and courtesy—and the greatest of these is courtesy. If in every business institution as much real appreciation, as full credit and consideration were given the employee who radiates sunshine and good cheer with unfailing patience and intelligent sympathy, as to the one who masters severe technical difficulties, the business would be decidedly better, the spirit of loyalty implanted in the heart of everybody and the esprit du corps infinitely benefited."

In conclusion Mr. Hines quoted twelve apt sayings of the late Marshall Field, prince of merchants and salesmen, as follows:

"Study most carefully and take advantage of the value of time.

"The success of perseverance.

"The great pleasure of working.

"Cultivate the dignity of simplicity.

"Carefully consider the worth of character.

"Cultivate, at all times, the power of kindness.

"The influence of example.

"Feel an obligation in doing your duty well.

"Practice the wisdom of economy.

"The virtue of patience.

"Do everything possible to improve your talents.

"Find joy in originating."

TUESDAY AFTERNOON'S SESSION.

The session Tuesday afternoon began with the reading of a number of questions asked by those present and dropped in the question box. They were answered from the platform and quite an animated discussion took place in regard to several of them.

HOW TO COVER THE TERRITORY.

An address on "How to Best Cover the Territory," was made by James H. Heyl, of Columbus, Ohio, representing Eastman, Gardiner & Co., Laurel, Miss. Mr. Heyl stated that time is fast coming when each salesman will have a limited territory that he will be expected to cover thoroughly at least once in every four weeks. With a limited territory, he should make himself familiar with every concern using lumber for every purpose. He told how to lay out the route for the month, to see as many customers as possible but not to hurry too fast, if there is an order in sight. He said it helped to cover the territory best by leaving a good impression. "To sum up," said Mr. Heyl, "work the territory honestly and thoroughly, make the customers glad to see you if they want lumber or not and remember that the man who finds a new use for yellow pine and broadens its market is the fellow who is best covering his territory."

J. Lewis Thompson, chairman of the silo committee of the association, gave an address on the "Wooden Silo." Mr. Thompson, who has devoted much time to the consideration of the silo question in all its details, in the short talk he gave forcefully exemplified the knowledge which he has obtained and his ability to tell it to others to good advantage.

There was a brief talk given on "Mill Construction" by Robert S. Lindstrom, of the Illinois chapter of the American Institute of Architects, Chicago. The paper he was to read, he stated, had been previously published in full. He gave a synopsis of his previous treatment of the subject.

Chairman Kendall asked those present to assemble about the territorial banners that had been given out in order to form territorial organizations. Each territory was then to name a delegate and an alternate, who will act as an executive committee. The object of electing these delegates now was so they could meet before the meeting closed.

LUMBER EFFICIENCY.

A paper on "Efficiency," by R. J. Tolson, of Waco, Texas, was read in the absence of the writer by J. C. Dionne, editor of the Gulf Coast Lumberman. Ben H. Woodhead, of Beaumont, Texas, was selected as a "victim" to have his efficiency tested during the reading of the paper.

Mr. Woodhead was required to rate himself, as to the percentage of his efficiency on 23 points. When the test was finished, it was found that the school had given him an average of 83 percent.

The reading of the paper and the discussion on the percentages was one of the hits of the session.

The following are the twenty-three requisites to make a 100 percent salesman:

1. Health.
2. Energy and industry.
3. Knowledge of yellow pine as a wood.
4. Knowledge of other competitive woods.
5. Knowledge of other building materials.
6. Knowledge of the methods and costs of manufacture.
7. Knowledge of grading rules.
8. Market conditions, prices, etc.
9. Traffic rules and transportation.
10. Knowledge of retail merchandising.
11. Courtesy.
12. Truthfulness and honesty.
13. Self-Control.
14. Confidence in self and your goods.
15. Loyalty.
16. Personal neatness.
17. Truth and judgment.
18. Personality, address and approach.
19. Initiative and originality.
20. Economy and profits.
21. Knowledge of human nature and psychology.
22. Co-operation.
23. Wisdom.

WEDNESDAY MORNING'S SESSION.

There were several changes made in the programme on Wednesday morning, the final day of the meeting, in order to finish on schedule time.

SELLING COSTS.

The first paper to be read was one on "Selling Costs, Direct and Indirect," by W. M. Beebe, manager of yellow pine sales of the Long-Bell Co., Kansas City, Mo.

Mr. Beebe said in part that selling cost, as applied to salesmen, means expense. The use of traveling salesmen is as old an institution as the manufacturers themselves and, aside from the directing head located at the central office, they are the most important factors in the distribution of lumber products. The buyers of lumber wait for the representative to call on them and 95 percent of the lumber is bought of the traveling salesmen or because of his efforts. The buyer usually places his order where he can get the best service and the best goods at the lowest prices, but where many competitors have the same price, quality and terms, the personality of the salesman is usually the determining factor in the placing of the order. In summing up, the salesman who keeps a watchful eye on his expense account and uses his maximum energies in the service of his employer, even though he may not be as bright as others, is the one who will be promoted, while the one possessing a brilliant mind, failing to watch his expense account and serve less loyally his employer, will ever remain a travelling salesman or serve in some other position with less reward.

CO-OPERATION FROM THE SAW MILL.

Charles E. Martin, of the Sabine Lumber Co., Cedar Rapids, Iowa, followed with an address on "Co-operation from the Saw Mill."

Mr. Martin declared perfect co-operation can be gained only through the employment of the highest efficiency applied to the three chief factors governing the marketing of lumber and these three factors should be analyzed, one by one. They are the office, the shipping clerk and the salesman. The sale of lumber is effected through the medium of one, two or a combination of three of these principals, service, quality and price. The salesman, by soliciting only such orders as are desirable to the mill, makes quick service possible. The mill has no good reason for shipping other than high quality and quality embraces not only the right kind of lumber, but the manner in which it is loaded. Good service and good quality pave the way for a good price.

MERITS AND LIMITATIONS OF WOOD.

The address, "Merits and Limitations of Wood," which was set for the day previous, was by E. A. Sterling, manager of the trade extension bureau of the National Lumber Manufacturers' Association, Chicago. Mr. Sterling said wood has many merits, which remain unchanged because the material is

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the same. The only great difference is in the manner in which wood is used. Customs and manners of living have changed, bringing similar changes in the uses of wood, but not influencing its merits. It can be shipped from places where it grows to regions where it is used quickly. Another merit is that it is easily cut and shipped. Lightness and strength are the other merits. Then there comes a merit which especially appeals to every one and that is the beauty of wood. In considering the merits of wood, we should not shut our eyes to its limitations. Like all good things, it is not perfect. In itself, wood has really no serious limitations. A good salesman will master all of the points relating to the merits and limitations of the product he sells. He should not only know all about wood, but why he knows it. If a consumer points out limitations, the salesman should be able to tell him how to turn them into merits. At the same time, he should be reasonable and not advocate wood for all purposes. It is unwise to recommend wood when it is not safe and economical. Wood should be recommended only when it is best and the salesman should know this and why.

DECAY OF YELLOW PINE AND ITS PREVENTION.

The address of Dr. Herman von Schrenk, consulting engineer of the Southern Pine Association, St. Louis, on "The Decay of Yellow Pine Lumber and Methods for Preventing Same," followed. Dr. von Schrenk said that for lack of time he would give only the salient points of his address.

He told of the various types of decay; the blue stain fungus and of the various schemes for preventing its growth; of the chemicals used in the artificial treatment of lumber; how the preservatives are applied and forced into the wood by different methods; of the simplest method applicable to the small user; when to use the treated lumber; how to use the preserved wood depended very materially on the purpose for which it was intended. In conclusion, he said that every one interested in the modern merchandising of yellow pine, would fail of his full responsibility unless he recognized the necessity for a careful use of the preserving problem and is fully alive to the future possibilities which lie in extending the use of properly preserved yellow pine.

MR. WEISS ON MILL REFUSE.

One of the addresses of the meeting of particular interest was that on "Possibilities of Mill Refuse," which followed the address by Dr. von Schrenk. It was by Howard F. Weiss, director of the Forest Products Laboratory, United States Forest Service, Madison, Wis.

Mr. Weiss, after a brief introductory of the subject, said that several of the lumbermen in the Southern Pine Association are now successfully working their waste into commercial products at a profit, but even under the most efficient management, there is much which remains to be done. Present methods of successfully utilizing the waste of southern pine may be roughly divided into two large divisions: First, mechanical utilization and the manufacture of wooden articles; and, second, chemical utilization or the production from wood of products other than wood. He stated that the southern pine mill and factory waste is now being used in the manufacture of 287 separate items. He told of the gratifying progress of the chemical utilization of southern pine waste. In conclusion, he showed many articles that are now being made from waste. They were handed around and created much wonder.

"Reaching the Consumer" was the subject of an address by Hugh McVey, editor of "Successful Farming," Des Moines, Iowa. Mr. McVey gave a short talk on how to reach the consumer best and gave the salesmen several valuable suggestions as to how their product could be sent to the consumer.

General L. C. Boyle, of Kansas City, was introduced. He commenced his talk by telling how he came to get the title of "colonel" and then went headlong to his talk. It was a very strong argument in behalf of the lumber industry. He scored the demagogues and foolish legislators who have misrepresented the industry for years. He held his audience from the start of his talk to the finish,

WEDNESDAY AFTERNOON'S SESSION.

At the convening of the final session, Wednesday afternoon, there were several questions presented which were answered by Dr. von Schrenk and E. A. Sterling.

HOW SALESMEN CAN CO-OPERATE.

"How Salesmen Can Co-operate with the Association" was the subject of an address given by Ben S. Woodhead, president of the Beaumont Lumber Co., Beaumont, Tex. He gave only a very brief synopsis of his address prepared, because time was lacking. He suggested that the best method to promote association work was to disseminate in the quickest way, among the largest number of interested people, the greatest intelligent comprehension of the principles and benefits of co-operation. In conclusion, he said: "And lastly, if you buckle down to this work and are able to hold up your own end of it skillfully, untiringly and pleasantly, under stress of all kinds, I can truthfully say to you, gentlemen, that you will be worthy of that epitaph, which some people claim Bret Harte wrote on a friend of his: 'He did his damndest. Angels could do no more.'"

RICH IN LITERARY EFFORT.

A thing which concerns this newspaper more than any other in connection with the recent "School of Salesmanship" at St. Louis is in regard to the application to selling propaganda of the wonderful wealth of literature produced at that meeting.

We were called upon early in the week to make some disposition of this literature in an endeavor to utilize it to the best interest of our readers in our report of this gathering.

In disposing of this problem, it was determined that only a brief resumé of the various speeches and papers produced at that meeting could be used by us in our story of the occasion.

It is not within the province of a review to print the full text of any paper produced at that or any other meeting of the lumber trade, unless the paper can be produced as a news special or as a special article—this on the avowed and tried-out principle that the reading public—not only our own but everybody's else READING public—positively will NOT, never HAS and never CAN be persuaded to read speeches and papers if printed in full.

There may have been a FEW lumbermen, five or six years ago, and certainly were SEVERAL lumber trade newspaper men—up to and prior to that time—who may have thought a little differently on this subject; but that idea has passed and gone forever. At all events we invite any contradiction of our position that may be made, and will gladly welcome the advent of any proof to show that our position is not well taken.

Now, given that our position IS well taken, we have come to the point with which we may adorn this utterance, by suggesting what may be best done with literature produced by the "School of Salesmanship" at St. Louis.

First let us state the fundamental fact that the propaganda of the Christian religion was never produced by circulating 28-pound brass-clasped illustrated Bibles, but by the circulation of the little, unobtrusive, soft-stepping, self-effacing leaflet or tract that may be always carried away in the pocket!

We have heard that the wonderful literature of the "School of Salesmanship" is to be printed in a book which the salesmen and others interested may carry around in their grips and which they may use as a text book; so we plead with the powers that be in the matter of the publication of the literature PRODUCED in St. Louis, that first it be sent around in modest little PAMPHLETS—possibly each paper that was read or speech that was made in a pamphlet or "tract" by itself.

For years some of the associations in the lumber trade have issued an annual book relating to their annual meetings, and rows of them grace our office library shelves; but barring the fact that they may be used quarterly as reference books, they are of no service to anybody for anything else. If thousands of copies of each item which those books contain had been circulated where they would do the most good, and at short intervals between the annual meetings of the associations which gave them birth, great benefit would have accrued therefrom.

The pages of a series of pamphlets can be gathered into a book, of course, and those pamphlets can be constructed with that idea in view, and in the end the "School of Salesmanship" book may be produced; but in the meantime and in the construction thereof a wonderful good may be done by circulating the pamphlets suggested. We certainly hope to see this accomplished.

Editor,

CAPT. WHITE ON LUMBER SALESMEN.

Capt. J. B. White, president of the Missouri Lumber & Land Exchange Co., Kansas City, kept his audience in roars of laughter for fully half an hour by telling one story after another. He then took up his subject, "The Lumber Salesman and His Possibilities." His talk was full of suggestions to the salesmen as well as the lumbermen. He referred to the efficiency test of the afternoon before. He said he would cut down the twenty-three requisites to seven. He created great laughter by stating that when Gabriel sounded his bugle and the day of judgment came, St. Peter would say to the lumber salesmen: "Please step up; take a position right above your employers." And when the salesmen would ask the reason why, St. Peter would tell them that they deserved the place, "for you have had your hell on earth." He concluded by telling how he would approach a customer and the psychology of salesmanship in all its windings, phases and requirements. At the conclusion of Capt. White's talk he was given a hearty round of applause.

A general discussion ensued on questions of selling cars in transit and the shipment of lumber for reconsignment. Julius Seidel, H. M. Willhite, and several others participated in the discussions.

Adjourned.

EXPLOITING SOUTHERN YELLOW PINE.

By W. H. Sullivan, Chairman Trade Extension Committee, Southern Pine Association.

Mr. Sullivan treated of salesmanship from the standpoint of trade extension, which he said meant confidence in the product, successful operation, conservation of waste, satisfied customers, boosters in the sales organization, new uses for southern pine, objection to destructive competition and happy and contented stockholders, owners and employees.

Mr. Sullivan proceeded to discuss each one of these points in detail. He urged the salesmen to suggest to the secretary the name of some important article manufactured in his territory which might be now made of southern pine. He also suggested that the sales managers should keep in touch with the operating end of the business and know the quality and size of the timber that is being operated and keep his assistants posted on what kind of special timber to sell. He also urged upon the salesmen the conservation of waste stuff; that they make effort to push the sale on particular items, such as lath, shingles and box shooks; also to keep the Southern Pine Association closely posted on the development of trade in the territory traveled. He said that the reason that lumber companies employ salesmen is so that they can be in close contact with their customers and a good many manufacturers often wonder how a salesman can satisfy a customer who has a little claim by talking with him over the telephone, and of course the reason is that he is well acquainted with the customer. However, he thought that sometimes it would be an advantage to see the customer personally instead of using the telephone.

He deprecated destructive competition, by which he meant that where a salesman has a regular customer, a competitor keeps hammering away at the price with this customer until finally he gets a part of the business. He did not regard this as legitimate competition.

Mr. Sullivan spoke of the difference in salesmen, some of them being enthusiastic in the work of selling lumber, while others seem to think that they go around only to have a good time, meet people and so on, merely for their own satisfaction. He regarded it quite essential that the salesmen visit every concern using lumber in the territory assigned to him, which is the only way to get thoroughly acquainted with the territory and to give the home office full information regarding the people and their special wants. Especially it is a good idea to look over the dry stocks in the territory and in a general way find out what items are in surplus and what are short.

In conclusion Mr. Sullivan said: "You frequently write and complain about grades and manufacture. Do you ever write and say that the last car shipped on order No. 1,000 was the best graded and best manufactured car ever sent into your territory and that your customer is very much pleased? All operating men are human and a letter of this kind coming from the field force would be circulated throughout the plant and would give all of the operating organization confidence in themselves and speed them on to greater efficiency in their grading and manufacture."

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THE DENSITY RULE.

By J. E. Jones, Chief Inspector, Southern Pine Association.

Mr. Jones said that he was not an engineer, but his remarks would be along the lines of an inspector. He spoke of the long necessity for a rule for the inspection of yellow pine timbers, where strength is the greatest factor to be considered. All of the rules covering yellow pine until recently had disregarded entirely the strength and durability of the wood, considering only the permissible maximum number of defects. For this reason grades of standard, merchantable and prime are known on the Atlantic coast and No. 1 and No. 2 common in the central south. These rules in all cases do not provide for the wants of architects and engineers, as they do not fix any strength value and experts are concerned largely with strength and durability. The term "commercial long leaf" is often used in specifications for structural material, but any differentiation between long leaf and short leaf is ineffective, as there is a wide and overlapping margin of quality in the several species. This leads to considerable confusion and loss of money in case of dispute and it is practically impossible to determine the species from a visual examination of the manufactured timber, the only absolute method of the determination being by microscopical examination, which involves too much labor for lumbermen in general inspection.

Mr. Jones spoke of the work of the Forest Service in promoting the density rule and described the manner in which the rule had been formulated. He said: "It will be noted that this measurement of strength makes no distinction between the botanical species of southern yellow pine. The tests have shown, as a matter of fact, that there is no difference whatever in strength qualities when the material shows the required density of growth. Therefore, it is entirely possible for timber of short leaf or loblolly pine to possess the measure of strength requisite for ordinary structural purposes. He stated that the density rule had been accepted and endorsed by the American Railway Engineering Association, the Illinois Society of Architects, the New Orleans Dock Board, the United States Navy Department and numerous building code commissioners. He said that the density rule was a guarantee to architects and engineers that their specifications will be carried out, and the more definite it is possible to make grading rules, the closer it is possible to classify structural material from the standpoint of strength, the more satisfactory will it be to the engineer and the producer will be more likely to obtain a reasonable price for his product. However, owing to the mixing in different kinds of timber the engineer decides on the basis of the weakest material he is likely to find in the lot, and naturally on that basis he is willing to pay the owner the price asked for the weakest material. Mr. Jones stated that it should be borne in mind that the density rule is a measurement of strength only, having no reference to durability and that where durability is of the greatest importance, consideration should be given to the heart contents of the material used.

SELLING THE FACTORY AND TRADE.

By C. W. Myers, W. R. Pickering Lumber Co., Detroit, Mich.

Mr. Myers asserted that there has been no change in the offensive tactics in the battle for orders for lumber during the present generation and quoted Chairman Harry T. Kendall as having said that lumber is sold today the same way it was sold fifty years ago and that present methods were antediluvian. He spoke of a recent session of the American Medical Association where he had found ten different and distinct branches of specialists represented, which showed the progress made by the medical profession through specialization. This must be applied to special salesmanship and he thought there should be four branches; (1) selling the retail yard trade; (2) selling the railroads and car shops, (3) selling the export trade and (4) selling the factory and industrial trade. Success in the line of selling the industrial trade can be obtained only by close co-operation between the manufacturer and the salesman.

He called attention to a serious deficiency on the part of the manufacturing department who, he said, left off manufacturing where the real profit begins. There is an increasing demand for lumber cut to lengths, especially worked stocks, but few planing mills are equipped with proper machinery to execute these orders. He knew of no reason why rough finish should be shipped to the modern market on the high rates of freight and made into casings and other interior trim, cut to length, when with the addition of very little equipment it could be produced at the shipper's own plant at a better profit. In Mr. Myers' opinion the yellow pine trade has already lost to other woods a big volume of business because of the fact that the salesman failed to study the use to which the stock should be put. Recently Mr. Myers called on a buyer for a large automobile manufacturer in Detroit and was informed that his company used no yellow pine. Mr. Myers knew that other automobile concerns were using large quantities of No. 2 yellow pine for export crating and asked the buyer's reason for using something else. He said that on account of the weight and hard, flinty character of yellow pine, it was more economical to use another wood. Upon investigation it was found that this concern has always used long leaf, whereas short leaf would have been equal in service to any wood now being used and at a lower price. The point Mr. Myers desired to bring out in this discussion was the importance of the salesman having a thorough knowledge of the wood, its proper uses and a fair knowledge of operating methods. He thought there was no reason why lengths under ten feet should bring a less price than staple lengths, as long as there can be a demand created for the stock.

PRESIDENT KEITH ON THE YELLOW PINE SITUATION.

Charles S. Keith, president and general manager of the Central Coal & Coke Co., Kansas City, and president of the Southern Pine Association, in his July 1 bulletin on the lumber situation, sent out to members of his sales force, expresses the belief that the turning point for the better in the lumber business has been reached. He basis this on (1) building permits show a great gain over the corresponding period of last year; (2) retail lumbermen state that their volume of business as compared with the same period last year shows an increase of from 10 to 70 percent; (3) he believes that the trade bought heavily last summer and fall anticipating an increase in business, and this stock has been assimilated since December last. Salesmen report that stocks in the hands of retailers now are less than normal, while their business is larger than previous years; (4) the crop outlook in the United States has never been better, with prospects for good crops on both small grain and forage, the latter being better than usual, and the farmers profit more from the forage crops than from their small grain; (5) while there has been an increase in stocks at the mills of the Southern Pine Association of 265,720,000 feet, five companies have accumulated 139,000,000 feet of this, and it is safe to say that other large companies have accumulated proportionately of the remainder, so that this stock is largely in the hands of the strong companies.

Mr. Keith states, furthermore, that his company's mills are operating four days a week because further accumulation of stock could not be cared for, but the intention is to continue this curtailment until the surplus has entirely disappeared, regardless of market conditions. His conclusions are that there will be an increased consumption and a better demand on the part of the retailers right away; that stock in retailers' hands will have to be replenished; that stocks in the hands of manufacturers are normal, with the exception of a few companies who can hold them; that the surplus stocks are quickly disappearing, and that with increased volume of business prices will become stronger.

WHY THE SALESMAN MUST KNOW GRADES.

By W. J. Haynen, Chairman Grading Committee, Southern Pine Association, Hattiesburg, Miss.

Chairman Haynen said that on account of keen competition, the subject was one of particular importance. Attacks made on wood construction by different building codes in various cities in the country had added greatly to the decreased use of lumber and hence it became necessary to educate the architects, contractors, builders and so on concerning the uses of yellow pine. Also that was one of the reasons for establishing the density rule. Mr. Haynen said it is a lamentable fact that the lumber consumption of this country had declined 50 board feet or 10 percent per capita within the last ten years. This is a condition which in his opinion ought to be corrected at once. He devoted particular attention to the work of the Southern Pine Association during the last eighteen months and said that this was for the benefit of the large as well as the small manufacturers and all should join the association. Mr. Haynen stated that all the salesmen ought to be able to grade yellow pine timbers under the density rule and if they could not do this all the labor has been lost. He laid special stress upon the necessity for the man who was selling a product like lumber to be thoroughly posted on every feature. He cautioned the salesman never to be afraid to condemn yellow pine if its use is not fitted for the purpose intended. The firm might lose one sale, but the salesman would greatly increase his circle of friends and his sales; and if such intelligent co-operation had been carried out in the past the manufacturers today would not be able to provide enough product to take care of the demand. The speaker regarded yellow pine timbers as being the best in the world for building and construction purposes, a fact fully recognized by all reputable engineers. Mr. Haynen read the rules for the five timber grades including heart timbers, No. 1 common timbers, square and sound timbers, merchantable timbers and select structural material, and requested his hearers to carefully read the rules for each grade.

In conclusion he advised his hearers to learn the grades thoroughly; to preach the use of wood, especially yellow pine; to be honest with employer, customer and competitor; to establish and keep in operation a steady supply of information between the sources of production and consumption and utilize this information so as to increase the consumption and bring prosperity to the industry of the whole.

WOOD SUBSTITUTES.

By H. S. Sackett, Forester National Lumber Manufacturers' Association.

Mr. Sackett enumerated the principal substitutes for wood as being brick, steel, concrete, fiber board and patent roofing and, of lesser importance, metal lath and terra cotta. Brick displaces wood mainly in home and factory construction as well as in the construction of department and flat buildings, for both interior and exterior walls. This is on account of its fire resistant properties and its tendency to make more difficult the spread of fires. However, the fact should not be lost sight of that after a fire has attacked a building, the one with brick walls is more difficult to fight than the one made of wood, owing to the fact that the walls are harder for the firemen to get through and furthermore because they form a veritable chimney for the fire itself.

Mr. Sackett paid his respects to the increasing legislation against the use of wood in construction in the cities, but said that it is the contents of the building and not the building itself which causes the fire and in many so-called fireproof construction buildings the tendency is toward greater carelessness, therefore more fires, a situation which is borne out by actual facts.

The speaker called attention to the superiority of wood block pavement over brick, in the essentials of noise, durability, efficiency and wearing qualities. He spoke of the inroads made in the replacement of wooden cars by steel cars, but said that railroads are not looking with as great favor on steel cars now as they did some time ago. An inspection of steel passenger cars in Milwaukee, Wis., recently showed that they had completely rusted through in eighteen months, which was doubtless due to the fact that steel instead of wrought iron was used and the rust was aided by the smoke from the engine. In Mr. Sackett's opinion the United States will go through the same

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experience that a number of European countries did, who turned from the wooden car to the heavy steel car and then went back to the wooden car. Relative to steel in buildings he quoted the National Board of Fire Underwriters, who said that an unprotected steel beam when attacked by fire is not as reliable as a wooden beam. However, they recommend that the steel beam be protected and that the wooden beams also be protected by sprinklers or with asbestos or plaster board.

Mr. Sackett said that steel has increased the use of wood in some respects, notably in the construction of skyscrapers, which require large quantities of interior trim. The use of concrete is more economical, possibly, in office buildings and factories, where a load of 300 pounds per square foot is required, but the concrete structure is more difficult to alter and the floor must be covered with some soft material for the workmen to stand on. For buildings demanding a load less than 300 pounds a square foot, heavy timber is more economical and when properly sprinkled is decidedly preferable to any other type of construction.

Regarding the use of fiber board, he said that a a few years ago the Forest Service compiled statistics showing that of the boxes then in use 90 percent were of wood and 10 percent of fiber. He also referred to the fragile character of the fiber board box and the increased loss and damage claims, owing to wetting and to rough handling.

In summing up, Mr. Sackett said that the substitute manufacturers are displacing annually about 10,000,000,000 feet of lumber or 25 percent of the normal production. To offset this he advises a country-wide educational campaign.

CLAIMS AND DISPUTES—THEIR CAUSE AND SETTLEMENT.

By M. L. Wuescher, Auditor Great Southern Lumber Co., Bogalusa, La.

Mr. Wuescher said that, in its final analysis, a claim is the result of a mistake or a misunderstanding. He analyzed the circumstances under which a claim might be developed and stated that it might be caused, (1) in taking the order from the customer by the salesman, (2) in the execution of the order by the mill, and (3) in the inspection and tallying of stock on receipt of the car by the customer. He said that mistakes at the time of the taking of the order by the salesman may be due to any one of the following named errors: In description or in the price of lumber; in transmitting the order to the mill and not having all the data pertaining to the order written into the order rather than in an accompanying letter; by inserting a wrong routing or incorrect weight in the order sent to the mill; making a special agreement with the customer regarding the stock and not sending sufficient information to the mill; by not advising the mill on orders for special stock for what purpose it is to be used; and in cases of special work stock not accompanying the order with a blue print or design; by selling lumber on comparison; by the salesman not being entirely familiar with the conditions at the mill; by the liability of a misunderstanding between the customer and the salesman in the description of lumber, or in the price; in soliciting and accepting orders over the telephone.

Mr. Wuescher told of the ability of the salesman to correct these errors and making sure that every condition regarding the sale be properly entered and forwarded.

As to execution at the mill, claims may result from making errors in grading; in tallying; in short cuts; in miscut lumber; poor planing mill work; errors in invoices; differences between the sales office and the shipping department; the shipment of lumber during unfavorable weather conditions; the shipment of green lumber; wrong routings; the use of equipment not adapted to the order, especially during a car shortage; the shipment of lengths different from those provided for.

The third cause of claims, Mr. Wuescher said, was the inspection or tallying of stock on receipt of the car by the customer, the principal cause of these claims being the natural difference of opinion between the employees of the customer and the employees of the mill in tallying; grading, the rough handling; a breakage of lumber in unloading; the natural disposition of the purchaser to compare the lumber of one mill with that of another instead of using the Southern Pine Association grading rules; mistakes in tallying and checking lumber; extremely technical inspection by the buyer of lumber on a declining market; delay of shipment of the car beyond the time promised.

An outline of the way to handle these claims with the mills is suggested by Mr. Wuescher by giving the car and order number, the date of the arrival of the car, the condition of delivering the equipment with seal number appended; the general condition of the car; a full and complete report as stated by the customer; a full report of the stock, including grading; if stock has been unloaded; whether it has been sold or re-manufactured and the method thereof; the best adjustment that is acceptable to the customer, with recommendations and what other disposition can be made of the lumber. By providing all the information contained in the above, final action could be taken with the mill without endless correspondence.

CREOSOTED WOOD BLOCKS FOR INTERIOR SERVICE.

By A. H. Noyes, Ayer & Lord Tie Co., Chicago.

Mr. Noyes deplored the apathy with which lumbermen have viewed the field for creosoted wood block interior installation. Instances have been brought to his attention where direct opposition by retailers and jobbers have done much to kill a chance for sales, on account of their inability to divorce themselves from personal interest in favor of the general good of the lumber trade. Mr. Noyes gave a brief statement of the manufacture, promotion and sale of creosoted wood blocks. He said the stock used is of excellent quality. His concern buys 3x8 and 4x8—10 feet to 20 feet, square edge and sound, long leaf yellow pine, free from bark, loose or rotten knots or any other defects detrimental to its strength or durability, the annual rings in three inches measured radially from the center of the heart to average not less than eight to an inch.

Mr. Noyes followed through an order for 1,000 square yards of interior blocks for a machine shop floor. The order when made out will advise the plant to cut 3-inch blocks from the 4x8 dry stock and to treat by the Rueping process, using English oil. Floor condition dry. The superintendent turns to his records and finds that certain cars of stock from certain mills were received and stacked for seasoning on a certain date. He gives a copy of the order to the block mill foreman with instructions to cut 28,000 feet board measure of dry stock. It is the block mill foreman's place to satisfy himself that the material is in proper condition to receive treatment. The planks are then handled by locomotive crane on to the conveyor and moved up to the block mill where the first step is to surface two sides. Nineteen 14-gauge saws are used for cutting the blocks, there being twenty-one blocks cut each time the piece passes through. Behind the saws stands an inspector, who examines the blocks for variations and he has instructions to stop the mill when they vary more than 1-16 inch from the correct measure. One saw on an arbor making uneven blocks would cause considerable trouble and afterward an uneven floor. There is another inspector who culls out any blocks showing bad checks, wane, shake or other defects.

The treatment consists of an air pressure of approximately 75 pounds a square inch, followed by an oil pressure of 175 to 200 pounds a square inch.

In closing Mr. Noyes said: "I will briefly name over some of the places where creosoted wood blocks can be used to best advantage. Any plant where heavy material is handled is our largest field. Every type of metal manufacturing plant can use and needs a creosoted wood block floor. Among the lighter service conditions are breweries, bakeries, and hotel kitchens. Wood block installations are in all of these, but the areas are small and the installations few. Railroad shops, freight houses and platforms offer a large, fertile field. Barns and farm buildings, while in most cases offering limited yardage in single installations, make up for their deficiency by their number. Concrete is killing to stock when put under them and requires heavy bedding. Creosoted wood block make an easy floor to install and are warm under cattle and hogs, make a sanitary floor and one that is easily cleaned.

"There isn't a retail lumber yard in any small town that can afford to be without a stock of blocks for this purpose, and the volume of business they can secure, once they put in a stock, and advertise the fact, will be gratifying in the extreme. It is here that you gentlemen, through your small town lumber yard, can secure a pleasing volume of business.

"It is largely due to the ease with which cement can be secured that concrete floors in barns have become so general, and it is here that the retailer can develop a field worthy of his best efforts, and at the same time benefit his customers by giving them something better than they have ever used."

ASSOCIATION PUBLICITY AS A LUMBER SALESMAN.

By W. J. Ferry, Advertising Manager Southern Pine Association, Kansas City Mo.

Mr. Ferry said that of all the activities of the Southern Pine Association none is so directly important as the work of the advertising department. He gave an outline of what it is doing and trying to do for enlarging the sale of yellow pine. There are four divisions in the general advertising department: (1) Display advertising, (2) the compilation and publication of booklets, pamphlets and other literature, (3) creating and establishing a co-operative service for retail lumber dealers and (4) the dissemination of special articles exploiting southern yellow pine.

The display advertising has been directed principally to the consumer. The circulation of the mediums used in the advertising is in excess of 17,000,000, of which the magazines and national weeklies represent 5,800,000, the daily papers 565,000, builders' journals 130,000, engineering papers 128,000, lumber journals approximately 80,000 and farm papers approximately 8,000,000.

Mr. Ferry said that more than fifty pieces of advertising literature have been prepared since the department began and the number of all forms of literature distributed exceeds 760,000. Mr. Ferry gave the various features of the several publications, many of which are familiar to our readers and his address was most interesting and instructive.

CREOSOTED WOOD BLOCK PAVING.

By F. P. Hamilton, Paving Engineer Southern Pine Association, New Orleans.

Mr. Hamilton said: "The selling of creosoted blocks is no job for a price cutter. It takes a salesman to sell creosoted blocks; anybody can cut a price if permitted to do so. Creosoted wood block is not a cheap article in but one sense. Its merit consists in its longevity and general acceptability."

Mr. Hamilton said that while a great many of those present did not sell creosoted wood blocks, they should know about them and know about the character of the timber and know what a superior pavement can be made for floors in factories, machine shops, warehouses and various other places and all who are interested in southern pine should know these things and boost the product.

Mr. Hamilton said that there never was a paving material which received as much attention from the general public and from promoters of other materials as creosoted wood block. This originated with promoters of other materials because the creosoted wood block is a menace to their business. He said that if wood block were as bad as pictured by the opposition it would have died in infancy instead of living through several centuries and improving with the progress of the human race.

Mr. Hamilton went back to the origin of the wood block pavement, which he said was first laid in New York in 1835, and then in Philadelphia and London in 1839, and Paris in 1859. Creosoted pine blocks laid on a concrete foundation were first laid in Baltimore in 1899, in Boston in 1900, and in New York, Minneapolis and St. Louis in 1902. All of these streets today are in good condition and very little has been spent for repairs. "There is in use today in the United States more than 18,000,000 square yards of creosoted wood block pavement, the equivalent of 1,000 miles of roadway thirty feet wide." This pavement is found in sections of heavy traffic, such as Broadway, New York; the loop district, Chicago, and leading boulevards in Cincinnati, St. Louis and Minneapolis. Paris spent $14,000 to improve the Rue de Rivoli and London spent $35,000,000 to improve the Strand and both used creosoted wood blocks for that purpose. Mr. Hamilton took up the various complaints that had been heard on wood blocks and demolished them one by one.

YARD STOCK GRADING RULES.

By J. W. Martin, Long-Bell Lumber Co., Shreveport, La.

Mr. Martin spoke of the various ideas regarding grading that were advanced by different people and outlined general methods of yard grading. He said that the manufacturer who is doing the best work along this line is the one who has given

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intelligent consideration to every physical characteristic of the tree. The least possible time should be allowed to elapse between the cutting of the tree and putting the logs in the water. Logs should never be cut and allowed to lie in the woods or on a skidway in hot weather, as blue sap is a sure consequence. Machinery at the mill must be kept at the highest condition of efficiency. Lengths should be checked every day and widths at least twice a day. Lumber should be piled to shed rains and have ample air spaces in the pile. Cross strips should never be more than four inches wide and a pile should never lean forward. Two by fours should be piled on edge and have a cross piece every 4½ feet. There should be enough moisture in the kiln to prevent the surface of the piece from shrinking and checking. Logs must be sawn into material that will carry the defects, that is red heart into boards and pitchy material into timbers, fencing and dimensions where pitch is a virtue, and keep it out of siding, ceiling and finish. In other words he urged that nothing be added to the natural defects of material in the process of manufacture, but its desirable qualities should be added to by excellence of finish.

As to grading, Mr. Martin advised that the rules should be stuck to closely. No manufacturer has enough margin of profit so that he can afford to over-grade. Profitable manufacture and satisfied and well served customers are the great things desired and can not be secured except by suitable selection of material. Wide-ringed loblolly does not produce acceptable joist or timbers, but if fairly free of knots produces beautiful grain effects as finish. If knotty it serves as well as any for sheathing, floor lining, etc. Firm red heart will outlast any other heart lumber that is not water-proofed by pitch; it takes paint perfectly, but it does not stand wear as well. A coarse knotted board will serve as well as a clear board in certain places. A wormy studding will hold nails and stand as firm as if the worm holes were not there. In conclusion, he said: "Grading for yard stock is not merely the separation of the lumber after manufacture, but it begins with the cutting of the tree, extends throughout the sawing, drying and planing of the lumber, even to the manner in which it is loaded onto the cars."

CO-OPERATION A SALESMAN SHOULD HAVE FROM THE GENERAL OFFICE.

By W. L. Henry, Chicago Lumber & Coal Co., Springfield, Ill.

Mr. Henry spoke of Section 37 of the grading rules which said: "No arbitrary rules for the inspection of lumber can be maintained with satisfaction. The variations from any kind of rule are numerous and suggested by practical common sense, so nothing more definite than the general feature of different grades should be attempted by rules of inspection."

In Mr. Henry's opinion this might be aptly applied to the selling of lumber, especially that portion which refers to common sense. He thought it was all right to have general rules for the guidance of the men on the road, but they should not be burdened with a lot of red tape and receive so many bulletins and instructions that the salesman hesitates when a problem confronts him and proceeds only after he has referred to the home office. He urged that the salesmen be given all the necessary information in the way of stock lists, price lists and so on, but thought that the latter should not be made to feel that there is no confidence placed in his judgment and ability to cope with problems for which there is no precedent. The salesmen should have the full backing of the general office. Another method of co-operating with the salesmen was for the main office to show confidence in him. To the average customer the man who calls at his office and solicits his business, is "the firm" and the firm is largely judged by the impression the representative creates. The salesmen should have copies of all correspondence passing between the main office and the customers in his territory.

One good point made by Mr. Henry was as follows: "I once worked for a line yard firm and one of the strictest requirements was that the yard managers report just as carefully all over-shipments as they did shortages, and heard the head of the firm say the reason for this was that if he led his men to think he was dishonest in his dealings with the firms which were shipping him material, how could he expect them to feel otherwise than that he was stealing from other people. Why not steal from him?" So if you are unwittingly undermining the confidence your man has established with his trade and causing the buyer to become imbued with the idea you are suspicious of your man and are not sure of his ability, naturally the customer thinks you should know your own employee better than he does and forms the idea it would be well to keep an eye on him and incidentally on the firm, as the salesman is the exponent of the firm.

Mr. Henry urged that the main office should give the salesman credit for all the sales made in his territory whether sent in directly by the salesman or not. He advised against the placing of business with commission men in the same territory where the salesman is operating, which would have the effect of creating unnecessary competition. He urged salesmen to be careful regarding promises as to date of shipments, but when the statement is made that a shipment will go at such a time, the office should make every effort to see that it is scrupulously complied with. The intelligent salesman will not intentionally promise anything unreasonable.

Entertainment at St. Louis by the Lumber Press

Nothing quite like the "School of Preparedness" entertainment, created and staged by the Lumber Press Club, was ever witnessed in connection with a lumber association or any OTHER kind of banquet ANYWHERE and it goes without saying that nothing similiar will ever occur again. This is neither commendation or criticism of the affair, but a statement of fact.

It took two weeks to create it and gave the creators a lot of fun and it took an hour and thirty minutes for it to be squibbed off into the night of June 26, but it will take a considerable length of time to forget it; and the gifted young actors who participated and yearn for commendation of their histrionic art must not take the ABOVE statement as either COMMENDATION or CRITICISM.

There are a lot of people who stayed at home from the "School of Salesmanship" sessions who are curious, of course, about all portions of the event, and as those people have rights the LUMBER WORLD REVIEW proposes to tell its readers a LITTLE bit about this "School of Preparedness," concerning which there seems to be such a diversity of opinion among those who attended the banquet and such a diversity of opinion among those who created the entertainment and then went home and sat down in cool places and wrote about it.

One lumber trade newspaper, which took a more or less active part in the affair and whose editor produced one of the most laughable features of the entertainment, did not seem to think enough of this episode to even mention it in his sheet; another lumber trade newspaper printed three sticks about it and let it go at that; two others went into very florid details and sang of the episode both high and low to the extent of some columns.

Of course this difference of opinion is very amusing to those who participated in the show, but it is altogether in keeping with the impressions of the audience.

An old time friend, a lumber salesmen of distinction, and a person who in most things is very analytical, came into the office of the LUMBER WORLD REVIEW yesterday to pay his compliments to the editor, and wanted another copy of the Lumber Press Club News and spoke of the entertainment in this wise: "I sat right down in front and watched this thing from the beginning to the end and I want to know who in—ever conceived that thing; and how in the name of—did anybody ever expect to put over a banquet and an entertainment of this sort on seasoned rainwater and how in the name of—on high and in the name of the —below did they expect to do this thing WITHOUT ACTORS? Is it POSSIBLE that there were no barefoot women dancers in St. Louis, no people that could be hired to pull bantam chickens out of hats or produce baby elephants from the pockets of the spectators? If you will tell me how that thing ever happened, and how I ever stood for it, I will be indeed obliged to YOU."

It will take people who were in the knowledge of this whole proposition to accurately describe or anticipate or imagine the scene which followed. However, our friend, the salesman, went away into the hot streets, knowing no more about the banquet and entertainment than he SEEMED able to get from actually attending HIMSELF.

A man from Texas and a man from Wisconsin came up to the footlights after the show was over and the actors were gathering up the fragments and said in effect: "We want to congratulate you. We have never seen as clean a show as this outside of a CHURCH. You really CAN produce entertainments and banquets without liquor after all. We are deeply indebted for this. You must have put in a lot of hard work on this affair?"

So there you are, kind and gentle reader; take your choice.

On this page we print a facsimile of a letter Secretary J. E. Rhodes was good enough to write upon the subject, which letter is very deeply appreciated by the members of the Lumber Press Club.

Southern Pine Association

Office of Secretary and Manager

CHAS S KEITH President
P S GARDINER First Vice Pres
JOHN H KIRBY Second Vice Pres
HENRY M YOUNG Treasurer
J E RHODES Sec & Man

New Orleans, La., June 30, 1916.

Mr. B. A. Johnson,
Master of Ceremonies,
"School of Preparedness,"
Lumber Press Club,
c/o LUMBER WORLD REVIEW,
Chicago.

Dear Mr. Johnson:

In behalf of the Southern Pine Association, Mr. Harry T. Kendall, Chairman, and the members of the Committee on Sales and Distribution, we desire to express to you and to the members of the Lumber Press Club our sincere thanks for having successfully devised and executed the arrangements for the entertainment at the banquet given in connection with the School of Salesmanship in St. Louis, June 26.

The Committee, and all interested in the success of the meeting, are very grateful to you and your associates for the time, thought and sincere interest which you devoted to this work. The School of Salesmanship is generally conceded to have been a great success and the entertainment feature at the banquet contributed in no small degree to this result.

Yours truly,
SOUTHERN PINE ASSOCIATION,

Dictated by
J. E. Rhodes,
Secretary-Manager.
A:

J. E. Rhodes

A FEW WORDS ABOUT THE PERFORMANCE.

It was built along David Belasco and George M.

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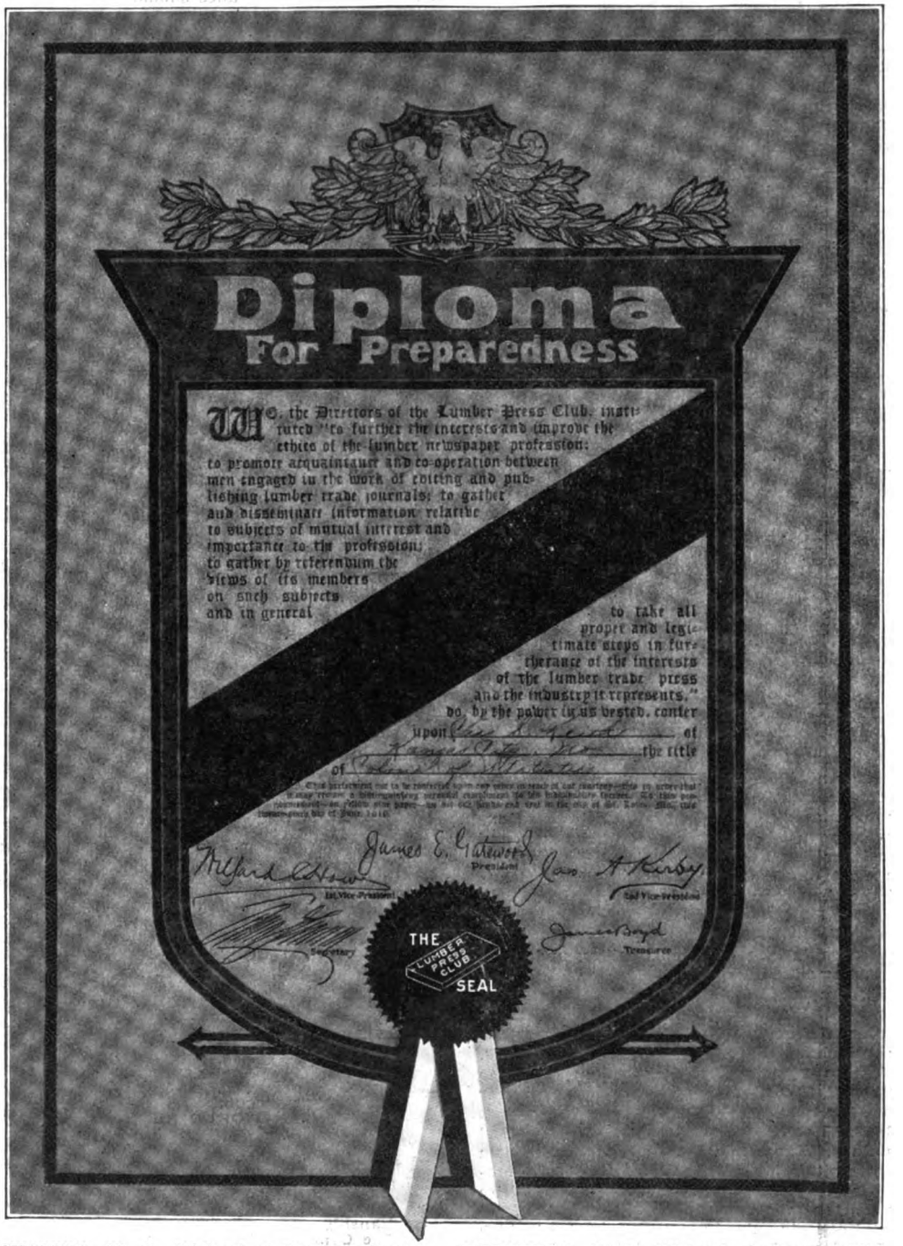
The "Colonels" and the "Diplomas" Given to Them by the Lumber Press Club "School of Preparedness," St. Louis, Mo., June 26

REGULAR "COLONELS."

AXLEY, O. O., "Colonel of Short Leaf," Southern Lumber Co., Warren, Ark.
ASHBY, H. H., "Colonel of Firsts and Seconds," Long-Bell Lumber Co., Kansas City, Mo.
AUSTIN, J. H., "Colonel of Sports," W. R. Pickering Lumber Co., Kansas City, Mo.
BEEBE, W. M., "Colonel of 'The Kaw,'" Long-Bell Lumber Co., Kansas City, Mo.
BONNER, B. F., "Colonel of Tactics," Kirby Lumber Co., Houston, Tex.
BOYD, GEO. H., "Colonel of Atlanta," Germain & Boyd Lumber Co., Atlanta, Ga.
BOYKIN, L. J., "Colonel of Specifications," Gulf Lumber Co., Houston, Tex.
BARHAM, P. M., "Colonel of Secretaries," W. R. Pickering Lumber Co., Kansas City, Mo.
BISSELL, S. B., "Colonel of Wausau," Wausau-Southern Lumber Co., Laurel, Miss.
BURGOYNE, C. R., "Colonel of Pensacola," Stearns Lumber & Export Co., Pensacola, Fla.
CARROLL, A. J., "Colonel of Railway Materials," J. J. Newman Lumber Co., Hattiesburg, Miss.
CLARK, G. S., "Colonel of Kilns," Tremont Lumber Co., Winnfield, La.
CRAWFORD, J. E., "Colonel of Pine Belt," Pine Belt Lumber Co., Lake Charles, La.
CHIPMAN, J. B., "Colonel of Inspection," Frost-Johnson Lumber Co., St. Louis, Mo.
CUSHING, D. T., "Colonel of Terms," Great Southern Lumber Co., Bogalusa, La.
DANTZLER, L. L., "Colonel of Moss Point," Dantzler Lumber Co., Moss Point, Miss.
DAVIS, R. S., "Colonel of Differentials," Long-Bell Lumber Co., Kansas City, Mo.
DIERKS, D. V., "Colonel of Kansas City," Dierks Lumber Co., Kansas City, Mo.
EMMERT, C. E., "Colonel of Conroe," Delta Land & Timber Co., Conroe, Texas.
EDDY, J. H., "Colonel of Birmingham," Kaul Lumber Co., Birmingham, Ala.
FARNAN, W. E., "Colonel of Urbanity," Kirby Lumber Co., Houston, Tex.
FOLEY, J. S., "Colonel of Kentwood," Brooks-Scanlon Co., Kentwood, La.
FROST, A. E., "Colonel of Shreveport," Frost-Johnson Lumber Co., Shreveport, La.
FULLERTON, S. H., "Colonel of Transportation," Gulf Lumber Co., East St. Louis, Ill.
GARDINER, P. S., "Colonel of Placidity," Eastman, Gardiner & Co., Laurel, Miss.
GILCHRIST, F. R., "Colonel of Laurel," Gilchrist-Fordney Co., Laurel, Miss.
GILBERT, L. D., "Colonel of Texarkana," Southern Pine Lumber Co., Texarkana, Tex.
GILLETT, COL. M., "Colonel of Colonels," Great Southern Lumber Co., Bogalusa, La.
GREEN, C. W., "Colonel of Branding," Eastman-Gardiner & Co., Laurel, Miss.
GRIFFIN, R., "Colonel of General Sales," Central Coal & Coke Co., Kansas City, Mo.
HALE, M. J., "Colonel of Brookhaven," Central Lumber Co., Brookhaven, Miss.
HAGERTY, H. S., "Colonel of Blarney," Moore-Hagerty Lumber Co., Hattiesburg, Miss.
HANCOCK, W. T., "Colonel of Rates," Kirby Lumber Co., Houston, Tex.
HARLAN, W. S., "Colonel of Chickens," Jackson Lumber Co., Lockhart, Ala.
HALPIN, B. E., "Colonel of Stout," Stout Lumber Co., Thornton, Ark.
HALLOWELL, R. M., "Colonel of Industry," Industrial Lumber Co., Elizabeth, La.
HARDTNER, HY. T., "Colonel of Forestry," Urania Lumber Co., Alexandria, La.
HASLAM, LEE, "Colonel of Pickering," W. R. Pickering Lumber Co., Pickering, La.
HAYNEN, W. J., "Colonel of Grades," J. J. Newman Lumber Co., Hattiesburg, Miss.
HICKS, GEO. R., "Colonel of B & Better," Bowman-Hicks Lumber Co., Kansas City, Mo.
JONES, C. W., "Colonel of Plainview," Fort Smith Lumber Co., Plainview, Ark.
JUDD, A. W., "Colonel of Base Ball," Gates Lumber Co., Wilmar, Ark.
KIRBY, JOHN H., "Colonel of Cavaliers," Kirby Lumber Co., Houston, Tex.
KAUL, J. L., "Colonel of Alabama," Kaul Lumber Co., Birmingham, Ala.
KEITH, CHAS. S., "Colonel of Statistics," Central Coal & Coke Co., Kansas City, Mo.
KENDALL, H. T., "Colonel of Salesmanship," Kirby Lumber Co., Houston, Tex.
KETCHAND, R. L., "Colonel of Bradley," Southern Lumber Co., Warren, Ark.
KLUMB, C. E., "Colonel of Wiggins," Finkbine Lumber Co., Wiggins, Miss.
LATHROP, F. H., "Colonel of Suavity," Lathrop Lumber Co., Birmingham, Ala.
LONG, R. A., "Colonel of Agriculture," Long-Bell Lumber Co., Kansas City, Mo.
LUCAS, JNO. H., "Colonel of Jurisprudence," Chief Counsel, Kansas City, Mo.
MANSFIELD, C. J., "Colonel of Warren," Arkansas Lumber Co., Warren, Ark.
MARTIN, J. W., "Colonel of Clears," Long-Bell Lumber Co., Shreveport, La.
MATTISON, G. E., "Colonel of Malvern," Arkansas Land & Lumber Co., Malvern, Ark.
MORETON, S. E., "Colonel of Homochitto," Homochitto Lumber Co., Bude, Miss.
MITCHELL, A. S., "Colonel of Fishers," Ingram-Day Lumber Co., Lyman, Miss.
MURRAY, W. T., "Colonel of Fordyce," Fordyce Lumber Co., Fordyce, Ark.
MOSS, HERBERT, "Colonel of Manning," Carter-Kelly Lumber Co., Manning, Tex.
McLANE, J. R., "Colonel of Noma," Alabama & Florida Lumber Co., Noma, Fla.
McINTOSH, J. A., "Colonel of Brinson," Stuart Lumber Co., Brinson, Ga.
NELSON, M. B., "Colonel of Foreign Orders," Long-Bell Lumber Co., Kansas City, Mo.
PICKERING, W. A., "Colonel of Springfield," W. R. Pickering Lumber Co., Kansas City, Mo.
PETTIBONE, F. W., "Colonel of Jordan River," Jordan River Lumber Co., Kiln, Miss.
RICKEY, P. C., "Colonel of Accounting," Long-Bell Lumber Co., Kansas City, Mo.
REIMERS, F. C., "Colonel of Hammond," Natalbany Lumber Co., Hammond, La.
ROGERS, P. A., "Colonel of Export Sales," Eastman, Gardiner & Co., Laurel, Miss.
RIBENACK, W. C., "Colonel of Thornton," Stout Lumber Co., Thornton, Ark.
ROGERS, H. N., "Colonel of Distribution," Eastman, Gardiner & Co., Laurel, Miss.
RANNEY, A. W., "Colonel of Common Points," J. J. Newman Lumber Co., Century, Fla.
RHODES, J. E., "Colonel of Diplomacy," Southern Pine Association, New Orleans, La.
SARGENT, JNO. A., "Colonel of Reclassification," Central Coal & Coke Co., Kansas City, Mo.
SANFORD, F. L., "Colonel of Zona," Zona, La.
SALMEN, FRED W., "Colonel of Exhibits," Salmen Brick & Lumber Co., New Orleans, La.
TRIESCHMANN, A., "Colonel of Mouldings," Crossett Lumber Co., Crossett, Ark.
TEMPLE, T. L. L., "Colonel of Reserves," Southern Pine Lumber Co., Texarkana, Tex.
TOWNSEND, G. A., "Colonel of Exports," Great Southern Lumber Co., Bogalusa, La.
THOMPSON, J. L., "Colonel of Silos," Thompson Bros. Lumber Co., Houston, Tex.
VENABLE, T. L., "Colonel of Hattiesburg," J. J. Newman Lumber Co., Hattiesburg, Miss.
WIESS, RAY, "Colonel of Materials," Kirby Lumber Co., Chicago, Ill.
WISNER, F. G., "Colonel of Conversation," Eastman, Gardiner & Co., Laurel, Miss.
WALKER, L. T., "Colonel of Fourche River," Fourche River Lumber Co., Chicago, Ill.
WILHITE, H. M., "Colonel of East St. Louis," Gulf Lumber Co., East St. Louis, Ill.



SHAFFER, W. D., "Colonel of Shooks," Great Southern Lumber Co., Bogalusa, La.
SHERWOOD, J. C., "Colonel of Accounts," Central Coal & Coke Co., Kansas City, Mo.
SMITH, B. H., "Colonel of Longville," Longville Lumber Co., Longville, La.
SCHULZ, R. C., "Colonel of Marathon," Marathon Lumber Co., Laurel, Miss.
STEVENS, F. C., "Colonel of Building Plans," Gilchrist-Fordney Co., Laurel, Miss.
SNELL, H. H., "Colonel of Classification," Lathrop Lumber Co., Birmingham, Ala.
SULLIVAN, W. H., "Colonel of Bogalusa," Great Southern Lumber Co., Bogalusa, La.
STEVENS, F. W., "Colonel of Bagdad," Bagdad Land & Lumber Co., Bagdad, Fla.
SOWERS, W. J., "Colonel of Epley," Major-Sowers Saw Mill Co., Epley, Miss.
SLAGLE, C. E., "Colonel of Clarks," Louisiana Central Lumber Co., Clarks, La.
THOMPSON, C. F., "Colonel of Weights," Mississippi Lumber Co., Chicago, Ill.
TROUNCE, J. W., "Colonel of Buffalo," Great Southern Lumber Co., Buffalo, N. Y.
WOODHEAD, B. S., "Colonel of Beaumont," Beaumont Lumber Co., Beaumont, Tex.
WUESCHER, M. L., "Colonel of Facts," Great Southern Lumber Co., Bogalusa, La.
WHITE, J. B., "Colonel of Genealogy," Missouri Lumber & Land Exchange Co., Kansas City, Mo.
WIENER, ELI, "Colonel of Spellbinders," Angelina County Lumber Co., Keltys, Tex.
YOUNG, H. M., "Colonel of Cash," New Orleans, La.

"COLONELS" BY BREVET.

BROOKS, R. H., "Colonel of Satin Lined Interior Finish," Advertising Agent, Little Rock, Ark.
KENLY, WM. L., "Colonel of Colonels," Commandant, Jefferson Barracks, St. Louis, Mo.
GLADDING, NELSON A., "Colonel of Song," E. C. Atkins & Co., Indianapolis, Ind.
WILMOT, WM. G., "Colonel of the Flat Earth," Lidgerwood Mfg. Co., Chicago, Ill.
SHUMATE, THOMAS, "Colonel of Producers," 4630 Kenmore Ave., Chicago, Ill.
SONDHEIMER, MAX, "Colonel of Mystics," E. Sondheimer Co., Memphis, Tenn.

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Cohan lines, written by the entire Lumber Press Club and most competently staged by Thomas Shumate, a producer of theatrical affairs.

The entertainment—so called—occurred in a series of "light and "dark" houses and was meant to be—except in the climax, a burlesque on schooling and scientific research.

Just to elucidate what was meant to happen and what possibly did happen, we print herewith the dramatis personae:

Mysterious Stranger.....Max Sondheimer
Master of Ceremonies.....B. A. Johnson
Mind Reader.....J. C. Dionne.
Manager for Mind Reader.....James A. Kirby.
First Assistant Manager for Mind Reader.....James Boyd.
Second Assistant Manager for Mind Reader.....Six Members of Lumber Press Club.
Chorister.....Nelson A. Gladding
Geographer-Phrenologist.....William G. Wilmot
A Moving Picture Machine.....The Machine Itself.
A Spotlight.....The Spotlight Itself.
Herald.....Thomas Shumate.
Nine Members of the Lumber Press Club.....The Nine Members in Evening Dress
Skull of a Bright Young Man.....The Skull Itself
Eleven Soldiers....The Eleven Soldiers Themselves.
Two Policemen....Not present and never meant to be.

Every act—except that of the moving picture man—was ushered in by the "Spirit of '76", a local St. Louis band costumed to represent the wonderful patriotic painting of that name, which band, with waving flag and scream of fife and beat of drum, marched about the dining room under the glare of the spotlight, creating much enthusiasm.

The "Mysterious Stranger"—even with all the art and craft of the make up man,—could not be disguised in any way except to compel him to be dumb. He lived through an hour and twenty minutes of that condition and coming out of the chrysalis of his disguise made a talk on "Salesmanship."

William G. Wilmot looked like Micawber on the right side, Col. Sellers on the left side and the Immortal J. N. from front. What he may have looked like from back no one found out, for he wisely stood with his back to the wall, while proving that the world is flat and that Phrenology beats sales knowledge.

A mind-reading act by J. C. Dionne, James A. Kirby, and James Boyd was a great feature—but cannot be done again before that particular audience because they gave away their professional secret.

Incident to the action of the spectacle, Nelson A. Gladding, of E. C. Atkins & Co., Indianapolis, came all the way from New York to attend this gathering, led the spectators and entertainers in singing, "Tramp, Tramp, Tramp, the Boys are Marching," "Columbia, the Gem of the Ocean," "Just Before the Battle Mother," and, at the end, "America."

The Lumber Press Club News, written and printed in St. Louis by members of the club, was delivered during the banquet by five newsboys and was read by 75 percent of those who received it; and while no one has commented on the character of this sheet, the lumber trade newspaper editors can testify to the fact that the people who received the paper DID read it, which records the fact that at least ONE lumber trade newspaper has been read (as we SUSPECT they all have), even though it is not customary for readers to send night letters to the editors commenting on the incident each time.

There are sixteen copies of this paper left and in the hands of the secretary of the Lumber Press Club, and if any man is curious to see the sheet and will contribute $5 to his local sanitarium that takes care of sick babies in the heat of this summer weather and will send his receipt to either James E. Gatewood, president, care St. Louis Lumberman; Willard C. Howe, first vice president, care the American Lumberman; James A. Kirby, second vice president, care the Southern Lumberman, Bolling Arthur Johnson, secretary, care the LUMBER WORLD REVIEW; or James Boyd, the treasurer, care the Lumber Trade Journal, New Orleans, he will—by that act—when the receipt is in the hands of the secretary at Chicago—receive by return registered mail a copy of the above paper. This offer holds good during the month of July.

In the last moving picture episode an announcement was made by the Master of Ceremonies that the "School of Preparedness" had conferred a diploma upon the members of the standing committees and upon the officers of the Southern Pine Association. A few of the diplomas were presented to the people for whom they were intended. It was announced the remainder would be sent by mail direct.

In the Lumber Press Club News, at the bottom of nearly every page, in type an inch deep, is the slogan "The Hope of the World." During the time of the spectacle the Herald several times referred to "The Hope of the World." In the end the real nub of the whole thing was discovered to the audience.

A pistol shot rang out, the room went dark, the spotlight blazed upon the perspiring editors who sweltered under their wilted collars as they stood and pointed to a great replica of the "Service" sign of the Southern Pine Association over the rostrum, upon which they had spent the evening, and exclaimed in various qualities of voice "The Hope of the World," whereupon a great 20-foot flag fluttered down behind them, Chorister Nelson A. Gladding arose to his feet and sang, and the orchestra played "America," the assembled company joining patriotically in large, red voices.

Lumber Imports and Exports for April, 1916

The monthly trade summary of the Department of Commerce of the United States, with totals to May 1 or for ten months of the fiscal year ending June 30, 1916, and comparisons with previous years, will be found of peculiar interest to lumbermen, showing, as it does, the effects of the European war on the lumber and general trade, the lack of sufficient vessels to carry our products, the ups and downs of export and domestic values and giving a wonderful fund of information, which must enter into the sum total of lumber calculations sooner or later. It has been condensed in readable and understandable form herewith.

One of the most interesting features of the report is the statement shown of the volume of export trade carried by American-owned vessels and by vessels sailing under foreign flags—a showing that is most discreditable to the vaunted patriotism of the American people.

THE NEED FOR A MERCHANT MARINE.

The deplorable lack of vessels sailing under the American flag is more conclusively shown in every succeeding report issued by the Department of Commerce at Washington. In April, 1916, there were exported from the United States in American vessels merchandise to the value of $53,131,322, while foreign vessels carried American goods to the value of $289,119,378 in that month, or over five times as much. Of this the far greater part, or $173,113,413 worth, was carried in British-owned vessels alone. The same relative figures are shown in the recapitulation of the Department of Commerce for the exports of domestic merchandise during the ten months ended April 30, when there were total exports valued at $3,304,427,094, of which $2,583,376,537 worth were carried in foreign vessels.

The foreign trade of the United States showed an increase of $106,000,000 in April this year as compared with April, 1915, and for the ten months it showed an increase of nearly $1,200,000,000, or 53 percent, a proportion, which will be undoubtedly maintained through the remaining two months of the fiscal year.

OUR TRADE WITH ALASKA.

The monthly summary of the Department of Commerce shows that Alaska cuts no inconsequential figure in the lumber trade of the Pacific northwest. During April, 1916, the shipment of lumber to Alaska was 6,491,000 feet, as compared with 4,557,000 feet in April, 1915. For the ten months ended April 30, 1916, the total shipment of lumber to Alaska was 191,000 feet, as compared with 23,563,000 feet in the corresponding ten months of 1915 and 16,395,000 feet in the corresponding ten months of 1914. This shows that the Alaska trade in lumber is developing rapidly. The same ratio of increase in business with Alaska is noted in various manufactures of lumber, including box shooks, doors, sash, and furniture.

The total value of lumber and its products shipped to Alaska in April, 1916, was $416,885, as compared with $395,427 in April, 1915. The shipments of lumber during the ten months ended April 30, 1916, were valued at $1,077,991, as compared with $881,015 in 1915 and $783,001 in 1914.

SOUTH AMERICAN LUMBER TRADE.

Much has been hoped for by lumbermen in the development of our trade with South American countries in lumber and other forest products. Up to this writing the results as shown by the report, are disappointing, due perhaps to one reason more than any other—the lack of adequate vessel facilities.

The exports for April, 1916, and for the ten months of the fiscal year ending April 30, are as follows:

	April 1916, feet.	April 1915, feet.
To Argentina	4,619,000	15,615,000
To Brazil	35,000	300,000
To Peru	3,411,000	No record
To Uruguay	153,000	No record
Other S. A. countries	694,000	5,583,000

The exports to various South American countries for the ten months ended April 30, were:

	1916—Feet.	1915—Feet.	1914—Feet.
Argentina	74,912,000	43,775,000	186,143,000
Brazil	7,105,000	7,674,000	36,016,000
Peru	24,584,000	No record	No record
Uruguay	10,090,000	No record	No record
Other S. A. countries	12,152,000	48,263,000	137,512,000

The lumber exports to Brazil, Peru and Uruguay were not kept separate until the present fiscal year and hence no comparison can be made with shipments of lumber to those countries in previous years.

EXPORTS OF FURNITURE.

Exportation of furniture to South American countries has not been of flattering proportions during 1916, as compared with the preceding years, but shows a slight increase this year as compared with last, although far below the figures for 1914. The exportation of furniture to South America is reported as follows:

	April, 1916 Value	April, 1915 Value
Argentina	$18,680	$24,600
Brazil	2,368	1,633
Other S. A. countries	12,183	13,349
Total	$33,231	$39,582

For the ten months ended April 30 the value of furniture exports for the years given was as follows:

	1916	1915	1914
Argentina	$166,958	$147,600	$720,734
Brazil	37,147	23,526	129,720
Other S. A. countries	205,643	282,905	448,609
Total	$409,748	$454,031	$1,299,063

The total exports of furniture to all countries for the months of April 1916 and 1915 and for the ten corresponding months of the fiscal year follow:

April, 1916, value.....$263,943
April, 1915, value.....256,351

Exports of furniture to all countries for ten months ended April 30:

1916.....$2,567,569
1915.....2,441,090
1914.....5,647,247

YELLOW PINE AND FIR EXPORTS COMPARED.

In order that our readers may have a fair idea of the relative exportation of southern pine and Pacific coast fir, a few figures are presented herewith:

The yellow pine exports in April were:

	Feet
April, 1916	39,809,000
April, 1915	46,345,000
Decrease	6,536,000

or 14 percent.

Exports for ten months ended April 30, 1916.....460,477,000
Exports for ten months ended April 30, 1915.....367,349,000
Exports for ten months ended April 30, 1914.....894,597,000
Increase ten months 1916 over 1915..... 93,128,000 or 25 percent.
Decrease ten months 1916 from 1914.....434,120,000 or 48 percent.

The exports of Pacific coast fir for April were:

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	Feet
Exports of fir in April, 1916	25,997,000
Exports of fir in April, 1915	23,256,000
Increase	2,741,000
or 12 percent.	
Exports for ten months ended April 30, 1916	227,501,000
Exports for ten months ended April 30, 1915	308,666,000
Decrease	81,165,000
or 26 percent.	
Exports for ten months ended April 30, 1914	564,928,000
1916	227,501,000
Decrease	337,427,000
or 60 percent.	

Exports of yellow pine decreased in April, 1916, 14 percent from April 1915.

Exports of Pacific coast fir increased in April, 1916, 12 percent over April, 1915.

Exports of yellow pine increased in the ten months ended April 30, 1916, 25 percent over the ten months ended April 30, 1915.

Exports of Pacific coast fir decreased in the ten months ended April 30, 1916, 26 percent from the ten months ended April 30, 1915.

Exports of yellow pine decreased in the ten months ended April 30, 1916, 48 percent from the ten months ended April 30, 1914.

Exports of Pacific coast fir *decreased 60 percent* in the ten months ended April 30, 1916, from the ten months ended April 30, 1914.

EXPORTS OF LOGS.

	Feet.
Exports of logs April, 1916	2,436,000
Exports of logs April, 1915	5,035,000
Ten months 1916	27,401,000
Ten months 1915	35,029,000
Ten months 1914	117,964,000
1916 less than 1915	25 percent
1916 less than 1914	80 percent

EXPORTS OF LUMBER—ALL WOODS.

	Feet.
Exports for 10 months ended April 30, 1916	988,523,000
Exports for 10 months ended April 30, 1915	926,966,000
Exports for 10 months ended April 30, 1914	2,010,416,000
Increase of 1916 over 1915	6½ percent
Decrease in 1916 from 1914	51 percent

EXPORTS OF STAVES.

	Pieces.
April, 1916	4,215,527
April, 1915	3,672,996

Exports of staves for ten months ended April 30:

	Pieces.
1916	46,938,118
1915	31,855,668
1914	64,409,028

EXPORTS OF DOORS, SASH AND BLINDS.

April, 1916, value	$21,259
April, 1915, value	18,545

Exports for ten months ended April 30:

1916, value	$246,803
1915, value	498,987
1914, value	954,099

EXPORTS OF BOX SHOOKS.

In April, 1916, value	$198,940
In April, 1915, value	209,551

Exports of box shooks for ten months ended April 30:

1916, value	$2,449,758
1915, value	1,674,625
1914, value	2,530,727

EXPORTS OF RAILROAD TIES.

April, 1916	241,329
April, 1915	315,809

Exports of railroad ties for the ten months ended April 30:

1916	3,348,373
1915	3,233,374
1914	4,245,581

EXPORTS OF LUMBER TO CUBA.

	Feet.
April, 1916	13,501,000
April, 1915	7,902,000
For ten months ended April 30:	
1916	138,790,000
1915	69,099,000
1914	108,760,000

LUMBER EXPORTS TO THE UNITED KINGDOM.

	Feet.
April, 1916	13,726,000
April, 1915	23,924,000
Exports for ten months ended April 30:	
1916	227,690,000
1915	183,757,000
1914	278,703,000

LUMBER EXPORTS TO AUSTRALIA.

	Feet.
April, 1916	15,286,000
April, 1915	11,036,000

Exports to Australia for ten months ended April 30:

1916	127,770,000
1915	164,063,000
1914	258,954,000

MONTHLY AVERAGE EXPORT PRICES.

	Per M Ft.		Per M Ft.
1915—		November	21.70
April	$23.55	December	24.55
May	23.33		
June	22.96	1916—	
July	25.92	January	24.25
August	26.52	February	22.92
September	24.50	March	21.58
October	21.63	April	22.22

IMPORTS OF SOFT LUMBER.

The importation of lumber from Canada constitutes the chief feature of the import trade, outside of the cabinet woods, as shown by the following figures:

	Feet.
April, 1916	98,208,000
April, 1915	59,608,000
Of above from Canada in 1916	95,290,000
Of above from Canada in 1915	56,395,000
Ten months ended April 30, 1916	964,209,000
Ten months ended April 30, 1915	717,044,000
Free of duty, 554,091,000 ft.; dutiable, 281,215,000 ft.; 1914	738,018,000
Of above from Canada in 1916	935,021,000
1915	694,174,000
1914	710,776,000

IMPORTS OF SHINGLES.

	Pieces.
April, 1916	154,389,000
April, 1915	153,552,000
Ten months ended April 30, 1916	1,448,804,000
Ten months ended April 30, 1915	1,164,899,000
Free of duty, 512,208,000 pieces; dutiable, 149,474,000 pieces; 1914	561,682,000

IMPORTS OF LATH.

Imports of lath, April, 1916	47,820,000
1915	49,628,000
Ten months ended April 30, 1916	641,478,000
Ten months ended April 30, 1915	546,849,000
Free of duty 278,691,000 pieces; dutiable, 190,161,000 pieces; 1914	468,852,000

IMPORTS OF MAHOGANY.

	Feet.
April, 1916	3,850,000
April, 1915	1,351,000
Ten months ended April 30, 1916	33,427,000
Ten months ended April 30, 1915	36,247,000
Ten months ended April 30, 1914	63,518,000

MONTHLY AVERAGE IMPORT PRICES.

	Lumber.	Shingles.
1915—April	$19.60	$2.04
May	18.98	2.17
June	18.48	2.04
July	19.35	2.04
August	18.54	2.00
September	18.93	1.98
October	18.86	1.97
November	19.05	1.99
December	18.00	1.93
1916—January	19.11	1.90
February	18.70	1.98
March	18.82	1.97
April	18.82	2.08

Revival of Hoo-Hoo Interest in all Sections

Advices from various sections of the country indicate that the revival of interest in the Hoo-Hoo order is unabated.

At Evansville, Ind., preparations are being made for a Hoo-Hoo revival meeting to be held July 10, at which Julius Seidel, of St. Louis, Snark of the Universe, and E. D. Tennant, secretary and treasurer of the order, are expected to be present. They will be given a big reception at Evansville, and Paul Luhring, Vicegerent Snark for southern Indiana, states that plans are being made for a large concatenation at Evansville in the early fall.

A successful concatenation was held at Orange, Tex., Saturday evening, June 17, under the auspices of J. W. Sherwood, Vicegerent Snark for that district. A procession was formed at the Holland hotel preceded by a band and a large number of the members of the order participated, together with the candidates. Those who were initiated at the concatenation, held in the Elks Lodge room, were Fred H. Swails, of Orange; C. W. Roddam, Orange; Lucian P. Perry, Vinton, La.; Raymond Perry, Vinton, La. The concatenation was largely attended and Marcus E. Sperry, of Orange, conducted the ceremonies.

The Hoo-Hoo brethren of Bend, Ore., had a merry time on the evening of June 16 when twenty-seven kittens were initiated into the Hoo-Hoo order. The concatenation, which was presided over by Vicegerent Snark F. D. Becker, was held at the Emblem Club. A dinner and dance followed the ceremonies. Those who were initiated were the following:

J. P. Hennessy, G. E. Clark and T. A. McCann, all of the Shevlin-Hixon Lumber Co.; H. G. Norton, J. P. Keyes and H. E. Allen, of the Brooks-Scanlon Lumber Co.; E. A. Sullivan, of the Sullivan Contracting Co.; H. C. Ellis; J. C. Rhoades; J. A. Estee; J. H. Haner; R. W. Sawyer, editor of the Bend Bulletin; V. V. Harphan and A. C. Read, of the Forest Service; C. M. McKay, of the Mueller Timber Co.; E. H. Stoehr, of the Bend White Pine Sash Co.; J. E. Larson; Dr. U. S. Coe, manager Lumbermen's Hospital; O. O. Carlson, of Carlson & Lyons, mill supplies; W. H. Downing, of the Downing Lumber Co.; A. Eagan, traveling freight agent of the Oregon & Washington Railroad; G. W. Cheney, of the Knapp-Cheney Box Co.; H. A. Miller, of the Miller Lumber Co. Two kittens from Portland were A. Kelling, assistant general freight agent of the Oregon & Washington Railroad, and N. A. Drew, of the Timberman.

J. F. Wilder, of the J. F. Wilder Lumber Co., Hattiesburg, Miss., who has long been interested in the Hoo-Hoo order, was in the Panama Canal Zone recently and while there got up a concatenation at Colon, at which were present a good representation of the lumbermen of the Zone. A class of eight lumbermen was initiated, comprising William T. MacCormack, George M. Guerin, Arthur C. Macy, Lewis E. Clark, William Kidston, Thomas A. Lombard and William F. Foster.

The lumbermen were enthusiastic over the affair and William T. McCormack has been made Vicegerent Snark for the Zone. Mr. Wilder is entitled to much credit for his enterprise.

The Western Carolina Hoo-Hoo held an informal session at the Langren Hotel, Asheville, N. C., on the evening of July 3. Frank E. Johnson, of the National Casket Co., is Vicegerent Snark and gave the members a good time. It is likely that a concatenation will be held at Asheville later in the month.

CINCINNATI LUMBER CLUB OUTING.

Cincinnati, O., July 6.—Sixty members of the Cincinnati Lumbermen's Club attended the most successful and thoroughly enjoyable outing of the organization probably ever held last Saturday at the famous old Bevis Tavern, out the Colerain Pike. The usual contests, sumptuous dinner and trimmings whiled away the day. The inevitable baseball game sprung up in the afternoon. The hardwood dealers contested with the yellow pine men and after nine innings of wonderful exhibitions of how the grand national game should not be played, the hardwood men came out victorious to the tune of 16 to 14.

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The Latest News of the Lumber World

THE GREAT FREIGHT RATE HEARING.

Coincident with the issuance of this number of the LUMBER WORLD REVIEW there is beginning the greatest railroad rate investigation in the history of the country. The hearing will be held at the Auditorium Hotel and will be presided over by B. H. Meyer, chairman of the Interstate Commerce Commission. This of itself shows the importance with which the investigation is regarded by the government, as usually such hearings are placed in the hands of an examiner for the commission. The investigation will cover railroad freight traffic on every item made of wood from top to bottom; it will cover all phases of the lumber industry and months of preparation have been made for the hearing by the railroads, the lumbermen and by the members of the commission.

The commission has made a classification of 18,000 rates applying to lumber and articles made of wood. The lumbermen have made a compilation of the nature, destination and other freight conditions regarding the shipment of 50,000 car loads of lumber in all parts of the country. No doubt the railroad authorities have made similar, if not, as usual, more ample preparation than any other of the parties in interest.

This is not a fight between the railroads and the lumbermen, but a thorough investigation at the instance of the Interstate Commerce Commission itself and on its own initiative. The lumbermen are glad that this is so, because they will have an opportunity to place before the proper department of the government the large number of problems which have confronted and dismayed them during the last several years. The commission will simplify present methods of handling lumber, if possible to do so, and will have due care for the interests of all parties.

Lumbermen fear the effect of a reclassification of freight rates, as proposed by the railroads, as many of the established usages are regarded as fundamental necessities of the manufacturing and distributing business. To disturb them might mean ruin to many. It is believed that, in view of the extensive character of the hearing, a full month will be occupied, if not more.

LUMBER EXHIBIT AT ATLANTIC CITY.

The Master Car Builders' and the American Railway Mechanics' Associations have just completed a ten days' meeting at Young's "million dollar pier" at Atlantic City, New Jersey. In connection with the meetings, the Railway Supply Manufacturers' Association, consisting of manufacturers of materials which go into the manufacture of cars and locomotives and railway shops generally, held an annual exhibit illustrating the nature of their products and particularly improvements made during the past year.

For the first time in the history of these great expositions, a group of lumbermen made an exhibit this year. The Southern Pine Association had a large space on the pier, in which they exhibited a full-sized section of a standard box car. This section was fully equipped with hand rails, bolsters, couplers, etc. The car was so constructed as to indicate different methods for constructing the sides, ends and roofs of box cars. In addition to this car section, the exhibit consisted of a large number of sections of southern yellow pine sills, some of which had been in service in cars for twenty years. There was also a complete exhibit illustrating the new density rule, a rack illustration of different grades of car lining, siding and roofing. Through the courtesy of the Ayer & Lord Tie Co., of Chicago, the entire floor of the exhibit was covered with creosoted interior yellow pine blocks.

The chief purpose of the exhibit was to call the attention of railway officials to the fact that there was still available yellow pine material suitable for car construction, and that this could be obtained easily from a large number of manufacturers. The exhibit was also intended to illustrate the desirability of using carefully prepared specifications and of properly inspecting the lumber when purchased.

The attendance at the exposition was very good and, judging from the comments made by the engineers who visited the exhibit, the Southern Pine Association has every reason to be proud of its maiden effort. In one of its daily issues, the Railway Age-Gazette commented on the exhibit in a most favorable manner, calling particular attention to the advent into the field of such an extraordinary organization as the Southern Pine Association.

MAY OPEN BRANCH IN LITTLE ROCK.

Memphis, Tenn., July 5.—At a recent meeting of the board of governors of the Southern Hardwood Traffic Association held here, President McClure appointed a committee of three, composed of R L. Jurden, William Pritchard and O. M. Krebs, to confer with D. S. Watrous, of Little Rock, and other Arkansas lumbermen regarding the opening of a branch of this organization at Little Rock. This step was first dicussed on the recent visit of the Memphis lumbermen to Helena, Ark., made for the purpose of bringing about closer relations between the lumber interests of Memphis and Helena and it is probable that plans will be completed shortly for the establishment of this branch which, will be run similarly to that opened at Louisville, Ky., some months ago. There will be a delegation of Helena and other Arkansas lumbermen here as guests of the association Friday, July 7, and it is likely that the movement will be definitely decided upon at that time, particularly as indications point to the affiliation of these interests with the association.

EXECUTIVE COMMITTEE NAMED.

Col. John M. Woods, the new president of the National Hardwood Lumber Association, has announced the appointment of the following executive committee of that organization:

John M. Woods, Boston, Mass., chairman.
E. V. Babcock, Pittsburgh, Pa.
T. M. Brown, Louisville, Ky.
Theodore Fathauer, Chicago.
Charles H. Barnaby, Greencastle, Ind.

REPORT OF STOCKS.

Reports made by 158 mills belonging to the Southern Pine Association, as recently compiled, show that on May 1 there were 1,315,187,760 feet, which was 24,000,000 feet larger than in April, 56,000,000 larger than in March, 110,000,000 feet larger than in February, and 204,000,000 feet larger than in January. The cut in May shows a decrease of 10,000,000 feet from the March report, March showing the greatest total of production of any month in several years, being 475,332,385 feet.

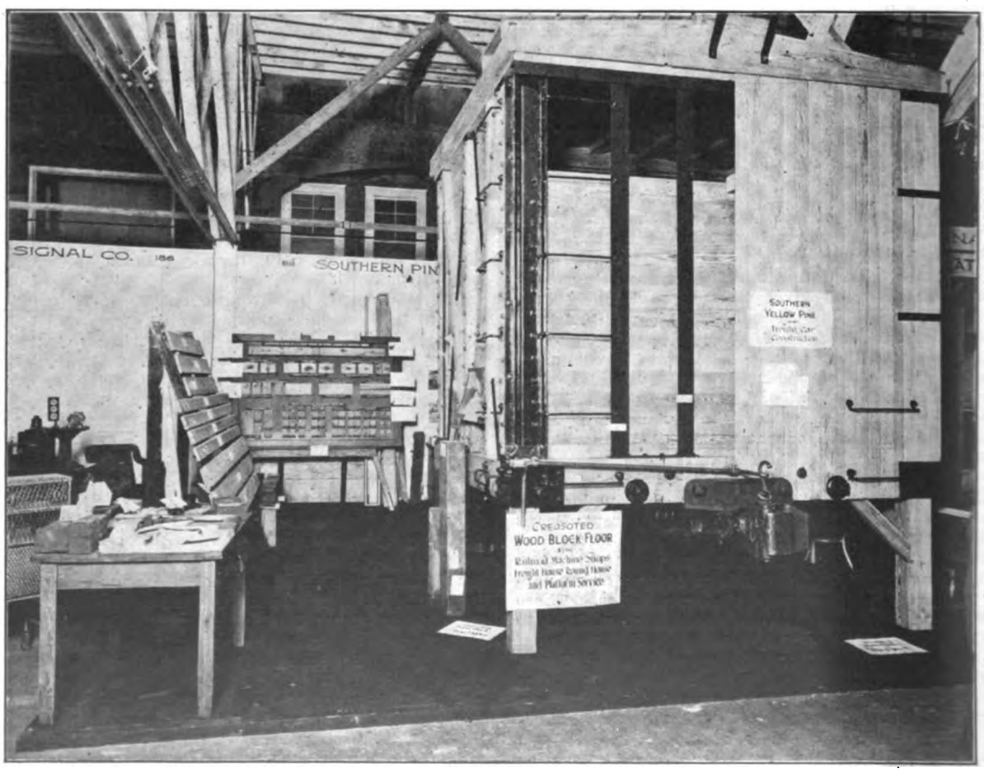

EXHIBIT OF SOUTHERN PINE ASSOCIATION AT ATLANTIC CITY, N. J.

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ALEXANDRIA DISTRICT EXCHANGE.

The regular monthly meeting of the Alexandria District Lumbermen's Exchange was held at the Hotel Bentley, Alexandria, La., on June 20.

Reports were received from a large number of mills in the district, among them the Forest Lumber Co., which stated that it was operating its sawmills four days a week and its other mills were running on the same time. The Frost-Johnson Lumber Co. stated that it was running all of its mills four days a week. The Powell Lumber Co. will close down its sawmills for sixty days. The Long-Bell Lumber Co. mills are running four days a week and there is a general movement to curtail throughout the south.

The Germain & Boyd Lumber Co., of Atlanta, La., stated that it was unable to meet the present market, but that it has thirty days' timber cutting ahead, mostly No. 1 and square edge and sound.

The Louisiana Saw Mill Co., of Glenmora, report orders for timber more plentiful than for yard stock and heavy inquiries on heart timbers. This company stated that it expected demand to revive by July 15.

The Newell Lumber Co., of Eunice, reported that its shipments last month were 2,000,000 feet and the cut 1,000,000 feet and that the June cut would probably be about the same. F. L. Adams, of this company, reported that he expected to see a decided change for the better within the next two weeks.

The Urania Lumber Co., of Urania, reported a curtailment during May of 25 percent and indicated a curtailment of 40 percent in June, stocks being about 2,000,000 feet below normal.

The Meridian Lumber Co., of Meridian, La., reported that its stocks were all below normal except on No. 1 dimension.

SOUTHERN FORESTRY CONGRESS.

A number of prominent men have accepted invitations to speak at the annual meeting of the Southern Forestry Congress, to be held at Asheville, N. C., July 11-15. Hon. Edmund Seymour, of New York, president of the American Bison Society, will speak on Tuesday on the subject, "Re-establishment and Protection of Big Game in the Southern Appalachians." Henry S. Graves, forester of the United States Forest Service, will speak on "Southern Forests and Their Place in the Nation's Timber Supply." Governor Craig, of North Carolina, will make an address of welcome and open the deliberations of the congress. Clarence J. Owens, secretary of the Southern Commercial Congress, will speak on the subject, "The Forests in Relation to the Upbuilding of the Town" on Tuesday. Professor J. W. Toumey, director of the Yale Forest School, will deal with the subject "The Regeneration of the Southern Pine Forests." Professor Toumey is perhaps the foremost authority in the country on seedlings and planting of cut-over and abandoned lands. J. F. Eldredge, supervisor of the Florida National Forest, will speak on the subject "The Naval Stores Industry—How It Can Be Perpetuated in the South."

The Thursday morning's session of the congress will be devoted to the subject of "Forest Fire Prevention in the South." Among those who will speak at this session will be J. A. Viquesney, forest, fish and game warden of West Virginia; Professor H. H. Chapman, of the Yale Forest School; F. W. Besley, state forester of Maryland; W. Hoyt Weber, manager of the Central West Virginia Fire Protective Association; J. G. Peters, of the Forest Service, and others.

All men and women who are interested in any phase of the great subject of forestry are cordially invited to attend the gatherings.

HAS THE AMERICAN SOCIETY FOR TESTING MATERIALS LAID DOWN A NEW LINE OF POLICY?

The American Society for Testing Materials has either changed its policy or some one of its august, erudite and scientific members has "peached."

You know this is horrible to relate, but it is nevertheless true. One of the reputable lumber trade newspapers has printed in a recent issue the "Proposed Tentative Specifications for Wooden Paving Blocks" and what purports to be or might be construed to be the final findings of that body on the rules, definitions, etc., for "Selected Structural Douglas Fir Specifications for Bridge and Trestle Timber."

We see no reason in the world why these things should NOT be printed, nor why there should have been so much secrecy and holding back of information concerning the recent density rules for yellow pine, upon which the American Society for Testing Materials FINALLY placed its approval!

It has been OUR experience that the more you talk and write about a thing, the quicker you either "kill" it or "cure" it.

A year ago—however—for a newspaper to print advance findings of this society was EASILY the equivalent of throwing rocks at your king or passing your commanding office without saluting.

We have NOT printed the rules and regulations and SHALL not until we are officially informed that to do so is not a misdemeanor, thereby—as our news sense tells us—missing a rare opportunity of printing something that would be REALLY VALUABLE to the trade.

EDITOR.

The Alexandria Lumber Co. reported a curtailment of one day a week and a reduction of its stocks of 500,000 feet in the last thirty days. It reported also that No. 1 and square edge and sound are very scarce. It reported dimension selling at about $8.50 off.

The Enterprise Lumber Co., Alexandria, reported that it had booked orders lately for fifty-six cars of dimension at $8 to $8.50 off the list. It had refused an order for twenty-five cars of dimension at $9 off the list.

S. H. Bolinger & Co., of Shreveport, reported that their May shipments were 600,000 feet more than their production and in the last few days orders for fifty cars of dimension had been booked at $8.50 off.

The Anacoco Lumber Co., of Lake Charles, reported good orders for heart-cutting timber. The firm is curtailing one day a week. Its dimension is selling for $8 to $8.50 off.

The Iatt Lumber Co., of Colfax, reported that it had more orders for dressed stocks than it could handle. Timber prices are holding up and dressed timbers are selling at about $1 less than six months ago.

The Peavy-Byrnes Lumber Co. reported that it had 13,000,000 feet on its yard and is curtailing two days a week.

The Trinity County Lumber Co. reported that its stock is considerably below normal and that shipments and production are about even. It is curtailing one day a week.

Secretary Guy H. Mallam reported that during the previous week he had received letters which indicated that the curtailment of operations at the southern mills was having a good effect on orders and prices.

GEORGIA-FLORIDA MILLMEN.

The Georgia-Florida Sawmill Association held its regular monthly meeting at Live Oak, Fla., June 20 and adopted new grading rules for long leaf yellow pine, which embodied changes that were made and approved by the board of governors at the May meeting of the association. Copies of the new rules, which will become effective on August 1, will be printed at once and a committee will notify other associations of the changes made from the 1905 rules.

It was stipulated that non-members desiring association service will be charged $7.50 a day instead of $5, and also expenses.

The standard shingle was changed from eighteen inches to sixteen inches. The weight of air dried boards was fixed at 4,000 pounds to the thousand feet.

Four new members were elected as follows: Horse Shoe Lumber Co., River Falls, Ala.; J. N. Bray & Co., Valdosta, Ga.; King Lumber & Oil Co., Umatilla, Fla.; J. H. Alison & Bro., Gainesville, Fla.; Neisler Fruit & Land Co., Reynolds, Ga.

The following standing committees were appointed by President W. Frazier Jones:

Finance—R. H. Paul, G. W. Brandon, William McKay, S. B. Denton, W. C. Davis, G. O. Waits, J. H. Loughridge.

Traffic—H. S. Dunlevie, L. L. Daugherty, D. W. McArthur, H. P. Hughes, J. J. Upchurch.

Grievance—A. G. Cummer, E. P. Rodwell, T. L. Price, J. E. Graves, J. L. Greer.

Inspection Dimension—H. W. Taylor, R. B. Young, A. G. Cummer, C. W. Kirby, H. S. Cummings, J. H. Alison, H. L. Gray, W. Ray, E. A. Osborne.

Inspection Planing Mill—E. L. Marbury, R. H. Paul, T. J. Aycock, A. G. Garbutt, H. P. Hughes, R. S. Boyd.

T. A. Cartwright, traffic manager, tendered his resignation much to the regret of the members of the association. Mr. Cartwright is to be affiliated with the Cherry River Boom & Lumber Co. and its allied interests.

The next meeting of the association will be held Tuesday, July 25, at Jacksonville.

EASTERN EMBARGO MODIFIED.

Several modifications of the embargo on eastern rail shipments have been announced by the National Wholesale Lumber Dealers' Association, some of the principal features of which follow:

The Pennsylvania lines still have an embargo on lumber for the Brooklyn eastern district terminal. Specific modifications of the embargo on lumber for Jersey City, Thirty-seventh Street Station, New York; North Fourth Street Station, Brooklyn and New York lighterage may be made upon authority of C. H. Krick, general superintendent, Thirty-third Street Station, New York. The embargo on shipments for export via New York continues in effect.

A modification of the Pennsylvania railroad embargo on lumber for Kensington, Shackamaxon and Pierce Street Stations has been made by the Pennsylvania, at Philadelphia, to permit movement of shipments for all consignees, excepting Stroud & Wilgus, H. H. Sheip Manufacturing Co., Ed F. Henson & Co., J. T. Pearson and Seaman & Menaugh. The embargo against Fairhill Station is removed.

The New York Central has modified its embargo to permit acceptance of shipments from all points for all track deliveries in New York and Brooklyn, excepting the Brooklyn eastern district terminal. The New York Central embargo on shipments for delivery by lighter in New York is modified to permit acceptance of all shipments when consigned direct to specific lighterage deliveries.

The Lehigh Valley can modify its embargo on shipments consigned for lighterage delivery in New York harbor if authorized by F. E. Signer, general eastern freight agent, New York. Embargo also applies on export freight unless authorized by F. E. Signer. This means that domestic shipments from all ports will be accepted for New Jersey and track deliveries.

The Erie embargo on lumber for the Anderson Lumber Co., Passaic, N. J., has been removed. Export freight by way of New York still has an embargo.

The Central Railroad of New Jersey continues its embargo as heretofore, excepting that shipments for Jersey City, Brooklyn terminal, Bush docks and Bush terminal will be accepted.

The New York, New Haven & Hartford and Central New England roads have removed embargo on all items except bituminous coal. Specific embargoes are placed against industries failing to promptly unload and release equipment.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

SCOPE OF THE HEARINGS IN THE GENERAL CLASSIFICATION CASE OUTLINED.

Washington, D. C., July 5.—The Interstate Commerce Commission just on the eve of the going to press of the last issue of the LUMBER WORLD REVIEW, gave out a statement telling of the scope of the hearings to be held at Chicago, beginning on July 10, before Chairman Meyer, of the commission. A brief telegram as published in our issue of June 25, told of the announcement. In order that the lumbermen interested may know something more of what is to be taken up at the hearings we are printing herewith, some of the most salient features of the announcement, just on the eve of the beginning of the hearings.

The commission states that it "intends to submit in evidence the digest and rate study which was compiled in connection with this proceeding." This was briefed in a former issue of this paper. Continuing the announcement says:

"Immediately after the introduction in evidence of the digest and rate study all parties to the proceedings will be invited to correct any errors found therein and to make such supplementary statements as they desire, not only with regard to the answers to interrogatories but also as to the data compiled under the study of present tariff conditions.

"The answers to questions 4 and 5 of the commission's original interrogatories show the attitude of carriers and shippers toward the present situation as disclosed in lumber lists now in effect and toward the establishment of a uniform lumber list. The answers to those questions also contained to a great extent their recommendations as to changes to be made. It is particularly desired that each party to this proceeding, including carriers and shippers, should make a complete statement of the position he intends to take." Further in the announcement the commissioners say:

"Carriers and shippers are asked to consider with respect to each commodity listed the practicability of using the carload minimum which predominates for the entire country for movements from one territory to another, leaving for application to movements within each territory such minima as may be called for by other conditions peculiar to that particular section.

"With respect to each article listed in the table information should be furnished as to the average loading per car, the value per 1,000 feet per ton, and liability to damage and also as to the quantity of movement and the average length of haul in so far as it may be feasible." The outline continues:

"Carriers and shippers are requested to consider the adoption of a uniform-transit charge for the service of stopping in transit, as well as uniform provisions for determining the rate ultimately to be applied on the in-and-out movement as outlined.

"In how far do proportional rates take the place of transit?

"Carriers and shippers are requested to consider the policing and reconsignment rules referred to by number and by letter in the last column of the transit table and set forth in brief form at pages 339 and 340. The carriers which provide these rules should come prepared to state the object and purpose of each rule, and each carrier will be expected to state at the hearing why it does not consider it necessary to include in its tariffs such rules as are not included. Wherever the different rules applied present merely variances in terminology, the adoption of uniform terminology should be considered. It should be determined what rules it is important to retain and whether or not it is practicable to adopt a uniform list of rules to be applied by all carriers. As to each transit provision, uniformity in the time limit for stop-over should be determined upon.

"Another question which carriers and shippers are invited to consider is whether or not it would be practicable to so word transit provisions as to permit of their application upon reasonable request at all points along the route of movement with reasonable provisions for extra charge for back haul.

"Uniformity should be secured in the names given for the various transit provisions in the different sections of the country, so that in each section and for all carriers each name will mean the same.

"With regard to reconsignment and diversion, carriers and shippers are requested to state to what extent they believe such provisions to be necessary and beneficial.

"Where transit provisions are accorded in one section of the country and not in other sections of the country, the facts which make it necessary to accord them in the one case and which render it unnecessary in the other should be set forth."

In order, as the commission sets forth, "to secure an orderly presentation of testimony shippers will be heard in the order (as published in the last issue of the LUMBER WORLD REVIEW) in so far as they have testimony present with regard to the groups of related articles indicated."

Shippers are to be heard first. The commission has stated that the carriers may present their testimony by territories if they prefer.

IMPORT FIGURES FOR SHINGLES FOR ELEVEN MONTHS.

Washington, D. C., July 5.—The value of the shingles imported into the United States from Canada for the eleven months ending May of this year was more than $500,000 more than for the same period last year. This is according to the monthly figures of the Department of Commerce.

For the eleven months, ending May, 1916, there were 1,616,806,000 shingles imported with a value of $3,256,124. For the eleven months ending May, 1915, there were 1,321,422,000 shingles imported with a value of $2,766,523.

The same figures show that for the month of May in this year there were 168,002,000 shingles imported, valued at $374,649. In May, 1915, there were 156,533,000 shingles imported, with a value of $339,742.

UNITED STATES GOVERNMENT CALLS FOR BIDS ON TEAKWOOD.

Washington, D. C., July 5.—Bids are to be opened here on September 19, by the Bureau of Supplies & Accounts, Navy Department, for 9,200,000 feet b.m. of teakwood logs. This is rather an unusual order and was placed by the Navy department for finishing the battleships California and Tennessee and for stock.

According to the specifications, which are just being sent out, 2,000,000 feet are for delivery f.o.b. the Brooklyn, N. Y., and Mare Island, Cal., navy yards; 2,000,000 feet for delivery f.o.b. government vessel in Manila Bay, P. I.; 2,000,000 feet delivery f.o.b. government vessel, at Rangoon, Burmah; and 2,000,000 feet delivered f.o.b. government vessel at Saigon, French Indo-China; also 600,000 feet, one-half to be delivered at the Brooklyn, N. Y., and the other half at the Mare Island, Cal., navy yards; and 600,000 feet delivered f.o.b. government vessel in Manila Bay, P. I.

REPORTS OF GENERAL LUMBER INVESTIGATION CONSIDERED IN CONFERENCE.

Washington, D. C., July 5.—Arrangements have been made for a co-operative meetings of the Federal Trade Commission, the Forest Service, and the Bureau of Foreign & Domestic Commerce, Department of Commerce, in the general lumber investigation.

No details could be obtained as to the purpose of the meetings but it is thought that the report of the Forest Service, just recently completed, will be gone over at least in part at the meetings.

E. T. Allen, of Portland, Ore., representing the Western Forestry and Conservation Association arrived here last week.

Mr. Allen's visit is in connection with the lumber investigation of the Federal Trade Commission and the lumber study of the Forest Service. He has had conferences with Commissioner Parry, as well as the Chief Forester and other members of the Forest Service.

USE OF WOOD WASTE IN THE MANUFACTURE OF PULP INCREASING.

Washington, D. C., June 30.—Officials at the Forest Service have just made a statement to the effect that the use of wood waste in the manufacture of pulp is steadily increasing.

It is said that approximately 330,000 cords of waste, valued at $1,400,000 were utilized by 35 of the 200 pulp and paper mills of this country. It is thought that as the price of cord wood goes up the amount of wood waste used will become greater.

INTERSTATE COMMERCE COMMISSION NEWS

Just as this edition of the LUMBER WORLD REVIEW goes to press the hearings are to start in Chicago in No. 8131, being the general lumber reclassification case, which will doubtless develop into one of the biggest factors in the lumber trade for the future. Officials of the commission here refuse to speculate as to how long the hearings will last, but from the ground that has to be covered and the witnesses to be heard it seems as though six weeks would be a short time. Chairman Meyer of the commission will open the hearings, but it seems doubtful if he will be able to stay in Chicago and take testimony for a long period of time, owing to the many pressing duties that are now before the commission.

INTERSTATE COMMERCE COMMISSION HEARINGS

Following are the hearings and arguments now on the commission's docket in lumber cases between now and the next press date of this paper:

On July 13, at Kansas City, Mo., before Examiner Pugh, in I & S Docket No. 813, concerning lumber rates from Oklahoma.

On July 14, at New Orleans, La., before Examiner Gibson, in I & S Docket No. 832, concerning lumber rates from Louisiana stations.

On July 15, at Chicago, Ill., before Examiner Gartner in Case No. 8817, of the Peshtigo Lumber Co. vs. the Wisconsin Northwestern et al.

On July 17, at Kansas City, Mo., before Examiner Worthington, in case No. 8809, of the Globe Lumber Co. vs. Sibley, Lake Bisteneau & Southern et al.

On July 18, at Chicago, Ill., before Examiner Gartner, in case No. 8808, of the Louisiana Lumber Co. vs. the C. C. C. & St. Louis.

On July 18, at Grand Rapids, Mich., before Examiner Thurtell, in case No. 8329, of the Cadillac Lumber Exchange vs. the Ann Arbor et al.

On July 19, at Omaha, Nebr., before Examiner Flynn, in case No. 8670, of the McShane Lumber Co. vs. the M & O et al.

On July 24, at Little Rock, Ark., before Examiner Pugh, in I & S Docket No. 877, taking up lumber rates from Arkansas City, Ark.

Suspensions.

The commissioners have suspened the operation of certain items appearing in supplements Nos. 2 and 3 to New York, New Haven & Hartford I. C. C. tariff No. X-15 until October 26.

The suspended items contain a proposed new rule providing for the assessment of additional demurrage charges on cars held in transit or on storage tracks at destination. The proposed rule reads as follows:

"When cars are held in transit at points short of destination, or on storage tracks at destination, because of failure of consignees to unload within the free time cars that have been placed on public delivery tracks, private sidings or industrial interchange tracks, and notice thereof is sent or given to consignee, the charges shown in this tariff and local freight tariff covering additional demurrage charges for detention of equipment will apply to all cars so held, and no additional free time will be allowed after final displacement."

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Personal News Notes

The E. A. Engler Lumber Co., of this city, has moved its offices from the Lumber Exchange building to 1450 McCormick building. The company operates a saw mill at Beaudette, Minn.

E. T. Allen, of Portland, Ore., of the Western Forestry & Conservation Association, was in Chicago week before last on his way to Washington, D. C., and expects to spend a week or two in the east.

Frank F. Fish, secretary of the National Hardwood Lumber Association, this city, is planning to make a trip to Boston next week to confer with Col. John M. Woods, the new president of the association. During his absence Mr. Fish will also do a little missionary work among the members of the trade in New York and New England.

R. G. Keizer, now of Pittsburgh, Pa., and formerly a resident of Chicago, has been spending a few days at Platteville, Wis., where his family has been visiting since Mr. Keizer went east three or four months ago. Mr. Keizer is the eastern representative of the Idaho White Pine Manufacturers Agency, with general offices at 1824 Continental & Commercial Bank building, this city, and branches at Pittsburgh, Pa., and Spokane, Wash.

Members of the Lumbermen's Association of Chicago enjoyed a great treat at their last luncheon, held June 27 at the association rooms, in listening to Col. Henry Stephens, of the National Box Manufacturers Association. Col. Stephens, who is seventy-five years of age, is a splendid athlete, and told the members how he had gained his good health and gave them his system of exercising and diet. The members greatly appreciated his instructive remarks.

George L. Forester, secretary-treasurer of the Western Carolina Lumber & Timber Association, Asheville, N. C., arrived in town last Friday to attend the reclassification hearing by the Interstate Commerce Commission, beginning on this date. Mr. Forester said that he expected this would be a rather long-drawn-out session, but his friends and associates in North Carolina were all deeply interested in the case and he expected to stay through the hearing if it took all summer.

Phil A. Ryan, formerly a well known Chicago lumberman, but now located at Lufkin, Tex., where he is operating a saw mill under the style of the Philip A. Ryan Lumber Co., was in Chicago during the National Hardwood Lumber Association's convention and spent some time afterward calling upon his old friends in the trade in this territory. Later he went to Madison, Wis., where his daughter is to remain as a student at the summer school. Mr. Ryan looks as if the Texas climate has agreed with him, as he is evidently in the very best of health.

Adair Lockman, manager of western sales for the Germain Co., of Pittsburgh, Pa., of which company he is also vice-president, and of whom mention was made in a recent issue of the LUMBER WORLD REVIEW, has opened offices at 452 Peoples Gas building, which will be the western headquarters of his company from this date. Mr. Lockman will apply his usual vigorous methods to the extension of the yellow pine trade of the Germain Co., which has built up a large business in eastern territory in the last decade.

NEW WAUSAU CONCERN.

The Gill-Andrews Lumber Co., of Wausau, Wis., has recently been incorporated with a capital of $30,000 to embark in the wholesale lumber business with offices in the Wisconsin Valley Trust Co. building, that city. The components of this new firm are Charles Gill, for fourteen years northern buying representative for Upham & Agler, of Chicago, and J. B. Andrews, of the former firm of Andrews & Ruepke, of Birnamwood, Wis. In his capacity of buyer Mr. Gill had bought the Andrews cut of lumber for the last ten years and was therefore well acquainted with his new partner Mr. Andrews sold out his interests at Birnamwood last December to the Charles W. Fish Lumber Co., of Elcho, Wis.

The officers of the new company are Charles Gill, president; B. B. Andrews, vice-president, and J. B. Andrews, secretary and treasurer. The company will handle principally northern hardwoods and is already doing a successful business.

OBITUARY

MRS. C. F. HETTLER.

The death is announced June 28, of Mrs. Catherine Hettler, widow of the late Captain C. F. Hettler, and mother of Herman H. Hettler, the prominent Chicago lumberman. Mrs. Hettler has made her home in Fort Wayne, where she and Captain Hettler resided for over fifty years. She was 76 years of age and was born in Stark county, Ohio. Besides her son, Herman, she is survived by two sisters, Mrs. Joseph Miller, of Monroeville, Ind., and Mrs. Henry Helmich, of New Haven, Ind. Mrs. Hettler was prominent in church and charitable circles and was a large contributor to worthy enterprises. The recently erected building of the Young Women's Christian Association at Fort Wayne is one of the institutions which she aided liberally, as well as Hope hospital, of which she was a trustee. The funeral services were held at Fort Wayne on Friday, June 30.

HYMENEAL

DENNY-PRITCHARD.

Announcement is made of the marriage at Fort Riley, Kan., on Wednesday, June 21, of Mary Josephine Pritchard, daughter of George Barnard Pritchard, of that city, and George Vernon Denny, of Savannah, Ga. Mr. Denny is the representative in the southeastern territory of the well known saw firm of E. C. Atkins & Co., of Indianapolis, Ind., and has a wide acquaintance in the trade.

CYLDE OPENS ASHEVILLE OFFICE.

The Clyde Iron Works of Duluth, Minnesota, has opened a branch office at 35 American National Bank Building, Asheville, N. C.

W. C. Champion, who is well known to the industry throughout the Appalachians, is manager in charge.

W. C. CHAMPION, OF ASHEVILLE, N. C.

The new branch was rendered necessary to accommodate the company's rapidly-growing business in this section.

Lumbermen are invited to use it as their headquarters while in Asheville.

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California Sugar Pine
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Quartered White Oak
"Nice Flaky Stuff!"

Retail Lumber Riddles

This is the second volume in the "War of the Substitutes" series published by the Lumber World Review.

Price, 25 Cents

LUMBER WORLD REVIEW Chicago
608 S. Dearborn Street

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Business Changes, Incorporations and Fires

New Concerns

Hyattsville, Md.—The People's Lumber Co.; $10,000 capital. William P. Magruder, George N. Bower, Hyattsville, Md., Elmore Power, College Park, Md.

Maysville, Ky.—E. A. Robinson & Co., furniture; $50,000 capital. E. A. Robinson, W. N. Stockton and C. B. Holstein.

Fort Payne, Ala.—Pine States Lumber Co. H. B. Brock, president; C. B. Oventel, vice-president; J. P. Wardlaw, secretary-treasurer-manager.

Atlanta, Ga.—Hardwood Timber Co.; $1,000 capital. John Keily, John Wiley and P. B. Barringer.

Indianapolis, Ind.—Acme Building Material Co.; $75,000 capital. George W. Farrington, Almyr Bradway, William R. Harryman.

Wheeling, W. Va.—The J. W. Beltz & Sons Construction Co.; $50,000 capital. Regina Beltz, John W. Beltz, Henry E. Beltz, Henry Keil and others.

North Tonawanda, N. Y.—Hope Operating Corporation, to deal in lumber; 1,250,000 capital. L. S. DeGraff, J. L. Crane, G. A. Mitchell.

Fennimore, Wis.—The Center Lumber Co. L. D. Eastman, president; W. A. Graham, vice-president and treasurer, and Grant Lewis, general manager and secretary.

Akron, O.—The T. H. Clark Lumber Co.; $50,000 capital. T. H. Clark and others.

Baltimore, Md.—Tropical Lumber & Pulp Co.; $500,000 capital; Joseph J. Hock, John J. Duffy, jr., Albert S. Laun, George W. Lindsay and others.

Charlottesville, Va.—The Yancey Bark Co., to manufacture lumber; $75,000 capital.

New York, N. Y.—Buttle Parquet Floor Co.; $50,000 capital. B. Stender, F. A. Williamson, N. B. Buttle.

Wausau, Wis.—The Gill-Andrews Lumber Co. has been incorporated to engage in wholesale trade. Charles Gill, president, B. B. Andrews, vice-president, J. B. Andrews, secretary and treasurer.

New Haven, Conn.—The Star Trim & Millwork Co.; $25,000 capital. Louis Berman.

Wilmington, Del.—The Plateau Coal & Lumber Co.; $100,000 capital. Herbert E. Latter, Norman P. Coffin and Clement M. Egner.

Tampa, Fla.—The Weidman-Fisher Co.; $100,000 capital. George F. Weidman, president; Thomas D. Fisher, vice-president, and John A. B. Anderson, secretary.

Springfield, Ill.—The Porter Lumber Co.; $5,000 capital.

Robert, La.—Graves & Patenotte; $40,000 capital. (To do a general sawmill and lumber business.) L. J. Patenotte, president, and William A. Graves, secretary and treasurer.

Detroit, Mich.—The Newman Lumber & Supply Co.; $40,000 capital.

Kingston, N. Y.—The Hub Lumber Co.; $50,000 capital. S. H. Merritt, G. E. Taylor and E. L. Taylor.

Cleveland, O.—The Heights Sash & Door Co.; $10,000 capital. W. H. Dettelbach, David Klein, Louis B. Spanner and others.

Tulsa, Okla.—The Cosby Lumber Co.; $15,000 capital. A. B. Patterson, L. L. Hutchinson and Mrs. Bessie Cosby.

Flint Hill, Va.—The Flint Hill Cooperage & Lumber Co.; $25,000 capital. E. Marshall Newton, president, and C. P. Armory, secretary and treasurer.

Spring Brook, Wis.—The Spring Brook Lumber Co.; $2,500 capital. J. E. Gillett, J. A. Morrison and E. M. Gillett.

Vancouver, B. C.—The Sylvania Logging Co.; $30,000 capital.

Jonesboro, Ark.—The Jonesboro Handle Co.; $3,000 captal. A. W. Scott, J. D. Scott and Walter Rogers.

Robinson, Ill.—The Hinman Lumber Co.; $20,000 capital. Ralph Hinman, William S. Brannum, jr., and G. Lathrop.

Shreveport, La.—The Union Lumber & Planing Co.; $10,000 capital. A. C. Bodenheimer, president and treasurer; H. Bodenheimer, vice-president, and C. L. Oxford, secretary and general manager.

Lebanon, Me.—The Rochester Handle Co., to buy, sell and operate in timberlands, manufacture lumber, etc.; $10,000 capital. Everett W. Reed, president; Leon C. Henderson, treasurer; John G. McLaughlin and Robert C. Fownes.

Amesbury, Mass.—The Clark Body Co., to manufacture automobile bodies; $25,000 capital. George E. Hodge, Thomas Clark and James R. Graves.

Newark, N. J.—The Port Newark Moulding & Lumber Co.; $50,000 capital.

Buffalo, N. Y.—The Tarbox Lumber Co.; $50,000 capital. Luther W. Tarbox, Blanche A. Tarbox and Odell R. Blair.

New York, N. Y.—The W. E. Hooper Lumber Co.; $2,500 capital. W. E. Hooper, Albert F. Paul and C. J. Decker.

Liberty, Tex.—The Trinity Hardwood Co.; $10,000 capital.

Hillhurst, Wash.—The Hillhurst Lumber Co.; $5,000 capital.

Kendall, Wash.—The Kendall Lumber & Shingle Co.; $25,000 capital.

New Mills

Myrtis, La.—The Southern Lumber Co. is erecting a new sawmill, replacing the mill burned some time ago.

Gulfport, Miss.—The Edward Hines Lumber Co., of Chicago, Ill., will erect a mill to cost $800,000.

Aliceville, Ala.—H. F. Sly will install a sawmill with a daily capacity of 10,000 feet.

Montgomery, Ala.—J. C. Turville & Sons, of Martin, Tenn., will erect a factory for staves, etc.

Omaha, Neb.—Jensen & Jensen are establishing a planing mill here.

Elizabeth, N. J.—The Meidritter Lumber Co. is building a mill to cost $15,000.

Memphis, Tenn.—The Kelley Lumber Co., of Searcy, Ark., is establishing a saw mill plant.

Augusta, Ark.—J. H. Bonner & Sons, of Heth, have bought a mill near here which will have a daily capacity of 25,000 to 30,000 feet.

Pittsboro, Miss.—George C. Brown & Co., of Memphis, Tenn., will build a sawmill and develop timberland.

Scooba, Miss.—The Harmon Lumber Co. is erecting a $2,000 building and will install planing and sawmill machinery to cost $5,000.

Rocky Mount, N. C.—The Tar River Lumber Co. will rebuild sawmill recently burned.

Fires

Eastport, Fla.—The dry kilns and 4,500,000 feet of lumber of the Carpenter & O'Brien Lumber Co. burned; estimated loss $150,000.

Wilbur, Wash.—Office, store building and $25,000 stock of lumber belonging to the F. R. Woodbury Lumber Co. burned.

Milton, Ia.—The office of the Milton Lumber Co. burned; loss not stated.

Reed City, Mich.—Dry kilns at plant of William Horner burned; loss estimated at $5,000.

Shirley, Me.—The plant of the Shirley Lumber Co. burned; loss $50,000, partly covered by insurance.

Indianapolis, Ind.—Three storage structures filled with shingles and lumber belonging to the Capitol Lumber Co. burned; loss $5,000.

Huntsville, Ala.—Lumber yard of Nathan J. Williams damaged by fire; loss partly covered by insurance.

White, Ark.—The mill of the Gulledge Bros. Lumber Co. burned; loss $22,000.

Business Changes

Milwaukee, Wis.—The South Side Lumber Co. has changed its name to the Froedtert Lumber Co.

Montgomery, Ala.—The Erod Lumber Co. is now known as the Betly & Sons Lumber Co.

Charles City, Ia.—The Charles City Lumber Co. has sold out to the Wyatt-Lampert Lumber Co.

Columbus Junction, Ia.—The Bollenbach Lumber Co. has sold out to T. E. Dunn.

Baltimore, Md.—The Eisenhauer MacLea Co. is now known as the MacLea Lumber Co.

Chester, Mont.—The Hutchinson Lumber Co. has sold out to the Rogers-Templeton Lumber Co.

Ashby, Neb.—The Ashby Lumber Co. has sold out to the John Halloren Lumber Co., of Ottawa, Kan.

Downing, Wis.—Barnard & La Pointe have sold out to the O. & N. Lumber Co., of Eau Claire.

Marked Tree, Ark.—R. T. Pierce has been succeeded by the Pierce-Edmiston Co.

Jacksonville, Fla.—J. Taya's Sons Co., of New Orleans, La., has opened an office here.

Iron River, Mich.—The Phoenix Lumber & Supply Co. has increased its capital to $25,000.

Superior, Wis.—W. E. Hurst has sold out to the Hibbing Lumber Co., of Hibbing, Minn.

West Chester, Pa.—S. C. Black has sold his planing mill business to D. N. Showalter.

Fennimore, Wis.—The Center Lumber Co., a new corporation, has purchased the business of the Wisowa Lumber Co. Officers of the new company are L. D. Eastman, president; W. A. Graham, vice-president and treasurer, and Grant Lewis, secretary and manager.

North Tonawanda, N. Y.—The Kelsey Hardwood Lumber Co. has reduced its capital from $150,000 to $130,000.

Denver, Col.—The Empire Lumber & Manufacturing Co. has been succeeded by the Heffner Lumber & Manufacturing Co.

Magazine, Ala.—The Holt Lumber Co. has changed its name to the Gulf Mill Co.

King, Ark.—The King Lumber Co. has been succeeded by the King Saw Mill Co.

New Orleans, La.—The Western Lumber Co., of Columbus, O., has opened an office here.

Philadelphia, Pa.—The Thos. E. Coale Lumber Co. has increased its capital to $100,000.

Tripoli, Wis.—The Stolle Lumber Co. is now known as the Stolle Lumber & Veneer Co.

Lufkin, Tex.—The Philip A. Ryan Lumber Co. has leased what is known as the Foster hardwood mill, situated in the eastern portion of this county, a few miles from Manning, and will operate same.

Fayetteville, N. C.—The Whitlock-Spencer Lumber Co. has sold out to the Carolina Timber & Lumber Co.

Cambridge, Ida.—The Cambridge Lumber Co. has sold its retail yard to the Spurrier Lumber Co.

Chicago, Ill.—W. K. Cowan & Co. have been succeeded by the W. K. Cowan Furniture Co.

South Bend, Ind.—The Licking River Lumber Co. is liquidating.

Louisville, Ky.—H. A. McCowen & Co. have removed to Memphis, Tenn.

New Orleans, La.—The Crescent City Manufacturing Co. has been succeeded by the Crescent City Sash, Dood & Blind Manufacturing Co.

Minneapolis, Minn.—F. A. Duncan has withdrawn from the Merrick-Duncan Lumber Co.

Henniker, N. H.—Fred R. Atwood is removing his plant to Manchester.

Sherwood, Ore.—The Copeland Lumber Co. has been succeeded by the Tappendorf Lumber Co.

Fort Pierre, S. D.—Keyser & Bunker have been succeeded by George W. Keyser.

Hayward, Wis.—The Willow River Lumber Co. has increased its capital from $100,000 to $500,000.

Brinkley, Ark.—The Monroe Lumber & Timber Co. has moved its headquarters to Monroe.

Monrovia, Cal.—The Boyd Lumber Co. is succeeded by Frank L. Bortells, who will operate it as the Bortells Lumber Co.

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News Miscellany of the Lumber World

Pacific Coast News

SEATTLE, WASH.

Seattle, Wash., July 3.—Douglas fir manufacturers will be given an opportunity to bid on about 15,000,000 feet of lumber wanted by the Panama canal commission. Fir mills at first were eliminated from competing for this business because the specifications called for yellow pine. The industrial bureau of the Seattle chamber of commerce made a protest to the commission and to the Washington delegation in congress with the result that the specifications were changed so that fir manufacturers could bid on the business.

The old brig "Harriet G.," built thirty-eight years ago at Norfolk, Va., and which has been lying idle in Puget Sound for two years, has been pressed into the lumber service and will take 300,000 feet from Bellingham to South America. The charter rate is $30 a thousand feet.

On July 1 the Seattle office of the Lidgerwood Manufacturing Co. removed from 807-809 Western avenue to their new quarters at 63-65 Columbia street.

"More than $100,000,000 worth of commodities, other than lumber, are manufactured in the United States annually from wood," said Prof. H. K. Benson of the University of Washington in a speech before the Arctic Club on the utilization of waste products in lumber manufacturing. "The failure of the northwest to participate in this phase of wood utilization is therefore not particularly complimentary to its technical skill. In the northwest the manufacture of rosin might prove profitable provided certain methods, thus far experimental, may be applied on a commercial scale."

An order for 560,000 feet of creosoted Douglas fir wood stave pipe has been placed by the Wenatchee Reclamation district with the Pacific Coast Creosoting Co., of this city. The pipe will be sixty-three inches in diameter.

Log-towing rates on Puget Sound will be advanced 10 cents a thousand feet July 1. This increase is the first in the sound's log-towing industry in years. According to the tugboat men this increase will exactly offset the increase in the cost of operation.

* * *

SAN FRANCISCO, CAL.

San Francisco, Cal., June 19.—J. E. Frederickson, C. A. Rockstrom, T. N. Nock, S. A. McConbrey and George Shields, prominent lumbermen from the northwest, arrived in San Francisco recently to confer with California pine manufacturers about standardization methods.

The recently organized Goodyear Redwood Co. is planning to erect an office building at Greenwood, Cal., and will remodel the mill and increase the capacity to 100,000 feet a day.

The Mitchell-Dorr Lumber Co. of Eureka, Cal., which owns a shipping site at Field's Landing, contemplates logging 10,000 acres of redwood timber lying on Salmon creek and extending as far back as Lawrence creek.

Henry Coupe and Arthur Chase are erecting a sawmill at Oregon Hill, Cal., above Marysville, which will have a daily capacity of 15,000.

The McGlaufiin Co. is removing its mill from Sunnyvale to San Rafael, Cal. The concern manufactures specialties out of eucalyptus and is making the change on account of the quantity of timber available in the vicinity of San Rafael.

Three rafts of piling will be brought down the coast from Astoria to San Francisco this season by the Hammond Lumber Co., and the Benson Lumber Co. is preparing to tow four rafts to San Diego, each of these to contain about 6,000,000 feet of lumber.

The California White and Sugar Pine Manufacturers' Association has been incorporated at San Francisco, Cal., with a capital stock of $5,000 by E. H. Cox, C. R. Wisdom, E. A. Blocklinger, A. E. Roth and F. D. Madison. E. I. Dixon, grade inspector of the Red River Lumber Co., of Westwood, Cal., has accepted the offer to act as one of the first official inspectors for the newly formed association.

The paving of the first block on Battery street, San Francisco, with wood blocks, has proved to be so satisfactory that work has been commenced on the paving of the next block between Pine and California streets. The wood block paving necessitated a contribution on the part of the property owners, who were quite willing to pay the difference in price between this and an asphalt or basalt block pavement.

Inland Empire News

SPOKANE, WASH.

Spokane, Wash., July 3.—The melting of last winter's snows coupled with heavy rains of the last two weeks has put the Kootenai river, just east of Spokane, over its banks, severely crippling the many big mills located on the river.

The Bonners Ferry Lumber Co., at Bonners Ferry, Idaho, the Libby Lumber Co., at Libby, Mont., and the Eureka Lumber Co., at Eureka, Mont., have all been forced to close down on account of the flood. The damage, however, is not extensive and all the mills will be in operation again within a few days.

A. W. Laird, of the Potlatch Lumber Co., located at Potlatch, Idaho, just south of Spokane, and J. P. McGoldrick, of the McGoldrick Lumber Co., of Spokane, have returned from two weeks in California, where they were in conference with California lumbermen regarding grade standardization.

The Milwaukee Railway Co. is bringing in from six to twenty cars of logs daily and dumping them into the Spokane river from the International tract, about 20 miles east of Spokane. These logs are from the extreme north end of Kootenai county, Idaho, and from Bonner county, and presage the development of a new logging industry of some magnitude.

To increase the manufacturing capacity of its sawmill near Olympia, Wash., the Buchanan Lumber Co. is making a number of changes in its plant, installing new machinery and boilers and constructing a 100-foot brick stack. Sylvester LaBarra is in charge of the building of the new stack which has reached the 75-foot mark and is rapidly nearing completion. Four big boilers are being bricked in and a sawdust house of solid construction has been erected. New sawdust conveyors have been put in and changes made about the mill.

* * *

KALISPELL, MONT.

Kalispell, Mont., July 1.—A. O. Westburg, of the A. O. Westburg Lumber Co., Columbia Falls, Mont., transacted business in Kalispell recently. He reports the mill running its full capacity of one shift, and that they contemplate a long season's run. The company recently installed a donkey engine, and several miles of railroad.

The Libby Lumber Co., Libby, Mont., is operating its sawmill and shipping department to its full capacity, and is getting out about 8,000,000 feet of lumber per month, a considerable portion of which is delivered to its string of 26 yards through Montana and the Dakotas. The company is working a large force of men in its logging operations, which is handled by rail and donkies, and overhead skidders. The plant is one of the most modern in northwestern Montana, and has sufficient timber in sight to warrant several years' operations at the present site.

In the near future the Northern Pacific will build a 35-mile branch line from Dixon up the Flathead river for a few miles, swing northwest in a big curve to Ronan, and by swinging into Polson from the east will afford the road a tap into the heart of the Flathead country and a line to the outlet of Flathead lake, which is becoming widely known as a summer resort. Information that the road will be built at a cost of

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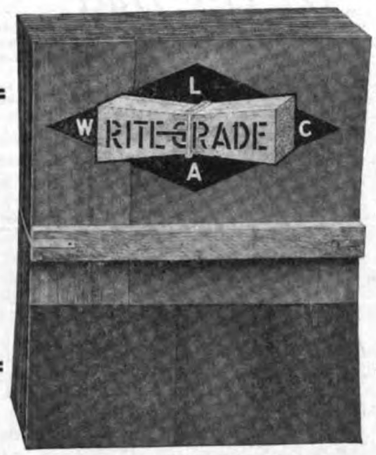

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C. B. LUMBER & SHINGLE CO., Everett, Wash.; Sales Agent: Pacific Timber Co., Everett, Wash.

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FOR OTHER INFORMATION

SHINGLE BRANCH

WEST COAST LUMBERMEN'S ASSOCIATION

TTLE - White Building - WASH.

about $1,000,000 was received here yesterday from reliable sources, following the visit over the proposed line by J. M. Hannaford, president of the road and his assistant, Thomas Cooper, during the latter part of last week. Surveyors have been going over the route of the new line.

The sale of the Warland Lumber Co.'s business, at Warland, Mont., to Thomas Baird and William Harper, which was closed last week, comprises a transaction of considerable magnitude. The purchase includes all of the mill property, store building, and cut over lands, including the lands of the townsite of Warland, and standing timber to the extent of 680 acres.

* * *

COEUR d'ALENE. IDAHO.

Coeur d' Alene, Idaho, July 3.—The concrete foundations of the planing mill machines are being poured into position in the big new plant of the Edward Rutledge Timber Co., at Coeur d'Alene, and soon these high speed machines, electrically driven, will be surfacing and milling Marble Creek white pine for shipment to eastern points. The plant was built in a remarkably short time. Grading for the foundation began October 19, but not until November 12 was the railroad spur completed so that material could be brought to the site. Equipped with two double-cutting band saws, a 96-inch edger, and a selection of all that is best in modern manufacturing, the mill is turning out about 300,000 feet in two shifts. The lumber yard is situated thirty feet above high water mark on a gravel base that absorbs all surface moisture and is exposed to every breeze that blows across Lake Coeur d'Alene. This affords unusual air-drying facilities, which is a considerable advantage from the viewpoint of the retail lumber dealer.

Owing to the location of the timber, which lies largely in the Marble Creek basin, the company has adopted the trade name of "Marble Creek, Idaho, White Pine."

F. J. Davies, secretary of the company, an authority on timber and a man who has devoted a lifetime to looking after timber lands, has charge of the logging and transportation of the logs to the plant. Huntington Taylor, the vice-president and general manager of the company, was for 18 years with the Northern Lumber Co., at Cloquet, Minn., with the exception of a few years that he was connected with the Northwest Paper Co. there, and for a number of years was assistant to Manager Rudolph M. Weyerhaeuser. Lawrence R. McCoy has charge of the sales.

Central Southern News

MEMPHIS, TENN.

Memphis, Tenn., July 4.—Application for a charter has been filed with the Tennessee authorities by James E. Stark & Co., Inc., as successors to James E. Stark & Co., of this city. The capital stock of the new corporation is $300,000 and organization has been perfected by the election of the following: James E. Stark, president; M. C. Raymond, vice-president; E. A. Okerbloom, secretary; and J. E. Walsh, treasurer. The last named three, together with B. W. Hirsh, an incorporator, and H. C. Roeske, a director, are employes of James E. Stark & Co. who have been taken in as stockholders by James E. Stark & Co., Inc. The new firm will operate the mill at Memphis belonging to the Memphis Veneer & Lumber Co., in which James E. Stark is the principal owner, and it will also run the mill at Dyersburg, Tenn., recently acquired by James E. Stark & Co. from the Price-Ruhl Lumber Co. The separate identity of the Memphis Veneer & Lumber Co. and James E. Stark & Co., Inc., will be maintained but the two will work closely together with a view to expanding the business of each.

Roland H. Darnell has been elected president of R. J. Darnell, Inc., and the Darnell-Love Lumber Co. as successor to his father, R. J. Darnell. Fred M. Darnell has been made vice-president of both firms. These, however, are the only changes resulting from the death of R. J. Darnell as R. J. Wiggs continues in the capacity of secretary-treasurer. The will of Mr. Darnell named Roland H. Darnell and Elliott Lang as administrators of the estate, valued at about $1,000,000, and directed that the affairs of the companies in which he was interested should be conducted along the same lines as before his death until the youngest beneficiary reached his majority. Therefore the business of R. J. Darnell, Inc., and the Darnell-Love Lumber Co. will be conducted as before. R. J. Darnell, Inc., owns the big double band mill at Batesville, Miss., together with a vast amount of timber in that territory, and preparations are now being made to start up both sides of this big plant. Only one side is being operated at present. The Darnell-Love Lumber Co. owns two mills at Leland. One of these is being operated now but the company will start the other mill in a few days. Information regarding plans for increased manufacturing operations comes from R. J. Wiggs.

Memphis has become headquarters for H. A. McCowen & Co., formerly of Louisville, Ky., and the business of that firm will in future be conducted from this city under the general management of R. L. Jurden who has been elected head of the company. These changes have grown out of the recent death of H. A. McCowen, of Louisville, president of that firm and one of the principal stockholders in Penrod, Jurden & McCowen. Other officers elected are: K. S. Daugherty, vice-president; W. L. Fletcher, treasurer, and E. B. Snyder, secretary. H. A. McCowen & Co. own a mill at Bristol, Tenn., and one at Logansport, Ind., and both of these will be kept in operation under the new management.

* * *

JACKSON, MISS.

Jackson, Miss., July 5.—The big hardwood mill of the Henry Maley Lumber Co. has been completed and placed in operation. This concern for a number of years had a plant at Yazoo City, Miss., but it was decided some time ago that it should be removed to Jackson because the timber supply at the former point had been cut out. The Jackson mill will have a daily capacity of 50,000 feet. C. E. Maley is president of the Henry Maley Lumber Co. while J. W. Bertrand is secretary.

R. G. Kennedy and C. L. Ray, of Amory, Miss., have made plans for incorporating the Amory Lumber Co. and building a planing mill there with daily capacity of 40,000 feet per day.

The contract has been awarded L. Moore Dry Kiln Co., Jacksonville, Fla., by E. E. Jackson Lumber Co. for seven rooms 20x104 feet of the Moore moist air type. These kilns will have a holding capacity of 315,000 feet per day and will dry about 125,000 feet every twenty-four hours. The kilns will be modern in every respect and of fireproof construction. The work on this modern plant is progressing rapidly and it is expected the entire plant will be ready for operation by the first of September.

Northern States News

MINNEAPOLIS, MINN.

Minneapolis, Minn., July 7.—Building operations for the first six months broke all Minneapolis records with a total of $10,573,325. For the corresponding period of 1915 the cost of construction was $7,726,755. The unprecedented gain is due to a steady and persistent building campaign, and is not because the total was swelled by a few exceptional buildings.

Rising stage of water due to recent heavy storms let loose 500,000 feet of logs belonging to the Northland Pine Co., held in boom below the government high dam between Minneapolis and St. Paul. The logs had gone over the dam early in April when the going out of the ice caused a rampage that started at Elk River, Minn., and took a great many logs down stream. The sudden rise of the Mississippi river again July 1, caused the second runaway of the logs. The Mississippi & Rum River Boom Co. has been put to it to gather the strays. The Northland Pine Co. has had difficulty in keeping logs in boom from running by its mills in Minneapolis.

The Shevlin Co., with headquarters in the Soo-First National building, Minneapolis, has purchased a tract of 26,000 acres of pine lands near its big mill at Bend, Ore. The tract was bought from the Mueller Lumber Co., Davenport, Iowa.

Raymond Yates has been appointed as Minneapolis representative of the Bonners Ferry Lumber Co. of Bonners Ferry, Idaho, and of the Edward Rutledge Timber Co. of Couer d'Alene, Idaho. He is in charge of the joint office maintained by the two concerns in the Lumber Exchange in Minneapolis.

A teamsters' strike, which was in progress during June in Minneapolis, caused considerable inconvenience to retail lumbermen in handling city trade. Teamsters organized a union, but made no demand for additional wages or shorter hours, merely asking that their union be recognized. It was not recognized and non-union teamsters were hindered in making deliveries. More than 200 special police were sworn in. Aside from delays and a few altercations between non-union teamsters and strikers, the strike is now a memory. De-

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liveries are again being made on schedule time. The strike has been practically abandoned.

Henry G. Hayes is now making his headquarters at the Hotel Radisson in Minneapolis while he is representing the Old Oregon Lumber & Shingle Co. in this territory. His field covers Minnesota, North and South Dakota, Iowa, Illinois and Wisconsin. The firm has general headquarters in Seattle, with mills at Everett and Anacortes.

Southwestern News

HOUSTON, TEX.

Houston, Tex., July 5.—D. E. Mead has opened a yard of his own at Lauresa, Texas, under the name of the Lauresa Lumber Co., with a capital stock of $25,000.

Ross and Jones have just put in a mill at Cleveland, Texas, with Capt. J. P. Ross as manager.

The lumbermen of the city are considerably worked up over the recent fight by the old line insurance people of this state before the Texas Insurance Commission to increase the rate of insurance on wooden roofs. The hearing was held early in June, and lasted about a week, developing into a fight against wooden shingles and wooden construction in general. The lumbermen made a vigorous protest and arguments in the case will be duly presented by their counsel.

* * *

BEAUMONT, TEX.

Beaumont, Tex., July 3.—The British steamship Pikepool, by far the largest lumber boat yet to dock in the local harbor, arrived here shortly after 11 o'clock Thursday morning. The huge steamer rounded the turning basin and tied up at the Pearl street wharf, where she will take on a cargo of approximately 3,000,000 feet of yellow pine timber. She will be in port during the Fourth of July celebration and will sail for England about next Thursday.

This is the third of the fleet of five vessels chartered by the Standard Export Lumber Co. to load at Port Beaumont. She is much larger than either of the first two to load here, and her capacity is as large as that of both the other two vessels, the Weardale and August Leffler.

The Pikepool is 346 feet long and has a 51-foot beam. When loaded she draws 23.3 feet of water. Her draft tonnage is 3,683 tons.

Crops are good throughout Texas and prospects for retail trade are good. Several new mills and yards have been opened for business lately.

South Atlantic News

JACKSONVILLE, FLA.

Jacksonville, Fla., July 3.—George A. Cartwright has resigned as traffic manager of the Georgia-Florida Saw Mill Association to take a position in Philadelphia. His assistant, W. E. Gardner, succeeds him.

The mills in this section are not suffering for want of orders, but the need of transportation facilities has been badly felt in this section both by rail and water. The export trade especially is hampered. There are not enough ships to go around.

Transportation conditions are improving all the while, and though there is no immediate prospect of better shipping facilities by water we believe that this will develop before a great while.

Middle States News

BUFFALO, N. Y.

Buffalo, N. Y., July 7.—Building business has held up well in this city during the past month, although the figures may not equal the same month of last year. June last year was the largest building month of 1915, the total cost of permits being $1,673,392. The year is a little behind last year to date, but this is due in some degree to the bad weather, which lasted pretty much through both May and June.

Not as much lumber is being brought in by lake this season as a year ago and this is due in part to the high lumber freight rates and the shortage of vessels. Every week has seen mention of sales of lumber boats to go to the ocean trade and the number has been so large as to reduce materially the available vessels. Some of the yards say they have had great difficulty in getting charters for this season, although they have quite an amount of lumber to be brought in. The movement by rail has been larger than usual, as the dealers who wanted stock promptly have not always waited for boats. Not much shortage of lumber stocks here is reported and with what has been received so far this season most of the yards have a pretty fair assortment.

J. B. Wall, president of the Buffalo Hardwood Lumber Co., will make a trip to the Canadian Pacific timber country this month, accompanied by John Welch, a lumberman of Memphis. The Walls own some large timber tracts in British Columbia and are planning to develop them. The two lumbermen will probably be away for five or six weeks.

The Buffalo preparedness parade was one of the greatest demonstrations ever held here, and the lumbermen were in line as a body to the number of several hundred. All the yards had a good representation, showing that when anything big is going on in Buffalo lumbermen are usually in it. Buffalo is to be represented by at least two lumbermen at the Mexican border, these being C. Ashton McNeil and S. S. Mitchell, who are members of Troop I.

Ohio Valley News

CINCINNATI, OHIO.

A steady improvement in the local situation was noted for the better part of June, especially toward the end of the month. The impetus to the market no doubt was gained to a great degree through the improvement in the building situation, as is shown by the figures recently given out by the building commissioner. While the gain in June this year over a year ago is not large, the proportion is ample enough to be very encouraging to tse lumbermen. Permits in June, 1916, amounted to 1,560, receipts $2,936.95 and total cost $1,082,580, against permits in 1915, (June) 1,479, receipts $2,832.85 and total cost $940,635.

Cincinnati lumbermen have been advised, through a report by Special Agent Roger E. Simmons, of the Bureau of Foreign and Domestic Commerce, that more cordial business relations with South American lumber consumers is to be had for the asking practically. He says that now considerable Douglas fir from the Pacific Coast is being marketed in Chili and Peru, with little of the friction which for so long has characterized American trade with Argentine, Brazil and Uruguay. Ecuador, it is said, would be a promising field for the American lumbermen were it not for the high tariff.

Big motor truck orders are being received by car building concerns and automobile manufacturers in this section recently from the U. S. government. At Springfield, a few miles north of Cincinnati, a concern there has just finished two train loads of trucks on an order for 132 trucks. The entire order will amount to about four trainloads. The machines are of the three ton and half ton size, chain driven model.

* * *

EVANSVILLE, IND.

Evansville, Ind., July 7.—J. C. Greer, of the J. C. Greer Lumber Co., a few days ago returned from Louise, Tenn., Cumberland Furnace, Tenn., and Lone Oak, Tenn., where he inspected the company's stave factories. He reported all the plants being operated on steady time with a good demand for tobacco hogshead staves.

Maley & Wertz, of this city have established a sales office at Grand Rapids, Mich., with Thomas J. Christian in charge.

John A. Reitz & Sons, hardwood lumber manufacturers of this city, a few days ago acquired a tract of timber land containing 125 acres in western Kentucky and the logs will be cut and brought here by rail. It is something unusual for this company to bring in logs by rail, as for the past several years it has been getting its log supply by boat from the Green river country in western Kentucky.

Fred Bergman, of Bergman & Mann, lumber dealers and planing mill owners at Chrisney, Ind., was here on business a few days ago.

The veneer factories in Evansville and neighboring cities are being operated on full time and this year up to this time has shown a nice increase in business over last year.

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LUMBER WORLD REVIEW
608 S. Dearborn St., Chicago, Ill.

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The Current Trend of the Lumber Market

General Market Review

The statement that lumber has not made any progress in the last two weeks would be plainly superfluous. At the same time the movement of stock from mill to assembly point and thence to consumer has not been altogether restricted. In fact, as compared with some periods of the last two years, the lumber market might be termed almost active, but when contrasted with last fall and winter it is undeniably slow. There is no buoyancy anywhere, as far as that is concerned, but there is nevertheless a steady, quiet, unobtrusive drift of lumber into consumptive channels every day. This does not seem to count for much at the moment, but in the aggregate it mounts up to comfortable proportions. This is not sufficient, however, to reduce stocks perceptibly nor influence prices favorably, but without doubt it is holding the market and prices are not being slaughtered with the same recklessness that has prevailed at times during the past three months.

There are several favorable features observed, not the least of which is the very great improvement recently reported in the crop situation. Advices as to the condition of the winter wheat crop are more reassuring than had been anticipated, while the northwestern wheat crop is even better than early reports indicated. Corn is in good condition, although in the central western territory some radical losses are reported. Altogether the crop conditions are encouraging, rather than pessimistic, so that the territory which furnishes the market for most of the lumber will be fairly prosperous. A very encouraging feature also is found in the fact that money continues plentiful, interest rates are nominal, building prospects are unusually favorable and the small towns and cities are evidently destined to be large users of lumber this year as a result of these co-ordinate features.

NORTHERN AND WESTERN PINE.

In recent weeks there has been a gradual lowering of demand as well as supply of western pine. Trade has not been particularly active, nor has it suffered serious impairment. In fact, there has been a fairly normal inquiry and movement of soft pine lumber into consuming channels right along. Whether this has been at satisfactory prices is, perhaps, a mooted question, but the fact remains that manufacturers in the Inland Empire, in California and in the middle north have not felt called upon to sacrifice their stock. As a consequence prices are held fairly steady and the demand in the main is satisfactory. The drift of opinion among manufacturers of soft pine is that the present lull is only temporary. Many of the manufacturers have contracts ahead and this will tide them over until normal demands appear.

SOUTHERN PINE.

A resume of the reports received from southern pine manufacturers indicates a continued dullness in the general movement, not only in yard stock but in special lines such as car material and timbers. There is no doubt that business has slowed down very materially within the last three or four weeks, as is shown by the weekly trade barometer of orders, cut and shipments. At the same time the volume is not discouraging in any degree, showing only such decline as might be anticipated at this stage of the building season. Many wholesalers and retailers had provided themselves liberally with stock in the early spring and this has not all been disposed of. Reports from traveling men, however, indicate that considerable of the lumber bought early in the year has gone into consumption and that it is only a question of a month or so when replenishment will be necessary. The fact that unfilled orders for over 350,000,000 feet of pine were reported from 153 mills assures continued good business for several weeks ahead, at the end of which period the usual fall requirement is likely to appear.

Yellow pine distributers in the northern territory are satisfied that there is something in the way of business ahead of them during the remainder of the year. The building permits in Chicago, for instance, are of a character to promise a large consumption of yellow pine during the last half of 1916. With the war situation quieting down and a more hopeful feeling as to general business prevalent, there should be at least a partial resumption of activity in the near future. The railroads are in a somewhat precarious condition because of the threatened strike of their employees. It is feared that a general strike in the rail industry would precipitate more grief for lumbermen than any other single factor that might enter into the problem, although they have survived some pretty hard knocks in the last few years. The probability is, however, that some satisfactory settlement will be reached before the fall months, in which event railroad and car construction will proceed and much lumber will be required.

CYPRESS.

The movement of cypress in this territory is fairly large and there is much encouragement for activity during the last half of the year. Some of the dealers in this territory say that they are having a little inquiry from greenhouse and tank manufacturers and that this outlet is likely to become more active soon. Prices have been maintained on a fairly good level. As far as yard stock is concerned the demand has not been heavy, but has been fairly large, coming from the western and southwestern territory and mostly mixed cars.

NORTHERN AND SOUTHERN HARDWOODS.

According to the most reliable advices the hardwood market is in a negative position. The interior finish trade is exceedingly quiet and there is not much promise of any particular revival this month. At the same time stocks at the factories have been constantly drawn upon and some replenishment is going on right along. Prices are more favorable to buying than in the early spring and many consuming concerns are insuring themselves against a possible shortage of lumber and consequent higher prices later on by contracting now for desirable stocks. Considerable interest is attached to the furniture expositions at various centers and the reports from these are encouraging. There are many visitors and considerable buying is reported.

Shortage is reported in inch plain red oak in some quarters, especially in first and seconds, but No. 1 and No. 2 common are in increased supply. Quartered white oak is also plentiful in the firsts and seconds grades of inch, but other thicknesses are low. There is a shortage of No. 1 common and there are said to be many unfilled orders for this grade. A satisfactory inquiry is reported for poplar and many stocks have been drawn upon heavily. In chestnut the demand is fair with ample supplies, although the sound wormy grade is reported to be well absorbed.

Concerning the northern woods there is little of moment to record. Sales have been reasonably heavy and stocks are not large. In fact there is a considerable shortage in some of the principal items. Thick maple is in particularly good demand and all thicknesses are easily salable. There is a continued strong inquiry for birch and the market is well cleaned up on that item, much of the buying having been done early.

HEMLOCK.

Business is only moderately active in the hemlock line and prices are easy. Mill stocks are not large. The low price of yellow pine has not affected the demand for hemlock seriously, but has exercised some influence on the price which has been held after all on a fairly steady level. The excellent crop prospect throughout the hemlock territory is especially encouraging to producers, as they believe that it means liberal orders in the late summer.

SHINGLES AND LATH.

The red cedar shingle market is practically unchanged. There is very little stock in transit and no difficulty is experienced in marketing whatever is offered. Some of the mills that were closed down on account of the strike and other reasons have started up and hence there is no prospect of scarcity. Prices are based on $1.45 to $1.50 for stars and around $1.90 to $1.95 for clears f. o. b. mill. This makes the market in Chicago territory $3.11 to $3.16 for clears and $2.52 to $2.57 for stars.

South Atlantic Markets

NORFOLK, VA.

A lumberman of Norfolk writes us as follows: "The fear of losing a few orders has had a marked influence on the market. The lowering of prices on low-grade lumber by some of the manufacturers has brought about some disastrous price cutting. However, many mills are now curtailing production, some of the larger mills cutting down to 50 percent.

"Sales are not very heavy just at this time, but prospects for improvement in demand are good. There is no doubt that prices will advance within a few weeks."

* * *

JACKSONVILLE, FLA.

This report comes to us from Jacksonville: "Although in many sections of the county the lumbermen are feeling the want of orders, according to the information that can be gained, the mills in this section are not suffering along this line, as many of them have orders ahead that will insure their operation for from 60 to 90 days, at which time the heavy orders for winter building will then begin to arrive.

"While there has not been the expected demand in the very large eastern cities, it is a fact that the yards in the east are asking and obtaining more for lumber than for a long time. This information we have from wholesalers who have recently visited that territory."

* * *

BALTIMORE, MD.

We have received this report of the Baltimore market: "The market in yellow pine is not as strong as it was sixty days ago: the demand is less active, and there have been some recessions in prices. The demand for pine from the box makers continues good.

"In hardwoods, too, the demand has fallen off to some extent and stocks are increasing; prices, however, are firm.

"The principal feature in the market continues to be the export business, which is suffering from the restrictive regulations adopted by the British government; the lowering in ocean freight rates has caused some reduction in prices.

"Lumbermen in general are busy, and maintain that business will be better later in the season."

Inland Empire Markets

SPOKANE, WASH.

We have received this report of the local market from Spokane: "The yards are not overstocked and the volume of business was declared sufficient to warrant steady operations.

"The local trade in eastern Washington has been stimulated recently by the improvement of farms and the erection of granaries for the coming wheat crop. The wheat growers are seeking storage facilities in order to avoid the excessive sack costs.

"City trade is fair, new construction work exceeding that under way a year ago. Building permits issued during the first five months of 1916 involved an expenditure of $700,035, comparing with $475,071 for the same period in 1915.

"Prices are much better and business far bet-

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ter than a year ago. We will keep our mills running throughout the summer. During the last month prices have made no noticeable change."

New England Market

A lumberman writing from Boston speaks of the New England market as follows: "There is a fair request for all lines of hardwood lumber and prices are being well maintained. Factory stock is in especially good demand.

BOSTON, MASS.

"Some weakness is manifest in the market for southern pine. Heavy construction timbers and dimension are bringing good prices, but boards, partition and flooring are obtaining concessions.

"The market for cypress, poplar and Pacific coast woods is practically unchanged in volume and prices; the volume is fair and the prices satisfactory. The hemlock market is not so satisfactory as it was a fortnight ago, the concessions in southern pine naturally depressing this market."

Ohio Valley Markets

A correspondent well informed on market conditions in Cincinnati writes us as follows: "A general improvement in the building situation, due in the main to the continued fair weather, has had a very beneficial effect upon the local lumber market. While orders are not coming in with any great rush recently, inquiry has developed very heavily, both in numbers and volume. Much of this is confidently expected to materialize into good business in the near future. This, in connection with the promising outlook has caused the local market to strengthen considerably and while off color a couple weeks back, shows unmistakable signs of coming back to life.

CINCINNATI, OHIO.

"There is a general feeling of optimism evident. The consuming factories are ordering in increased volume and their inquiry spells some big business in the near future. The furniture factories are going along especially well. Gum and oak are finding a good market with the furniture manufacturers, while the fancy woods such as mahogany, Circassian walnut and domestic walnut are moving well and commanding especially good prices. Dry stocks, fairly well assorted a couple of weeks back are becoming pretty well thinned out and many items are getting quite scarce. As is usual in a case like this, the demand seems to be center particularly on those items which are the scarcest to obtain. Prices are strengthening materially, there being few instances of any selling being done below the standard quotations."

* * *

A man well informed on the hardwood situation in Evansville and southwestern Indiana writes as follows: "There has been a slackening in trade with the hardwood lumber manufacturers in this section during the past ten days or two weeks, but this was looked for, as this time of the year generally witnesses the slowing up in business in almost all manufacturing lines. It is not expected that trade will take on much activity before the last of August or the first of September, although the manufacturers of course expect to do some business. Some of the large mills in Evansville and vicinity are being operated on full time, while on the other hand, a few of the mills are closed down for the time being.

EVANSVILLE, IND.

"Collections are good and the general tone of the business world is not discouraging. Crop conditions are quite promising. The wheat crop will not average over 60 percent normal. The corn crop is more promising, however, and an unusually large acreage was planted in southern Indiana this year. The timothy hay crop is expected to be one of the largest in many years.

"Lumber prices are holding steady and there is no disposition on the part of either the manufacturers or retail dealers to cut or slash prices. There is still a strong demand for quartered white oak, while plain oak is only in fair demand. Gum is holding up well and the furniture manufacturers have been buying in liberal quantities. Ash and hickory are in good demand, while walnut is dragging. The river mills here report that they are getting a good many inquiries for quartered sycamore and some of this lumber is moving. Poplar has been dragging for some time past, while elm is only fair.

Pacific Coast Markets

A leading operator in the northwest has this to say of market conditions: "We beg to state that with the general curtailment, more unanimous than at any time in the previous history of the business, we anticipate that conditions will not necessitate further reductions in price. Reduction of capacity to the demand now in effect and anticipated after the Fourth, will be the logical solution of our difficulties.

TACOMA, WASH.

"The strike situation on the water-front on the Pacific coast has been so serious that nothing is moving by water except under a heavy strain, and operators generally feel that the time has arrived when 'open shop' conditions must prevail if industries are to exist."

* * *

A correspondent well informed on market conditions in the northwest writes us as follows: "A peculiar condition has developed in the lumber industry of the Pacific northwest. For several weeks the volume of new business arriving has steadily been declining and there has been considerable talk among manufacturers of a decided curtailment of the output. But within the last few days the market has shown some strength. A buying movement of considerable proportions has set in. This new business is for retail yard stock and special cutting orders. Railroads also are taking some of the business.

SEATTLE, WASH.

"It is thought by some manufacturers that the return to wood construction by the railroads in place of the high-priced steel is responsible for the increased demand for lumber by the transportation companies.

"One of the chief topics of discussion among mill men at this time is curtailment of the output. Many believe the only salvation of the industry is to close at least one day a week, preferably Saturday. So far there has not been any great accumulation of stocks at the mills in spite of the fact that some of the larger operators have from 10,000,000 to 20,000,000 feet on hand, but this is not considered a heavy stock for these particular mills.

"The log market continues firm. So far there has not appeared any surplus of logs in the water, nor have quotations declined. Cedar logs continue scarce notwithstanding the strike of the shingle weavers and the consequent closing of some of the mills.

"Red cedar shingles are soft. There is a very light demand, although this condition is not unusual at this season. Stars are weak at $1.50 and clears show little evidence of being able to hold at $1.95.

"Charter rates still are high and this fact coupled with the strike of the longshoremen is holding the off-shore trade down. Some shipping men are of the opinion that charter rates have reached the high mark and that in six or eight months the rates will weaken and lumbermen will be able to enter the foreign market to a greater extent."

* * *

A correspondent well informed on local conditions sends this letter from San Francisco: "The lumber situation at San Francisco has changed but little during the past fortnight. The strike of stevedores is still on at this port and but little lumber is being handled. The Shipowners' Association of the Pacific coast, whose members own most of the lumber schooners, has issued a statement to the effect that at San Diego business is being carried on by lumber yards on about the usual scale and that schooners could be unloaded at Redondo, Santa Barbara, Port San Luis, Hueneme and Ventura. At San Pedro the yards will be reopened as soon as police protection is furnished. The lumber yard men of San Francisco are keeping their agreement to sell no stock until a settlement of the labor question is reached and lumber is to be had only in a few yards whose owners are not a party to this agreement. Some lumber is being received from day to day but these receipts have not been heavy enough to cause any marked congestion. Conditions similar to these are prevailing in other cities around San Francisco bay and building operations are being affected to a noticeable degree.

SAN FRANCISCO, CAL.

"Owing to the longshoremen's strike a large part of the freight formerly carried by the water route has been diverted to rail and the immediate result has been a shortage of cars.

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Gulf Coast Markets

The market in New Orleans is reported as follows: "The yellow pine market is showing considerable activity. There have been some large orders recently and many inquiries lead to the belief that heavy business will develop later. The local market has been unusually active lately, much building being under way.

NEW ORLEANS, LA.

"Cypress mills report about all the business they can handle and prices from car manufacturing concerns and railways are placing some good orders, and there is active buying on the part of the yard trade. The demand for factory stock is improving.

"Building throughout the New Orleans territory is more than usually active, so that the market for sash and doors is very good."

* * *

A manufacturer of cypress expresses this opinion of the market: "As to the lumber situation at present:

PATTERSON, LA.

"The cypress market has been rather quiet for the past month, due chiefly, I think, to the fact that during the last of the past year, and the beginning of this year, the wholesalers and retailers bought heavily and are now pretty well stocked up. What orders we do get specify in nearly every instance, rush shipment, which would indicate that the dealers are still unwilling to buy heavily.

"We do not anticipate a healthy increase in business for a month or so yet, although we have recently had inquiry from one man for two and one-half to three million feet of lumber."

* * *

A lumberman writing from Beaumont says: "There has been some improvement in the yellow pine market here within the last few days. Millmen report increase in inquiries and demand and a firming up of prices.

BEAUMONT, TEX.

"The prospects for export trade are better than for some time and the outlook for the interior trade for the remainder of the year is excellent.

"Prospects for building in Texas and throughout the southwest are reported to be excellent, and crops throughout the southwest are good."

Northern States Markets

A leading Nebraska lumberman writes us as follows: "We are experiencing at this time a very soft market on yellow pine which in our opinion will affect the western market. The decline on west coast products in this immediate territory has not been as marked as it has been in yellow pine, which we think is accounted for by the extraordinary efforts which the west coast mills are putting forth to hold the market firm.

OMAHA, NEBR.

"Just why the decline occurred, we are not in a position to state definitely. Here's our opinion of it, however. The advances which went into effect both south and west starting about the first of last September were, as you know, abnormal. The mills experienced a little demand, a percentage of which was domestic, part of it railroad purchasing and some export. They had been running along from hand to mouth for so long that as soon as they had a good excuse for putting up the market, they of course did so, and in our opinion overdid it. You will remember that lumber advanced practically 60 percent in about so many days. There is no question but what the mill men were entitled to this advance but a mistake was made in that it wasn't spread over a greater length of time.

"The foreign war condition and preparedness talk in our own country led them to believe that a market would be made for their manufactured stock and the advance which they had put into effect could be maintained. We believe they are now realizing that the major portion of this so-called demand was fictitious and now that they are getting down to earth, they find their stocks accumulating and necessarily have to be moved, therefore the general softening in market conditions.

"Together with this, of course it is possible to ship lumber at this season of the year, particularly from the west coast, for less money than during the winter. In other words, the under-weights are such that fir can be laid down on a 50 cent rate from 50 cents to $1 a thousand less now than it could be along in the winter, and at the same time the mill men get practically as much for their stock as they would then.

"Whether the market will continue to decline, we of course are not in position to say. It is not our opinion that lumber will become as cheap again as it was this time last year but we are guessing that at least it will be possible to purchase stocks the latter part of July cheaper than it can be done at this time. The greatest trouble with the lumber business at large is the fact that there is no stability to the market of the commodity."

* * *

This report of existing market conditions and prospects of future business comes to us from Minneapolis: "Predicted increase in business from rural yards is still largely in the predicted class, although there is daily greater assurance that the business is to come. Farmers of the northwest are now paying close attention to growing crops. Wheat and other small grains never looked better. The hay crop is excellent. Extensive building operations among the farmers is confidently expected when the crop is out of the way. As things stand now the retail lumber dealers are ordering only to keep stocks somewhat filled.

MINNEAPOLIS, MINN.

"Northern pine and hemlock are moving fairly well and at list prices, there being no concessions made.

"City building goes on apace. Factory demand for thin stuff and low grade lumber for shipping crates keeps the tag ends cleared up at fair prices. Sash and door factories are kept busy with city orders and get an occasional mixed car order from the country trade. The factories say that country yards are low in all interior finish and expect big orders will be placed later in the season. Hardwoods of the northern kinds are still bringing stiff prices, but are moving only to fill current demands, buyers hoping a decline in prices may come and give them an opportunity to fill broken stocks. Manufacturers do not expect to make any concessions as southern production is being curtailed and the demand for hardwoods is large and growing larger.

"White cedar posts and poles have begun to move a little more rapidly, although buyers are holding back some of their biggest orders on account of the excessive price of copper wire used in telegraph construction. Even wire fencing material has gone skyward, retarding farmers' work."

* * *

A Wisconsin manufacturer writes us as follows: "We have practically withdrawn from the market, due to the fact that our stock is depleted. Yellow pine has weakened to some extent, but the transient shipments, which at one time threatened to undermine hemlock values, are less in evidence than for some time past.

RIB LAKE, WIS.

"Trade is getting better every day as the weather conditions improve, and stocks get in fair shipping condition. I do not notice any weak spots, although occasionally some firm stretches the concession to $2.25 and even $2.50 to move some item of his surplus. I feel greatly encouraged over the outlook for fall business, both as to values and volume."

Middle States Markets

A correspondent well posted on the lumber situation in western New York writes us as follows: "The lumber trade shows a little less activity than a few weeks ago and some easing off in prices has occurred. The mills have curtailed their output to some extent, but the supply of most lumber is fully adequate to the needs of the trade. The weather during June, as well as May, was for the most part not favorable to doing any active lumber business. An unusual amount of rain fell and this greatly hindered the farmers from carrying on their sowing. The apple crop will be much smaller than was at first counted on, while many farmers were unable to sow oats at all, because of wet lands.

BUFFALO, N. Y.

"The demand from retail dealers through western New York has therefore not been up to expectations during the past few weeks. Lumber at these yards has been moving out so slowly that it has been necessary to buy only a small amount of new stock. In the factory towns business is going on at a good rate and the demand for

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lumber has been on a satisfactory scale. Business would be still better if labor costs were not as high as at present.

"Prices of different building woods remain fairly steady, though they are not as high as some weeks ago. Lumbermen say that a readjustment process is going on and that prices in some woods, at least, went up to an unjustifiable level. A decline has been of benefit to the situation, and it is not thought that it will have to go much further than it already has in order to stimulate buying. For the present a hand-to-mouth policy is the general rule among lumber buyers. Stocks are being gradually reduced and are not above the ordinary in most instances.

"The hardwood trade has been only fair lately, having shown a decline from six weeks to two months ago, as is natural at this time of year. Prices in some woods are showing an easing up, and wholesalers say that plain oak can be bought cheaper now than in the spring. Thick maple is being sold in good quantity and prices are being maintained at a firm level. Thick ash is also holding up well in price. The hardwood demand is well distributed over the list and low grades are being called for in good shape. Local yards are finding it necessary in most cases to add to their assortments, though stocks are of fair size."

* * *

NEW YORK, N. Y.

A correspondent sends us this report of the metropolitan market: "The local market has fallen off during the last two weeks, both as to volume and price.

"The effects of the freight congestion are being felt throughout the city and district. The wholesale trade is less than normal for the season, and until the consumption of stock equals the supply on hand little betterment can be expected.

"General trade conditions are satisfactory and with the probable early settlement of the labor troubles, the lumber market should resume its activity, and develop good fall demand.

"Prices should advance materially with readjustment of transportation and labor, and will undoubtedly be obtained within the next month or six weeks."

Central Southern Markets

MEMPHIS, TENN.

From a lumberman of Memphis we have received this report of trade prospects: "Building operations in Memphis are quite large for this time of year. Those for June were substantially ahead of the corresponding month last year and the total since January 1 shows a large increase compared with the same period in 1915. The building commissioner says that there is more activity now in construction circles than for a long while and contractors and other interests bear testimony to the fact that the outlook is quite bright for the remainder of the summer. Crop prospects in the Memphis territory were never better and prices for both cotton and cotton seed are unusually high.

"This combination is regarded as an exceptionally favorable augury for prosperity throughout this section this fall and winter and it is regarded as quite certain that, unless some disaster overtakes the crop or prices suffer a severe slump, all lines will develop unprecedented activity during the remainder of the year, including saw mills, planing mills and woodworking enterprises of every kind."

* * *

LAMISON, ALA.

A manufacturer of yellow pine writes us as follows: "In reply beg to say that we find that there is still a fair volume of inquiries. The prices are not very satisfactory and most of the business now being offered is for almost immediate shipment. The present condition of our order file is good.

"We anticipate a gradual betterment in prices, from now until late fall."

* * *

NASHVILLE, TENN.

The condition of the local market is thus described in a letter received from Nashville: "There has been no material change in prices of lumber in this market this month, prices being about the same as were made several weeks ago, when some declines were noted. Business is of moderate volume, with some of the dealers reporting fairly active trade, while others report orders inactive.

"Building operations in Nashville continue on a large scale, and this has contributed greatly to a satisfactory trade in the retail department. Factories have been ordering for current needs, with the largest orders coming from the furniture, automobile and box factories.

"Transportation conditions in the north and east have shown improvement, enabling shippers to get some business through."

* * *

LEXINGTON, KY.

This expression concerning the hardwood market comes to us from one of the leading hardwood men of the country: "The volume of business this month is about 80 percent of the average of the preceding three months.

"Demand for hardwoods at the present is fair; buyers appear convinced that there will be no further advance in hardwoods with a likelihood of some decrease, consequently they are purchasing for their immediate requirements only. We do not anticipate much if any lower values in hardwoods, as the increased cost of supplies, together with increased cost of labor would mean unprofitable operation at anything less than present values.

"We anticipate a fair demand for hardwoods throughout the year."

Southwestern Markets

ST. LOUIS, MO.

A lumberman of St. Louis writes us as follows: "The hardwood market is in better condition than a few weeks ago, with better prospects ahead. Demand for factory stock has improved perceptibly. Oak and gum are in fair demand and prices continue firm. Retail yard stocks are low and buying must soon begin for the fall trade.

"Yellow pine is in fair demand. Retail yard buying is light, but inquiries are increasing in volume and prospects for heavier demand in the immediate future are good. There has been a slight improvement in prices."

* * *

HOUSTON, TEX.

A well known lumberman of Texas writes us as follows: "While prices accepted by yellow pine mills are not satisfactory, inquiries indicate that there will be a stiffening of demand accompanied by satisfactory prices probably within the next thirty days.

"Lumbermen believe that Mexico will afford a good market very soon. If peace is established immense quantities of lumber will be required for rebuilding railroads and for other reconstruction, and if war is declared our government must buy in great quantities for roads, railroads and temporary uses of the army.

"The volume of local trade is a little lighter than normal for this season of the year.

* * *

BIGELOW, ARK.

A lumberman of Arkansas writes us as follows: "We wish to say that there is a perceptibly better feeling in the yellow pine trade as we have seen it the past week. Orders have increased in number and prices are somewhat firmer. We attribute this change in tendency to cessation of rains in the southwest country, growing appreciation of the curtailment of production which has been in effect among the largest mills for some four to six weeks, and lastly, to the fact that there is still a vast amount of building in prospect. In fact, Babson's Statistical Organization in its letter of June 27, warns its subscribers that business in general has reached its climax, although there is every indication that it will be good for the balance of this year. It adds, however, 'as prices decline and labor becomes more plentiful we may see considerable new building, even after most other lines of business have begun to decline.'

"We believe the steady decline of the past three months in yellow pine has brought prices to a level which cannot be unsatisfactory to buyers."

* * *

SALT LAKE CITY, UTAH.

A prominent lumberman of Utah writes us as follows: "Trade for the first six months of 1916 has been much better than the first half of 1915, and while trade is slowing up some just now, we are in the habit of expecting July and August to be a little quiet, but everything points to a good fall trade, and unless something unforeseen appears to stop building, we believe we will have a normal year.

"Yards are not buying at present except for their immediate needs, not only on account of the approaching dull season, but on account of the prices slumping. The retail man seldom buys on a falling market."

"S. O. S."

In this connection, the above does not mean trouble. On the contrary it means avoidance of trouble. It means: SEND ORDERS SOUTH, for Yellow Pine to

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A qualified sales manager, with yellow pine manufacturing experience, a clean record, with results, ample endorsements from former employers and well and favorably known to the lumber fraternity and has recently completed a special investigation in certain wood industries for the government with a view to trade extension, is now at liberty and desires to re-embark in the selling of yellow pine.
I do not claim the ability to set the world afire, but I can deliver the goods, as I have done heretofore.
Manufacturers know that the dependable man is not to be found every day.
If you are interested in my proposition, please address J. R., care LUMBER WORLD REVIEW.

WANTED—SALES MANAGER.

With moderate capital for new screen door factory in Michigan. Experience in sales department necessary. Position will be open in August, 1916. Correspondence invited. Address "T. M." care LUMBER WORLD REVIEW, 1740 Transportation Building, Chicago, Ill.

WANTED—POSITIONS FOR SALESMEN.

Lumber concerns desiring traveling salesmen will do well to correspond with T. H. Nelson, secretary Central Association of Traveling Lumber & Sash & Door Salesmen, State Life Building, Indianapolis, Ind.

Wanted

BUYER YELLOW PINE, CYPRESS AND HARDWOODS.

Located in the center of Mississippi's manufacturing district wishes to make connections with two or three wholesalers to buy on commission, or will accept straight salary position with large concern. Seven years' experience. Will furnish gilt edge references. Address "H. F." care LUMBER WORLD REVIEW.

ARKANSAS SOFT PINE EXHIBIT.

The Arkansas Soft Pine Bureau, of which R. H. Brooks, Little Rock, Ark., is manager, has just installed in the Building Material Exhibit on the second floor of the Insurance Exchange, this city, its handsome exhibit in the shape of a miniature cottage finished entirely with Arkansas soft pine. The cottage is the same as was shown in the exhibit at Cleveland, O., Dayton, O., and other points throughout the country during the recent association meetings. It has six rooms and a bath and if it were built on the same specifications for use it would cost, it is stated, something like $2,500. The exhibit is surrounded by a grass lawn, with flowers in the yard and on the porch and climbing vines on the lattice work. The home is electrically lighted throughout. There is a fire place in the living room and everything is complete, the rooms being papered and curtains installed. The design of this handsome exhibit was made by Aymer Embury, the architect who designed the large number of modern homes and cottages for the Home Builders' Book of the Arkansas Soft Pine Bureau. It is well worth visiting by those among lumbermen who have not seen it at one of the other exhibitions. The lumbermen of Chicago esp[illegible]ould visit the Building Material Exhibit on the second floor of the Insurance Exchange and see this wonderful little home.

NEW PAPER MILL AT BOGALUSA.

The new paper mill which will be the property of the Great Southern Lumber Co. is a go, and within 60 days dirt will be flying on another million dollar enterprise for Bogalusa. The money for erecting and equipping the plant was voted in Bogalusa last week.
Within the next ten days the selection of a manager, who will attend to the building of the big plant, will be announced and then just as soon as the material begins to arrive, work will begin. It will be one of the most modern plants in the country and will have a capacity of 100 tons per day. The product to be made by the mill will be the same as that of the Louisiana Fibre Board Co. It is estimated that the mill will give employment to 400 in Bogalusa and as the material will be hauled from the Great Southern woods, instead of using the waste at the mill, will give employment to about 100 men in the woods.
Unless there is an unexpected delay in purchasing the machinery the mill will be in operation by the end of this year, and the market is in such condition that there is no question about the mill running full blast.
Bogalusa will profit greatly from the very start as scores of skilled and unskilled workmen will be at work erecting the building and installing the machinery, and the pay roll will be almost as large after the start on the building is made as when the mill is in operation.

ARE WOOD FENCES COMING BACK?

A recent bulletin of the United States Department of Agriculture contains information derived from a recent investigation in twelve northern and central states regarding the various kinds of fences in use. It was found, to the surprise of the investigators, that the old fashioned board fence renders less land untillable than any other kind of fence, the amount being as follows: Board fence, 3.23 feet; barb wire fence, 3.42 feet; woven wire and picket fence, 3.29 feet; straight rail fence, 3.57 feet.
During recent years, especially in the middle west, board fences have been largely replaced by other kinds; but with the application of modern creosoting methods there appears to be a splendid opportunity for the wooden fences to again come into general use. The posts should be thoroughly treated in all cases and there is no reason why low-grade boards properly treated could not be extensively used for fencing.

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Loaders in Silo Staves, Western Hemlock, Cedar Siding.

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North Carolina Pine Lumber

Rough and Dressed
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Well, don't worry "no more," as you cannot be caught short with our immense line to back you up.

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We also manufacture **Hemlock** Lumber, Lath and Shingles; **Cedar** Posts, Poles and Ties; Hemlock Tan Bark; Heading, Veneers, Staves, Hoops.

We make a specialty of Mixed Cars. Try us next time.

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22 M ft. 4/4 No. 3 Common Ash.
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THE TEACHERS' COTTAGE MOVEMENT.

The biggest, most universal scheme for social service in the history of America, one affecting every hamlet in the land, has been instituted by the National Lumber Manufacturers' Association, in its proposal to build a home for every rural school teacher in America.

Louisiana will be one of the first states where the plan will be carried into effect, and a thorough investigation of the conditions in that state has been made, it being found that the state has already made progress in that sort of movement. Work on this philanthropic enterprise is already under way and the association will announce its plans in a few weeks.

President R. H. Downman, of New Orleans, and Directors W. H. Sullivan, of Bogalusa, and E. G. Swartz, of Burton, La., are among the most ardent advocates of the project, the success of the building of such structures in a few isolated portions of their home state having convinced them that it is a good social movement for the entire nation, as well as for Louisiana.

The plan was first broached a few weeks ago at a conference of the directors of the association and proved instantly popular. The idea was taken up by the United States Bureau of Education, and the first result of this co-operation between the lumbermen of the nation and the government is in the issuance of a brochure entitled "Teachers' Cottages," by R. S. Kellogg, secretary of the National Lumber Manufacturers Association, in collaboration with the United States Bureau of Education, and which is being sent to every county superintendent of schools in America. The Rockefeller Foundation has already approved of the plan and is giving $25,000 to foster the with more money to come.

The National association has taken up this social service work in the belief that the education of the nation will be immensely advanced if the teachers of the nation's young are properly housed. The theory is that if teachers are provided with proper homes, the country districts will be able to secure better teachers, and avoid the constant changes by which the schools are always in an unsettled condition. Secretary Kellogg says in his brochure on the subject:

"Under present circumstances, the teaching of a country school often becomes simply a temporary expedient for the teacher the first term after getting a certificate, and ambitious teachers who are anxious to grow in their profession, and make something of themselves, go, just as soon as possible, to the city schools, where living conditions are better. The country schools are always left with the largest proportion of young, inexperienced, poorly trained teachers."

Mr. Kellogg urges also that the teachers' cottages, or, as he calls them, "teacherages," should be models of sanitation, artistic, though inexpensive and so constructed that they may be not only homes, but real social centers for the rural neighborhoods. In order to further this plan of properly caring for the teachers, the lumbermen's organization is ready to prepare plans to assist rural communities in providing their teachers with the kinds of homes which have proved satisfactory in the state of Washington, and in the other more scattered localities where they have been built.

Special departments of domestic science are operated in about two hundred of the public schools of Louisiana. These departments are supported partly by special state aid. A number of domestic science cottages have been built in the various parishes. The parish school boards have ample authority in law to build cottages for the purpose of providing quarters for the domestic science work.

SAFEGUARDS FOR WORKERS ORDERED BY CALIFORNIA COMMISSION.

San Francisco, Cal., July 1.—The tentative safety orders, passed recently by the California State Industrial Accident Commission regarding safety devices in woodworking establishments have been adopted. The orders provide that all circular rip saws must have hooded guards and be provided with spreaders or splitters; that all cross cut saws of the swinging type must be guarded, and that knuckle guards must be attached to the swing frame; that guards must be installed to protect both upper and lower wheels of all band saws; that all wood joiners must be equipped with cylindrical cutter heads of the safety type; that all disc sanding machines must have the circumference and back of the revolving head thoroughly guarded, and all belt sanders must have pulleys enclosed; that all mortising machines must be provided with thumb guards to prevent an operator's hand from coming in contact with the chisel; that all wood shapers not automatically fed must be provided with guards; that all cutting heads and saws of tenoning machines must be guarded, and that all gears, belts, pulleys, sprockets and shafting connecting with woodworking machinery must be guarded. It was also recommended that floors where operators stand to operate machines, such as wood shapers, joiners, saws, etc., be provided with non-slip surfaces.

During 1915 there were 3 fatal accidents in the woodworking industry in California, 55 injuries that will prove permanent and 1,069 temporary injuries. The total compensation and medical payments for these accidents amounted to $23,484.

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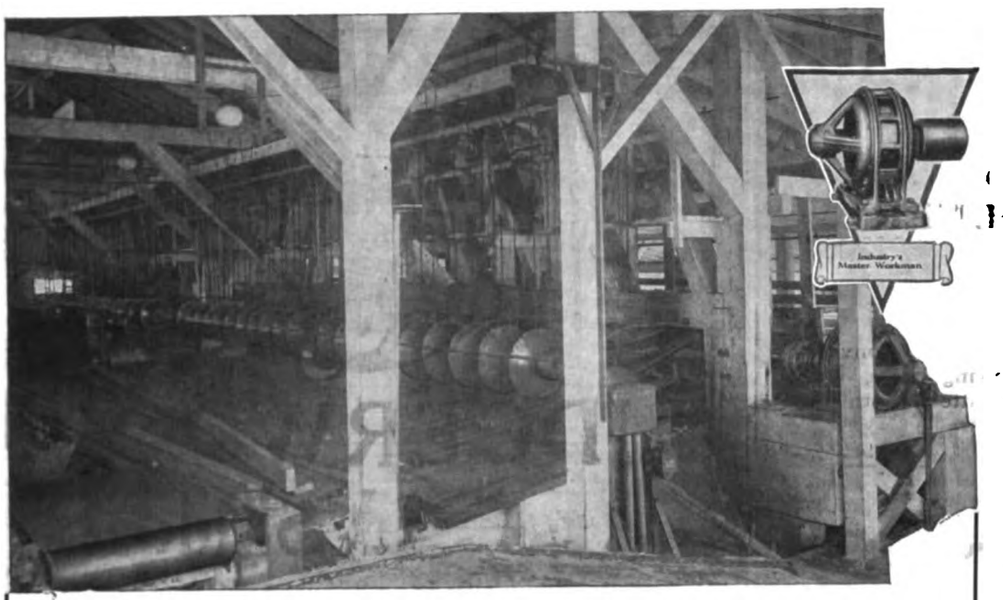

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Central Lumber & Mill Co., Hammond, Ind.
Dover Lumber Co., Dover, Idaho.
Lake Independence Lumber Co., Big Bay, Mich.
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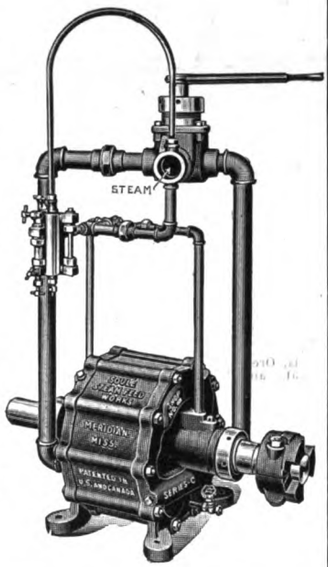

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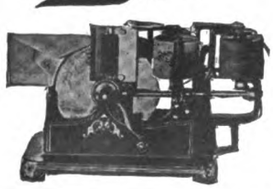

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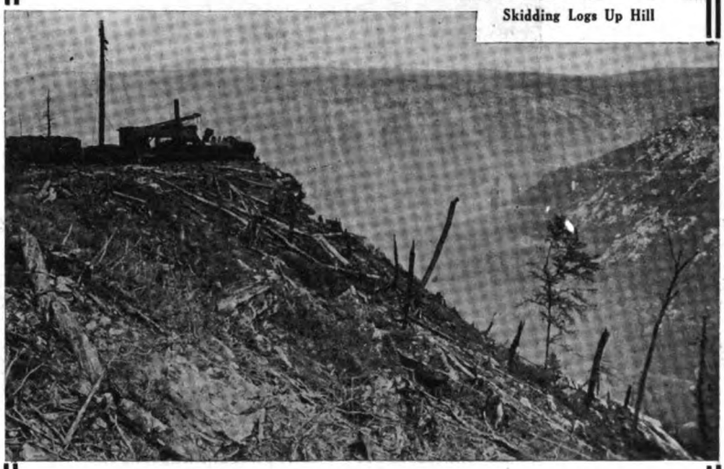

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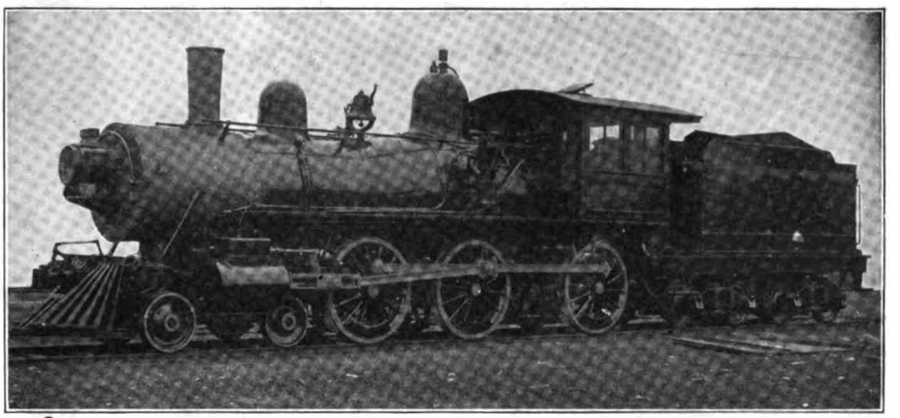

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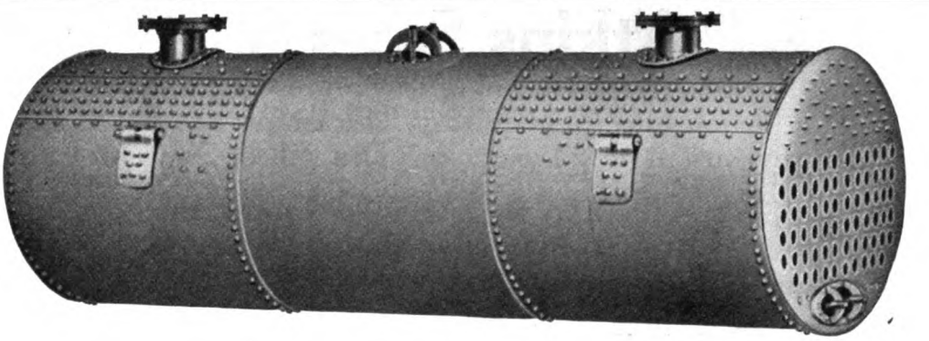

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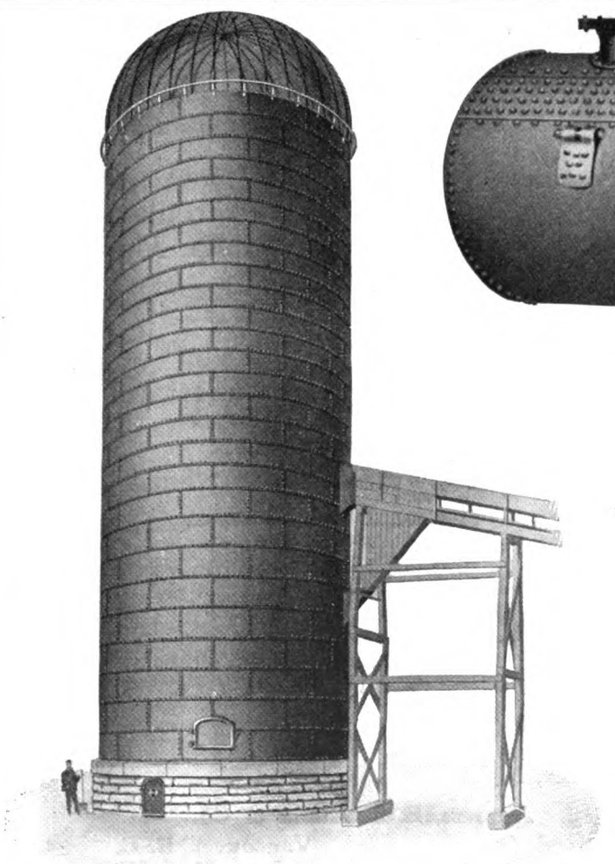

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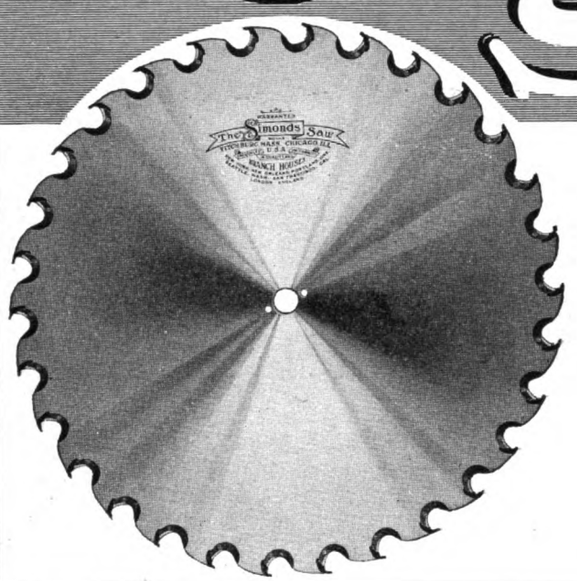

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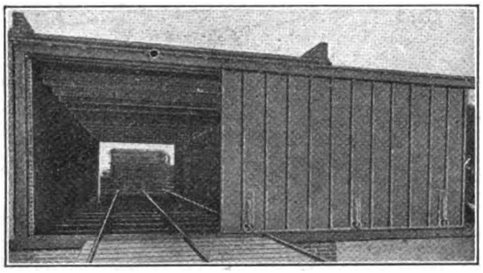

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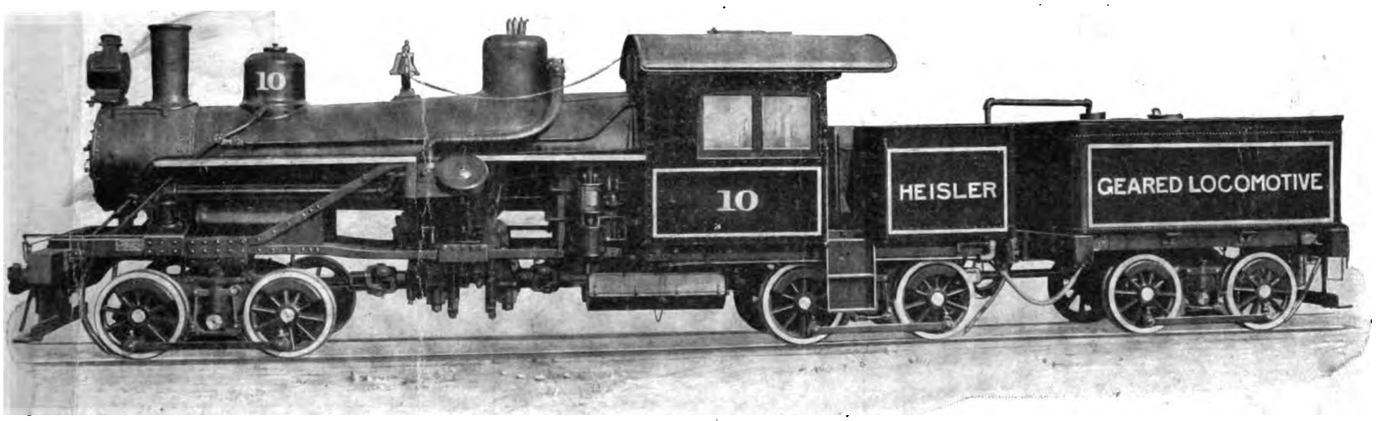

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Every victory won for quality is a blow struck for better business and every sale of Frost-Johnson yellow pine lumber is a victory won for quality.

The issue is not obscure; the lines are clearly drawn. Will you accept something less than the best in yellow pine lumber, or will you stand for quality—for the finest quality and service that skill and industry can achieve?

The lumber users who purchase from you must be given their money's worth. Quality cannot be denied. It must be upheld in this day of keen competition. Frost-Johnson Quality and Service are our bid for recognition. Into them we have put the best materials, the finest workmanship and the soundest, most up-to-date methods that money, skill and ingenuity can command.

Why not enjoy the same advantages that other retail lumber dealers enjoy by sending us your future orders for yellow pine lumber? We have on hand at all times millions of feet of yellow pine lumber of every description, perfectly graded and assorted.

It costs you no more in the beginning and it's cheaper in the end.

UNIFORMITY OF GRADES AND QUALITY F-J

TRADE-MARK

You should have our price list which quotes prices on all grades of yellow pine lumber, DELIVERED.

FROST-JOHNSON LUMBER CO.

Manufacturers of Long and Short Leaf Yellow Pine Lumber

300 BROADWAY **ST. LOUIS, MO.**

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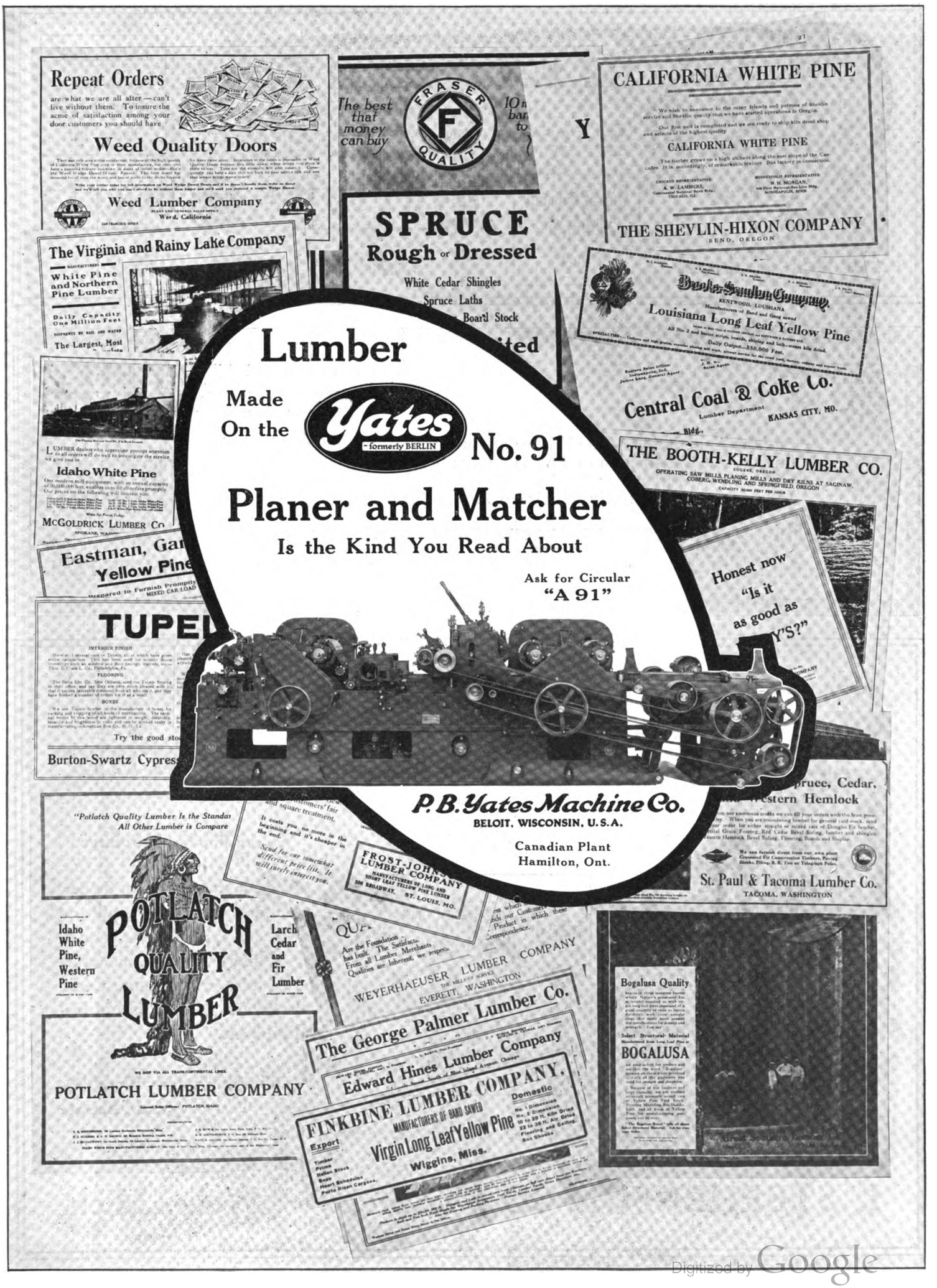
Repeat Orders
are what we are all after—can't live without them. To insure the acme of satisfaction among your door customers you should have
Weed Quality Doors
Weed Lumber Company
Weed, California
The best that money can buy
FRASER QUALITY
SPRUCE
Rough or Dressed
White Cedar Shingles
Spruce Laths
Board Stock
CALIFORNIA WHITE PINE
We wish to announce to the many friends and patrons of Shevlin service and Shevlin quality that we have started operations in Oregon.
Our first unit is completed and we are ready to ship kiln dried shop and selects of the highest quality
CALIFORNIA WHITE PINE
The timber grows on a high altitude along the east slope of the Cascades. It is, accordingly, of remarkable texture. Dax factory in connection.
THE SHEVLIN-HIXON COMPANY
BEND, OREGON
The Virginia and Rainy Lake Company
White Pine and Northern Pine Lumber
Daily Capacity One Million Feet
The Largest, Most
Lumber
Made On the Yates - formerly BERLIN No. 91
Planer and Matcher
Is the Kind You Read About
Ask for Circular "A 91"
Banker-Southern Company
KENTWOOD, LOUISIANA
Louisiana Long Leaf Yellow Pine
Central Coal & Coke Co.
Lumber Department
KANSAS CITY, MO.
Idaho White Pine
McGOLDRICK LUMBER CO
SPOKANE, WASH.
THE BOOTH-KELLY LUMBER CO.
EUGENE, OREGON
OPERATING SAW MILLS, PLANING MILLS AND DRY KILNS AT SAGINAW, COBERG, WENDLING AND SPRINGFIELD, OREGON
Eastman, Gar
Yellow Pine
Prepared to Furnish Promptly
MIXED CAR LOAD
Honest now "Is it as good as Y'S?"
TUPEL
INTERIOR FINISH
FLOORING
BOXES
Try the good sto
Burton-Swartz Cypress
P. B. Yates Machine Co.
BELOIT, WISCONSIN, U. S. A.
Canadian Plant
Hamilton, Ont.
"Potlatch Quality Lumber Is the Standar All Other Lumber is Compare
FROST-JOHNSON LUMBER COMPANY
MANUFACTURERS OF LONG AND SHORT LEAF YELLOW PINE LUMBER
300 BROADWAY, ST. LOUIS, MO.
Spruce, Cedar, Western Hemlock
St. Paul & Tacoma Lumber Co.
TACOMA, WASHINGTON
Idaho White Pine, Western Pine
POTLATCH QUALITY LUMBER
Larch Cedar and Fir Lumber
POTLATCH LUMBER COMPANY
WEYERHAEUSER LUMBER COMPANY
EVERETT, WASHINGTON
The George Palmer Lumber Co.
Edward Hines Lumber Company
FINKBINE LUMBER COMPANY
MANUFACTURERS OF BAND SAWED
Virgin Long Leaf Yellow Pine
Wiggins, Miss.
Export
Domestic
Bogalusa Quality
Select Structural Material
BOGALUSA

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B-S Cypress Co.

IN THE HEART OF
THE BEST CYPRESS
DISTRICT

We supply everything in

The New Grades of Cypress

Rough or Dressed Stock

Our Cypress is more even in Color and Texture
We solicit your inquiries and orders

Same Management
Burton-Swartz
Cypress Co.
Burton, La.

Annual Capacity
70,000,000
Feet

Burton = Swartz

Cypress Co. of Florida
PERRY, FLA.

SERVICE
QUALITY

INTEGRITY
DEPENDABILITY

Are the Foundation of the Edifice of Business Success which this Institution has built. The Satisfaction of Profitable Trade binds our Customers to us. From all Lumber Merchants who Appreciate a Product in which these Qualities are Inherent, we respectfully Solicit Correspondence.

WEYERHAEUSER LUMBER COMPANY

THE MILLS OF
SERVICE

EVERETT, WASHINGTON

ISAAC STEPHENSON, Pres't., Marinette, Wis. H. A. J. UPHAM, Vice-Pres't., Milwaukee, Wis. R. E. MacLEAN, Sec'y & Treas., Wells, Mich.

"IDEAL" Rock Maple Flooring

Our yearly capacity:
90,000,000 feet Lumber.
50,000,000 Shingle.
25,000,000 Lath.
20,000,000 feet *Ideal Maple Flooring*
250,000 Ties.

We make a specialty of Bill Stuff and can ship mixed cars of Ceiling, Siding, Moulding and Casings, in Pine, Basswood, Hemlock or Hardwoods. Capacity, 90,000,000 feet annually.

IDEAL

We can ship by car or cargo.

We cut from our own timber, manufacture at our own mill and are second to none either in quality of timber or in the manufacturing of Lath, Shingles, Cedar Posts, Poles and all kinds of forest products.

Also manufacture Wood Alcohol, Charcoal and Acetate Lime.

I. STEPHENSON CO., Trustees, Wells, Mich.

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THE KAUL KIND

# of Yellow Pine

has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.
BIRMINGHAM, ALA.

Our Trademark "Rockhard" is imprinted on underside of our flooring.

We are members of the Maple Flooring Manufacturers' Association.

"How to Get Best Floors"

is the title of our new Booklet which contains practical information for the lumber dealer, builder, and prospective user of hardwood flooring.

It describes—
Best Floors for Business Buildings.
Best Floors for Educational Buildings.
Best Floors for Factories and Warehouses.
Best Floors for Houses.

Its purpose is to promote a larger demand for Maple and Beech flooring.

May we send you a copy?

Mitchell Brothers Co.
Sales Department, CADILLAC, MICH.

Hardwood "Electric" Flooring

MAPLE 3/8", 1/2", 13/16"
BEECH 3/8" and 13/16"
BIRCH 3/8" and 13/16"

The Reliable Kind

We are members of the Maple Flooring Manufacturers' Association

Send Us Your Inquiries

COBBS & MITCHELL (Inc.) Cadillac, Mich.

OUR NEW MILL

with most modern equipment in circular and gang saws, steam kilns, matchers and moulders has just commenced sawing.

With this new plant and our 31 years' experience at McComb we are finely equipped to serve our customers, old and new.

We solicit inquiry for timbers having rigid specifications. Lengths up to 50 feet, and size 24x30.

J. J. WHITE LUMBER CO.

Manufacturers

Long Leaf Yellow Pine Timbers and Yard Stock

COLUMBIA, MISSISSIPPI

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Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

"IS IT AS GOOD AS KIRBY'S"
MANUFACTURED ONLY BY
KIRBY LUMBER COMPANY
HOUSTON CHICAGO ST. LOUIS KANSAS CITY OMAHA
OKLAHOMA CITY WACO SAN ANTONIO NAVARA

Don't Say "Long Leaf," Say "Ragley Long Leaf"

There IS A Difference

We specialize in structural timbers, manufactured from Calcasieu Long Leaf Yellow Pine, but can fill dealers' orders for anything in Yellow Pine : : : :

W. G. Ragley Lumber Co., Ragley, La.

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Geo. C. Brown & Co.

MANUFACTURERS

St. Francis Basin Hardwoods

TENNESSEE AROMATIC **Red Cedar**

Kraetzer-Cured Gum a Specialty

Band Mill: PROCTOR, ARK.

General Offices: MEMPHIS, TENN

COTTONWOOD

OAK — PLAIN AND QUARTERED — RED AND WHITE
RED AND SAP GUM

High Grades **Band Sawn Lumber**

WE MAKE A SPECIALTY OF THIN STOCK
COTTONWOOD AND GUM VENEERS

THREE-PLY GUM PANELS

BOX SHOOKS
EGG CASES

Write Us For Prices

ANDERSON-TULLY COMPANY
MEMPHIS, TENN.

Mississippi Lumber Co.

Manufacture
EXCEPTIONALLY FINE
SHORT LEAF FINISH
STEAM KILN DRIED
VERY SOFT AND LIGHT

Also
A full assortment of Long and Short Leaf Yard Stock,
Kiln Dried and Soda Dipped.

Also
HARDWOOD
White and Red Oak, Poplar, Sap and Red Gum,
Magnolia, Ash, Elm and Beach.
White Oak Bridge Plank and Ties.
Car Material.

Modern Fast Feed Planing Machines
The work is SLICK as GLASS.

WE SHIP WHEN WE PROMISE.

Address Inquiries and Orders to
519 Mississippi Ave.,
QUITMAN, MISS.

IF YOU PLEASE

IT IS TIME WE HEARD FROM YOU

COLEMAN FEED ROLLER (that never wears out)

You Are Missing Something Good Read This Little *SERIOUS* Talk

COLEMAN EDGER FEED ROLLERS are being adopted *on sight* by scores and scores of modern sawmills. The case is simple: COLEMAN FEED ROLLERS save money, make better lumber, lessen delays and increase the efficiency of the edgerman. Coleman Rollers can be sharpened AT NOON while in the edger. It's no case for argument. It's just the plain truth that in doing without COLEMAN FEED ROLLERS (for Edgers, Bolters, Lath Mills) you're cheating yourself. We'll prove it by our Sawmill Sense booklet AND

30 Days' Free Trial in Your Own Mill

COLEMAN FEED ROLLER COMPANY, VREDENBURGH, ALA.

For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.

On exhibition at their branch houses Atlanta, Ga. Chicago, Ill. Memphis, Tenn. Minneapolis, Minn. New Orleans, La. Hamilton, Ont. New York City Portland, Ore. San Francisco, Cal. Seattle, Wash. Vancouver, B. C. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

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He Who Looks Before He Leaps

Stock conditions at the CYPRESS saw mills are excellent but are not in the least burdensome. The fact of the matter is that sales, thus far this year, have been fully as heavy as the production and even the midsummer business has been beyond expectations.

The CYPRESS market has continued to widen and the new consuming fields which have been opened are calling for a gradually increasing amount of stock. Experiments with CYPRESS in rather strange directions have been successful and the wood is quite rapidly getting out of the class of ordinary lumber and becoming a specialty. This, in itself, creates a condition of demand which will eventually make CYPRESS independent of a majority of the causes which affect the rise or fall with other woods.

In the very near future will begin a systematic campaign to make the public know the differences between tide water CYPRESS and inland cypress These differences are very marked, so far as results obtained with the wood are concerned, and a large number of consumers already know about them. The tide water CYPRESS is being trade-marked and the inland cypress can never be trade-marked with the same brand, and when the differences are told to the public, the public will stand upon the trade-marked variety.

All of those whose names are signed to this advertisement make tide water CYPRESS and all are prepared to furnish trade-marked CYPRESS as a guarantee of quality from you to your customer. An increasing number of retail yards see the point in this and are insisting upon trade-marked CYPRESS You also will see it before many months have passed, and if your stock on hand is not then trade-marked you will have many regrets.

Be wise and accept the tip that all orders should specify that every board should be branded with the official brand of The Southern Cypress Manufacturers' Association.

Be One of Those Who Are Helping To

Digitized by Google

Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL"	Baker-Wakefield Cypress Co., Plattenville, La.
CYPRESS S 77 C M A "THE WOOD ETERNAL"	Baxter, G. S., & Co., Jacksonville, Fla.
CYPRESS S 4 C M A "THE WOOD ETERNAL"	Bowie Lumber Co., Bowie, La.
CYPRESS S 6 C M A "THE WOOD ETERNAL"	Burton-Swartz Cypress Co., Burton, La.
CYPRESS S 78 C M A "THE WOOD ETERNAL"	Cummer Lumber Co., Jacksonville, Fla.
CYPRESS S 11 C M A "THE WOOD ETERNAL"	Cummings-Moberly Cypress Co., Moberly, La.
CYPRESS S 13 C M A "THE WOOD ETERNAL"	Dibert, Stark & Brown Cypress Co., Donner, La.
CYPRESS S 66 C M A "THE WOOD ETERNAL"	East Coast Lumber Co., Watertown, Fla.
CYPRESS S 20 C M A "THE WOOD ETERNAL"	Albert Hanson Lumber Co., Garden City, La.
CYPRESS S 68 C M A "THE WOOD ETERNAL"	Hebard Cypress Co., Waycross, Ga.
CYPRESS S 23 C M A "THE WOOD ETERNAL"	Jeanerette Lumber & Shingle Co., Jeanerette, La.
CYPRESS S 26 C M A "THE WOOD ETERNAL"	Lutcher & Moore Cypress Lumber Co., Lutcher, La.
CYPRESS S 31 C M A "THE WOOD ETERNAL"	Opdenweyer-Alcus Cypress Co., Sorrento, La.
CYPRESS S 33 C M A "THE WOOD ETERNAL"	Ramos Lumber Co., Ramos, La.
CYPRESS S 74 C M A "THE WOOD ETERNAL"	Standard Lumber Co., Live Oak, Fla.
CYPRESS S 43 C M A "THE WOOD ETERNAL"	Whitecastle Lumber & Shingle Co., Whitecastle, La.
CYPRESS S 46 C M A "THE WOOD ETERNAL"	F. B. Williams Cypress Co., Patterson, La.

Put The PRESSure Behind CYPRESS

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The Virginia and Rainy Lake Company

MANUFACTURERS

White Pine and Northern Pine Lumber

Daily Capacity One Million Feet

SHIPMENTS BY RAIL AND WATER

The Largest, Most Modern and Complete White Pine Lumber Plant in the World

Genuine Cork White Pine and Plenty of It

Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily

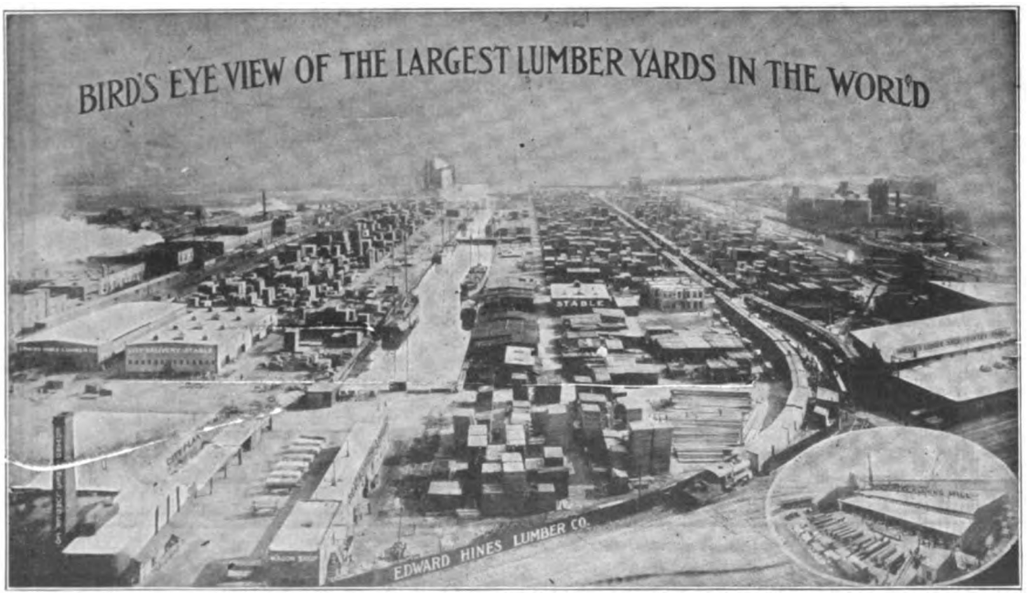
General Offices: Virginia, Minnesota
Branch Sales Offices: Chicago Milwaukee Minneapolis Duluth

EDWARD HINES, President
M. W. TEUFEL, Ass't to President
L. L. BARTH, Vice-President
C. F. WIEHE, Secretary
EDWARD H. THOMAS, Ass't Treasurer

Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office. TELEPHONE "CANAL" 349

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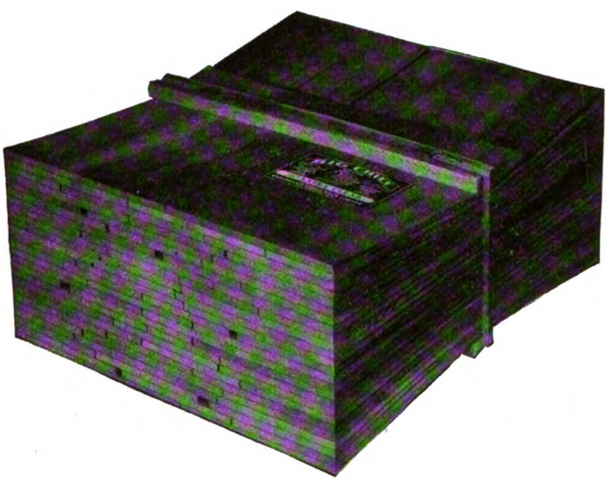
BIG

CHIEF

THE BEST SHINGLES IN THE WORLD

When you order BIG CHIEF brand British Columbia Red Cedar Shingles, you will receive shingles not equaled in quality by any other brand of shingles manufactured anywhere.

BIG CHIEF brand Shingles are DRIED—NOT COOKED—and are otherwise prepared so that when finished, they are as nearly perfect as experience, skill and equipment can make them.



Note the packing and uniform thickness

BIG CHIEF
BRAND
BRITISH COLUMBIA
RED CEDAR SHINGLES

SPECIFICATIONS: 16 inches long; 5 butts measure 2 inches and each bundle measures full 10 inches in thickness when dry, and they are 100 per cent vertical grain, 100 per cent clear, 100 per cent heart and 100 per cent covering efficiency. Contain positively no sap; random widths, but no shingle less than 3 inches wide. Smoothly sawn, squarely jointed, and otherwise perfectly manufactured.

Straight cars always enroute to Minnesota Transfer and available for diversion to points taking through rate from there. Mill shipments to any point can be made on 24 hours notice.

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES: VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONT.

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

J. E. TUCKER, President
Long Beach, Cal.

A. L. CLARK, Vice-Pres.
Dallas, Texas

E. C. KNIGHT, Sec'y and Treas.

E. S. SANDERS, Manager

LIGGETT N. THOMPSON,
Sales Manager

R. L. ANDRES, Agent
343 S. Dearborn St., Chicago

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BIG CHIEF

Fir and Cedar Products That Give Substantial Profits to Retailers and Real Satisfaction to Users Everywhere

BIG CHIEF
BRAND

Red Cedar Shingles — Red Cedar Siding

ALSO

Fir Flooring — Fir Ceiling
Fir Finishing Lumber
Fir Construction Material

BIG CHIEF brand Shingles are made of timber from the great cedar forests of British Columbia, acknowledged the finest cedar timber grown in the world. These shingles are manufactured on upright machines specially designed to produce a vertical grain shingle, which is the only shingle made that will lay flat and smooth on the roof and not "cup" or "curl up" on the edges.

LOOK FOR THE
BIG CHIEF
LABEL ON EACH BUNDLE

The development of this company has been accomplished by strict adherence to the broad principle of giving all purchasers the full worth of their money.

Our organization and equipment are such that orders can be executed rapidly, and we aim to give every order, no matter how large or how small, prompt and careful attention.

Trade-Mark

This label is on every bundle of our BIG CHIEF brand shingles. It is your guarantee of real shingle quality.

Address Orders or Inquiries to Nearest Office

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES, VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONTARIO

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

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SATIN-LIKE INTERIOR TRIM

ARKANSAS SOFT PINE
TRADE MARK

SOFT WORKABLE COMMON LUMBER

Do You Know

That

White Enamel *Stays* White

On

Arkansas Soft Pine

because there is no pitch or resinous oil in the wood to discolor the white lead?

Do you realize that because of this fact Arkansas Soft Pine supplies an inteiror finish suitable for Apartments and fine homes, which you can retail at

Moderate Cost

compared to the scarcer hardwoods heretofore recommended for white enamel treatment?

(Ask for a finished sample)

We want you to know these facts, together with the important information that in connection with the National Advertising of Trade Marked Arkansas Soft Pine, a special book addressed to architects has already prompted requests from two thousand members of that profession, for complete information regarding the wood and

Where It Can Be Secured:

Our answer to the last question is *"At Your Dealer's."*

Are you the Arkansas Soft Pine dealer in your town?

If not—why not?

All stock bearing the Arkansas Soft Pine Trade Mark is manufactured and sold exclusively by the following companies:

Cotton Belt Lumber Co	*Bearden, Ark.*
Crossett Lumber Co	*Crossett, Ark.*
Eagle Lumber Co	*Eagle Mills, Ark.*
Edgar Lumber Co	*Wesson, Ark.*
Freeman-Smith Lumber Co	*Millville, Ark.*
Fordyce Lumber Co	*Fordyce, Ark.*
Gates Lumber Co	*Wilmar, Ark.*
Southern Lumber Co	*Warren, Ark.*
Stout Lumber Co	*Thornton, Ark.*
Valley Lumber Co	*Reader, Ark.*
Wisconsin & Arkansas Lumber Co	*Malvern, Ark.*
Arkansas Land & Lumber Co	*Malvern, Ark.*
Arkansas Lumber Co	*Warren, Ark.*

To secure quotations with the least delay, price inquiries should be sent direct to any of the above companies. Literature, samples and information will be supplied promptly on request, by the

ARKANSAS SOFT PINE BUREAU

LITTLE ROCK, ARK.

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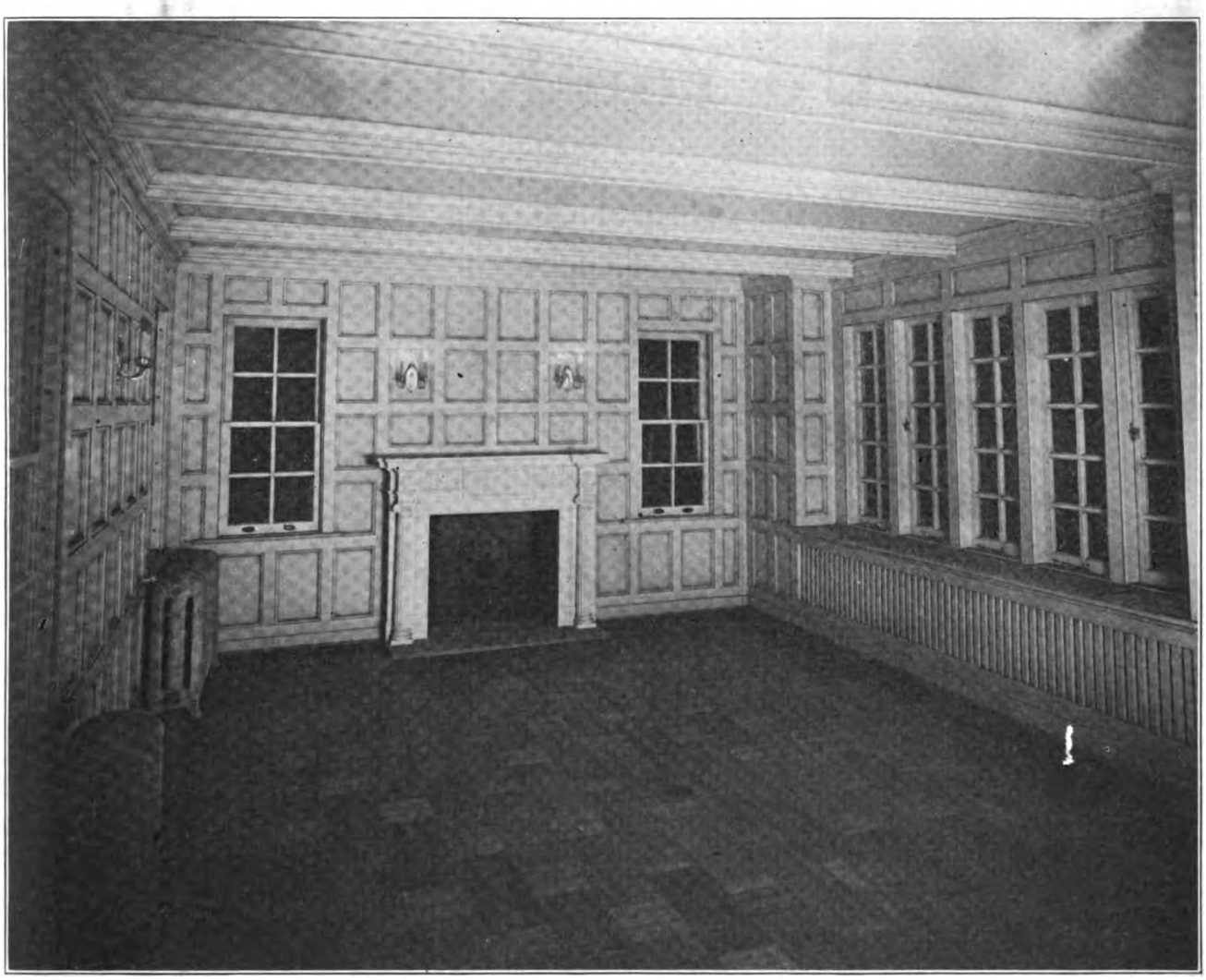
White Enamel

for Interior Woodwork is in demand

The illustration below shows the dining room of the NORTH CAROLINA PINE BUNGALOW in New York City, which is finished in White Enamel, and has attracted much attention by its beautiful effect. Note the novel panelling and beamed ceiling. The floor is Rift North Carolina Pine.



North Carolina Pine

"The Wood Universal"

forms an ideal base for Enamel Paint. Being practically free from pitch or resin it contains no element that will repel or discolor the most delicate finish. White enamel will remain white on this wood if the paint itself is right. Sell your trade North Carolina Pine for painted work as well as for stain finish and they will rise up to call you "blessed".

Write to us for prices or other information. We will serve you gladly.

Anderson Lumber Corporation, Marion, S. C.
Fosburgh Lumher Co., Norfolk, Va.
Greenleaf Johnson Lumber Co., Norfolk, Va.
Montgomery Lumber Co., Suffolk, Va.
John L. Roper Lumber Co., Norfolk, Va.
Waccamaw Lumber Co., Bolton, N. C.

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JOHN A. GAUGER & COMPANY

QUALITY CHICAGO SERVICE

Office and Warehouses: Corner Twenty-Second, Laflin and Hinman Streets

WHOLESALE MANUFACTURERS OF

EVERYTHING IN QUALITY

MILLWORK

DISPATCH, PLUS ACCURACY, EQUALS GAUGER SERVICE

The Most Complete Stock of Millwork in the World at Your Command

---

Calcasieu Long Leaf Virgin Pine Lumber and Timbers

Manufactured by

PEAVY-BYRNES LUMBER CO.

Office: Shreveport, Louisiana

Mills: Kinder, Louisiana

Have No Superior

Fire Insurance at Cost for Lumber Manufacturers

Exclusively

Careful Selection of Risks Frequent and Expert Inspection of Plants
Conservative Methods of Underwriting

Write for our Financial Statement and List of over 500 Lumber Manufacturers who are firm believers in our form of protection.

We will be glad to inspect your plant without cost and quote rates promptly

Lumber Manufacturers Inter-Insurance Assn.

WILLCOX, PECK & HUGHES, Attorney

New York, N. Y. 3 South William Street

Bailey Bldg. Seattle, Wash.

NORTHERN PINE LUMBER

Crookston Lumber Co.
Nichols-Chisolm Lumber Co.
Shevlin-Clarke Company Ltd.

Chicago Office
1986 Continental & Commercial National Bank Bldg.

Minneapolis Office
900 First National Soo Line Bldg.

Long Leaf Yellow Pine

We have facilities for the manufacture of

Export and Domestic Stock
Lath and Shingles

Prompt Shipment Good Grades

The Alger-Sullivan Lumber Co.

Century, Florida

Alexandria Lumber Co., Ltd.

LONG LEAF YELLOW PINE LUMBER

Alexandria :: :: Louisiana

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"You furnished the Pole and We got the Fish"

That's the way the first dealer who used the local newspaper advertising which we furnish free, summed up the results of his spring campaign. Read these two extracts from his letters to us. They tell the story.

"My competitors on either side are tearing themselves to pieces in a vain endeavor to head off the tide of patronage which has turned to this yard for the old reliable WHITE PINE."

"It is with a great deal of pleasure that we can advise you WE HAVE RECEIVED POSITIVE AND ACTUAL RESULTS from this campaign. We have enjoyed a very nice trade on our WHITE PINE and just yesterday we were still more gratified by selling a party in ****, a point where there is no yard and which is eleven miles west of here, a bill totaling $1,200. This man knew what he wanted and sent a carpenter who, when he looked over the stock and saw how we were hooked up, did not take long after his return to conclude the deal. Certainly in this campaign the expenditure has been justified and we wish to share our pleasure and good feelings over the outcome with you. *You furnished the pole and we got the fish.*"

We have plenty more "poles" and there are plenty of "fish" in your territory. Write today and ask us about our advertising helps for dealers. They get the business.

If your WHITE PINE stock is low any of the following members of the White Pine Bureau will give your order careful and immediate attention.

The Associated White Pine Manufacturers of Idaho

Milwaukee Land Company - - - - - - - St. Joe, Idaho
Roselake Lumber Company - - - - - - Roselake, Idaho
Panhandle Lumber Company - - - - - Spirit Lake, Idaho
Potlatch Lumber Company - - - - - - Potlatch, Idaho
Blackwell Lumber Company - - - Cœur d' Alene, Idaho
Bonners Ferry Lumber Company - - Bonners Ferry, Idaho
Dover Lumber Company - - - - - - - Dover, Idaho
Humbird Lumber Company - - - - - Sandpoint, Idaho
McGoldrick Lumber Company - - - - Spokane, Wash.

The Northern Pine Manufacturers' Association of Minnesota, Wisconsin and Michigan

J. S. Stearns Lumber Company - - - - - Odanah, Wis.
The I. Stephenson Company - - - - - - - Wells, Mich.
David Tozer Company - - - - - - - Stillwater, Minn.
The Virginia & Rainy Lake Company - - Virginia, Minn.
Cloquet Lumber Company - - - - - - Cloquet, Minn.
Crookston Lumber Company - - - - - - Bemidji, Minn.
Johnson-Wentworth Company - - - - - Cloquet, Minn.
The J. Neils Lumber Company - - - - Cass Lake, Minn.
Nichols-Chisolm Lumber Company - - - Frazee, Minn.
Northland Pine Company - - - - - - Minneapolis, Minn.
The Northern Lumber Company - - - - Cloquet, Minn.
Pine Tree Manufacturing Company - - - Little Falls, Minn.
Red River Lumber Company - - - - - - Akeley, Minn.
Rust-Owen Lumber Company - - - - - Drummond, Wis.
St. Croix Lumber & Mfg. Company - - - Winton, Minn.

Address **WHITE PINE BUREAU**
1740 Merchants Bank Building, St. Paul, Minn.

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Order Our
"BENFORD" STOCK
It Is
ALL KILN DRIED—DIMENSION SURFACED
"TWO SIDES and ONE EDGE"
Which Assures Even and Uniform Stock
CONTINENTAL LUMBER COMPANY
HOUSTON, TEXAS

EVERYTHING IN
Louisiana Red Cypress
250,000,000 Feet in Stock All the Time
CYPRESS "THE WOOD ETERNAL"
No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.
WE WANT YOUR ORDERS
Shipments by rail or sea
Cable Address, "REDCYPRESS"
Louisiana Red Cypress Company
Hibernian Bank Bldg, NEW ORLEANS, LA Frank N. Snell, Sec. & Gen. Mgr

Yellow Pine, Oak and Gum Lumber

Retailers can get from us Rough Oak Wagon Material for reaches, tongues and general repair work and gum box boards in the same car with Yellow Pine yard stock.

We have three Yellow Pine Mills; one at Pineland, Tex., and two at Diboll, Tex., which manufacture 150,000,000 feet of lumber a year. At Diboll we manufacture hardwood entirely separate from yellow pine; both operations being conducted by competent men. This enables us to furnish mixed cars of pine and hardwood manufactured in the proper way.

SOUTHERN PINE LUMBER COMPANY
TEXARKANA, TEXAS

CALIFORNIA WHITE PINE

We wish to announce to the many friends and customers of Shevlin service and Shevlin quality that we have started operations in Oregon.

Our first unit is completed and we are ready to ship kiln dried shop and selects of the highest quality CALIFORNIA WHITE PINE. The timber grows at a high altitude along the east slope of the Cascades. It is, accordingly, of remarkable texture. Box factory in connection with mill.

Chicago Representative:
A. W. Lammers
Continental National Bank Building
Chicago, Ill.

Minneapolis Representative:
N. H. Morgan
900 First National-Soo Line Building
Minneapolis, Minn.

The Shevlin-Hixon Company, Bend, Oregon

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TWO HUNDRED AND TWENTY FOUR MILLIONS MOSTLY OAK

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AGAIN WE DO A FAVOR for a friend who desires to let the great lumber public know that he has a real bargain in hardwood timberland. We are glad to loan ourselves to any such activity as this, because the business of these advertising pages is to sell what these lines of type advertise—all we get paid for is the space. However, we wish our readers to know that we have read all the "documents in the case" and that we vouch for the moral and financial worth of the owners and their representations.

THE OWNERS HAVE FOR SALE 48,000 acres of virgin hardwood timber lands located in southwestern Virginia, which, according to two cruises by very competent men, have an average of 4,700 feet of hardwood timber to the acre, or all told **TWO HUNDRED TWENTY-FOUR MILLION FEET** of merchantable, high-class, accessible hardwood timber.

THIS TIMBER CONSISTS OF 90,000,000 feet White Oak; 30,000,000 feet Chestnut Oak; 10,000,000 feet Red Oak; 26,000,000 feet Chestnut; 10,000,000 feet Hemlock; 24,000,000 feet White Pine; 20,000,000 feet Yellow Pine, 5,000,000 feet Yellow Poplar; 3,000,000 feet Hickory and 6,000,000 feet Miscellaneous.

THE NORFOLK & WESTERN RAILROAD, through a subsidiary company, has built a branch road for the **SOLE PURPOSE** of reaching this timber, this line being now in operation.

ONLY BONA FIDE PURCHASERS will be considered, and anyone interested may know positively that his negotiations will be direct with the owner, or an accredited representative. No commission men or brokers will be considered.

THE OWNERS ARE NOT LUMBERMEN and are offering the property for sale in order to close out an estate. They would wish to make an arrangement with the buyers in order to obtain the bark from the property. Write to us and we will forward your letter to the owners.

Yours sincerely,

LUMBER WORLD REVIEW
CHICAGO, ILLINOIS

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GIRDLING THE EARTH WITH HOUSES

THE STORY OF VOLUME:

The volume of lumber produced in the mills of this company each year is sufficient to build a good-sized house every mile round the earth.

Stop and think what it means to buy **quality lumber** from a company that can so standardize its quality as to keep up a demand for a quantity it must manufacture, sufficient to build one good-sized house every mile round the earth.

Think what it means to have an annual demand for **quality lumber** in such an aggregate as to form a train shipment of twenty-four thousand three hundred and sixty-six cars, each car billed to a lumber buyer or on an export order.

Imagine a train of cars one hundred and eighty-four miles long. That represents the annual output of the Long-Bell Lumber Company's mills.

The largest yellow pine milling capacity under the control of a single organization is the Long-Bell Lumber Company, with capacity for manufacturing over one and a half million feet of lumber per day.

With three hundred working days the capacity shows an output of over four hundred and fifty million feet per annum.

This enormous production of **quality lumber** is possible to be manufactured by one organization only because of the company's efficient management.

It is only possible to manufacture **quality lumber** representing over one and a half million feet per day because of the demand by dealers and consumers in this and foreign countries which is increasing in volume every year.

There is a reason why the Long-Bell Lumber Company manufactures an increased quantity every year and is able to sell its daily output of one and a half million feet.

THAT REASON IS QUALITY

The standardization of lumber began with the Long-Bell Lumber Company a great many years ago.

A **quality standard** was established which made a reputation while it built up the volume and this standard of quality has been guarded with care by the mill managers who are jealous of the splendid reputation thus attained.

But more than all this the record made by the Long-Bell mills for PROMPT SHIPMENT has caused dealers, all over the world, to repeat and continue to repeat their hurry-up orders once they have had a taste of this **quality lumber** and these quick delivery shipments.

Think of a record established by one lumber organization which shows an average time of eight and a half days from the arrival of orders at the mills until the cars were loaded, on the entire 1915 year's production.

It is YOU, Mr. Dealer, who gets the benefits of this **quality lumber** and these record shipments.

It is you, Mr. Lumber Dealer, who makes it possible for these mills to produce **quality lumber** and get it out for you on record time. The Long-Bell Lumber Company is mindful at all times of your needs, your requirements, and your customers' demands.

A large lumber mill organization can increase its business only by the most refined attention to the minutest detail of the finished product.

A leader of quality and volume can only maintain its supremacy by its attention to these details, and so careful and so watchful are the mill managers and their foremen in their constant scrutiny of every step of the progress of lumber manufacturing from the log to the car door that you may be assured your cars of lumber at all times will bear YOUR most careful scrutiny.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company
KANSAS CITY, MO.

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WE specialize in the stocks of the leading Oregon mills, and can ship 30 cars every 10 hours. We offer you unequalled facilities for purchasing

DOUGLAS FIR

through our selling organization.

Minneapolis—C. M. Rhone.
Denver—Dwight H. Elder.
Sioux City—J. D. Merrill.
Pocatello—R. C. Angell Co. (E. T. Sturgeon).
Salt Lake City—R. C. Angell Co. (R. C. Angell).
Walla Walla—W. E. Murphy.
Grand Island—McCormick & White (T. P. White).
Omaha—McCormick & White (F. P. McCormick).
Chicago—Geo. T. Mickle Lbr. Co. (Wilber Hattery, Jr., Mgr. Western Dept.).

Douglas Fir Lumber Company
Manufacturing Merchants **Portland, Oregon**

We want to move quick

100,000 ft. 4/4 No. 2 Common
WORMY CHESTNUT
We ship all over the world
Headquarters for
Old Fashioned Yellow Poplar

VANSANT, KITCHEN & CO.
Ashland, : : Kentucky

The MANAGER of a South Carolina Lumber Plant whose Company is a policy carrier in the

Lumbermen's Underwriting Alliance

recently remarked that he was more interested in receiving the ALLIANCE MONTHLY FIRE BULLETINS than anything aside from his salary check. He realizes that the manager who **reads** and **heeds** the warnings and suggestions along FIRE PREVENTION lines contained in these BULLETINS is more likely to continue to have a **going mill** to manage than the man who does not receive them and who is kept in ignorance of the lessons they teach each month.

The March issue should be in the hands of every Saw Mill Manager, Superintendent and Foreman. **Send for this number**—it will cost you nothing, and will familiarize you with one of the important advantages of carrying a part of your insurance with the

U. S. Epperson Underwriting Company

Suite 1116, R. A. Long Bldg., Kansas City, Mo.

IN THE EARLY DAYS

lumber was a word used to describe things that were useless or of little value. The Lombards were the money lenders of the middle ages. A Lombard-room was a room used by pawn brokers to store their pledges consisting of household goods and things of cumbersome or bulky nature. Later such space was termed "lumber room." Lumber, therefore, represented in those days nothing of consequence.

NOW

we know lumber as timber sawn into the form of beams, joists, boards, planks, and especially that which is smaller than heavy timber. The word brings to mind boards of even running thickness and width, clear, straight, strong, durable, with grain or figure, according to species, that will harmonize with any setting. Lumber now occupies a place in civilization that makes it indispensable to mankind, keeping step with every progressive move in manufacture. Ours is the lumber of the modern kind.

We know that we know lumber as it is now known.

We want you to know that we not only know lumber but know how to make it.

One little order will prove we can make good.

LAMB-FISH LUMBER COMPANY, CHARLESTON, MISS.
"The Largest Hardwood Mill in the World"

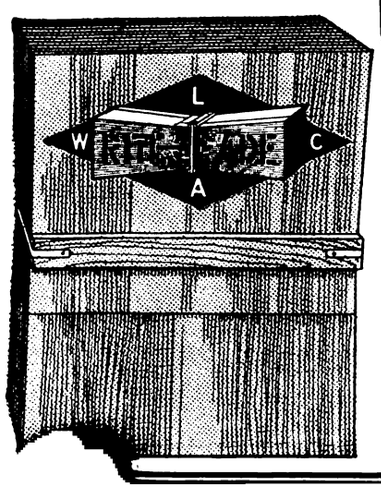
I. L. CO. LONG LEAF ELIZABETH LA.

THIS brand on the end of every timber and piece of heavy planking that leaves our mill, is our guarantee that it is

Long Leaf Pine

We have PLENTY OF IT

INDUSTRIAL LUMBER CO.
Elizabeth, La.
Annual Capacity 200,000,000 feet



SPELLING "SATISFACTION" ALL OVER

RITE-GRADE

Red Cedar Shingles

INSPECTED —— GUARANTEED

ST. PAUL & TACOMA LUMBER CO.
TACOMA **WASHINGTON**

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 2

CHICAGO, JULY 25, 1916

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Hotel Baltimore ..... Kansas City, Mo.
Hotel St. Paul ..... St. Paul, Minn.
Vanderbilt Hotel ..... New York City
Albermarle-Hoffman ..... New York City
New Richmond Hotel ..... Seattle

ONE OF THE MOST IMPORTANT HAPPENINGS AND one of the most important MOVEMENTS have been running along together—for the last two weeks—hand in hand, in that narrow path through which streams the lumber world and which is SUPPOSED, sometime or ANOTHER, to lead down INTO the promised Land of Canaan.

Whether or not that is to BE the geographical finish of the highway on which we march, it is not yet our place to prophesy.

All that WE can do, which will be of interest, will simply be to continue to saunter along the way, that we may gather up the items of fact and the items of gossip which will interest those who trudge BEHIND—for most of our procession IS behind, you know—our tendency to rear-guard marching having become SUCH a habit with us, as a BUSINESS, that there is OFTEN much doubt whether we are "coming or going"—whether we are really following our Moses down INTO the Land of Canaan or are on our way back to Pharaoh to make bricks without straw—that is lumber without profit—and to humbly beg our Egyptian taskmaster to invent still ANOTHER plague, that we may show our FORTITUDE!

The movement to which we refer is the frantic "locking of the stable door after the horse is gone," which many lumber manufacturers are indulging in throughout the entire country and which we call "curtailment"—a thing which, if it had been done at the right time, would have kept many a good man out of the bankrupt court and which may even now help a little bit in keeping away the sheriff and protecting a trade which is so situated that it cannot protect itself and up to date has had no government assistance in that direction.

The other event to which reference is made above is the great reclassification hearing of the Interstate Commerce Commission, which has just spent twelve working days and nights in Chicago on the proposed reclassification of lumber, busily engaged in umpiring over 3,000,000 words of conversation on the subject.

We have paid our compliments to both of these events—the curtailment question and the reclassification question and what we have done we have done with an open mind; and now when the curtailment effort has been made and the reclassification conference is ended, we are wondering "what is the use."

Each of these subjects deserves a little special editorial mention of its own, and shall have just that, but first we wish to be grateful for sirocco heat and the gentle falling of the rain.

Those two things have happened in the last two weeks to such an extent and so universally that if the cracking of the growing of the

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corn from all parts of the corn-land, could be mobilized in one place, and these separate sounds could be crystallized into one sound, the roar of the battles of Europe would be by comparison the tweet of a sparrow to the thunders of Niagara.

If Divine Providence had not stepped in and brought the heat and the summer rain, no matter of "curtailment" or "reclassification" would have been of any service. So in this end of our "howdy-do" for July 25, let us say that every indication, North, East, West and South, is that there will be almost universally a good crop of corn. The importance of the general crop is not measurable at this time, but the sign is set in the Heavens, the winds are blowing warm and the rains are falling—and these phenomena of nature are happening in such strength and quantity as to encourage all lines of business everywhere.

The Interstate Commerce Commission Conference.

OVER on Plymouth Place, in this city, on the wide imposing stones of a linotype concern, it is reported there are resting, in their white simplicity, nearly eight tons of metal that had been fashioned into type, which, when properly locked up and impressed upon paper, will recount the entire "exhibit" and "oral" testimony that has been offered by the attorneys and testified to by the witnesses and transcribed by the court stenographers at the Interstate Commerce Commission hearing on lumber classification which has just closed.

There ARE people, of course, who look so sardonically upon all phases of life that they WOULD and ARE inclined to look upon this event in the nature of a National joke, but we refuse to take it AS such. We wish to be recorded as being among those who very highly approve of this occurrence, WHETHER or NOT lumber be reclassified.

We are not prepared to discuss the merits or demerits of this situation from the viewpoint of railway freight rate making, or the equities of judicial balancing of lumber freight rates, so that they may work an EQUITY when if not rightly done they would work a HARDSHIP, one way or another!

However—in discussing the good which has been accomplished by this hearing we want to register the deliberate opinion that the whole affair has done the lumber trade of the United States millions of dollars' worth of good, and has benefited the railroads and likewise the government in like measure—even if the result of the hearing or investigation does NOT now result in the RAISING or LOWERING or changing of a single lumber freight rate, or the change in ANY particular of lumber tariffs as they exist to-day or existed before the disturbance began two years ago.

There is a definite reason for this statement and if the reader will sit into a cool place by the window we will give that reason and quit.

The railroad men and the lumbermen and the Interstate Commerce Commission needed above all OTHER things a conference to determine basic principles as opposed to hundreds of hearings to dispose of specific rates of freight. One or two of the witnesses, we believe, reminded the conference that they were not there on trial, and the chairman, we understand more than once, made a definite statement that the affair was only a friendly conference looking in the direction of establishing the fundamental principles of freight rate making for lumber.

Now that the investigation is over, we take it that the commission and the railroads and the lumbermen themselves have become in a great measure convinced—as we understand the Federal Trade Commission is convinced—that while lumber is a commodity upon which freight rates must be levied, that it DIFFERS from all OTHER commodities, stands in a class by itself, and cannot be subjected to the ordinary rules of freight rate making—and that—really lumber has been done a most grievous injustice in the past by being considered along the lines of other commodities; and now, if these three parties to this friendly conference desire to find out just what IS the matter with lumber freight rates and to devise some scheme which would reduce to a minimum the controversy over the subject, then surely this conference which produced its eight tons of type matter to tell its 5,000 page story will have become and is NOW, at this MOMENT, a basis for great good to all parties concerned!

How About a National Lumber Inspection Board?

WE MAY, AS AN INDUSTRY SOMETIME OR ANOTHER, learn how to curtail production at the right time; and there may come a time when the Interstate Commerce Commission will not have to put 85 percent of its time into straightening out kinks in the lumber tariffs; but there never WILL come a time when we will not have, as a live issue, always ready for discussion, the INSPECTION OF LUMBER.

Already the American Society of Architects has given much thought to the subject and has suggested that the inspection of lumber is a problem for the Bureau of Standards at Washington.

We have not the time on this hot morning to look up just the details of what the American Society of Architects has done about this proposition, but the action was taken some time late in 1915 or early in 1916, around about the period when the lumbermen who are in the building woods end of the business were making love to the architects.

This inspection proposition of lumber is not unlike the tariff question in politics. The average lumberman is not a politician, and if the lumber trade were polled on the question of just what should be done with the political question of the tariff, we are THOROUGHLY satisfied that an overwhelming majority of its votes would be piled up for a tariff commission to handle the matter.

The LUMBER WORLD REVIEW has already laid down in a previous editorial the foundation of a discussion on this question which it expects to make, and does propose here and now that the lumber industry should father a National Inspection Commission of its own, to consist of a board five or seven men, whose business it should be to devote their lives to this matter of the inspection of lumber, at salaries that would take care of any reasonable man's wants and make it worth the while of many a man in the lumber trade to devote his time and attention to the proposition, for his life's work.

It would be folly to argue that you could not find the men. Money will find the men, and even in a little half dozen interviews on the subject with a half dozen of the most influential lumbermen of the country, at least two of either the five or seven people it has been suggested might sit on this proposed inspection board, have ALREADY been cited, and could be secured, if such an undertaking were properly financed and found sufficiently popular.

We make this suggestion realizing that what USUALLY happens to the pioneer is BOUND to occur to US. There are undoubtedly many very clever lumbermen who will object to such a proceeding, and there will also be those who believe so thoroughly in an emasculated and spineless lumber press that they will not hesitate to tell us this is none of our business; that we are only newspaper people and are not SUPPOSED to have any inspection sense. But no matter; we have made this suggestion—nevertheless—and are prepared to stand by it or it would not have been made.

If this matter of a National Inspection of lumber of all sorts be not an opportunity for the activities of the National Lumber Manufacturers' Association, and if it be not one of the REAL things that a National Lumber Manufacturers' Association should not take up and work out, then we will be glad to KNOW and to have DEFINED to us just what IS the province of such an organization!

We hold no brief permitting us to speak for THAT or any OTHER organization in lumber, but still we have reason to believe that such an activity would be agreeable to the National Lumber Manufacturers' Association and would furnish it with an activity as necessary as its Blue Book; as necessary as its Inter-insurance department; as necessary as its Trade Extension department; and VERY likely it would be more lauded for the adoption of such an activity than it could EVER be for carrying out—as it will and must—the OTHER three lines of endeavor!

At all events it is worth thinking about and worth thinking about deeply until some way is discovered of accomplishing the purpose.

To All Manufacturers of Lumber!

IF YOU HAVE THE LEAST FIGMENT of curiosity, you will finish what you have just begun. We have written over 2,000 letters for the information upon which we have based our "Curtailment" article, which begins on the next page and takes up over eight pages of this issue, and we want to to tell you frankly that it is up to you to read that article, every word of it—and then to profit by it.

We have told the manufacturers of lumber just about what we think of them as business men and it should be part of your task to read that article and find out the facts.

We know it is a long story.

It had to be.

If we can afford to write such a story and print it, you cannot afford to miss reading it. If you have not the time to read it, personally, let your secretary do it, with instructions to mark the places where we say things about you, personally!

We realize that we are hard to satisfy. We realize that it looks a great deal like being "fussy" to complain about the lack of interest of lumber manufacturers in this question of curtailment when at least 200 of them or at least 25 percent of those addressed upon the subject have been good enough to reply to our queries.

For that twenty-five percent who did reply we are grateful—very, but for the remainder, 75 percent who sit back with their hands in their laps and do not seem to care in which direction they are moving or pay any attention whatever to movements which are started entirely for their own good, we have no very great consideration for their feelings or hope for their future.

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An Immediate Necessity for Curtailing Lumber Production

Opinions Concerning "Running Conditions" and "Lumber Stocks" from Twenty States

Part II.

By BOLLING ARTHUR JOHNSON

If the lumber manufacturing mind could be made into a composite mentality, as we make a composite photograph, undoubtedly it would,(as the moving picture producers say), "register" A NATIONAL SUSPICION.

If you who are reading the above paragraph are a manufacturer and are not quite mad enough at the assertion made, please read it again and get GOOD and angry. Your anger and curiosity might lead you to read the many pages which follow. If you do NOT read these pages NOW you will likely never get another chance, for as soon as they are off the press they are going into the melting pot, not to be soon dragged forth again to serve the purpose of a trade that does not seem especially to care whether it is on the road to Heaven or to Hell!

JUST A FEW WORDS OF EXPLANATION.

Early in July we received, by mail, a list of what purported to be the activities of sawmills in the yellow pine producing territory. To check the matter up we wrote the article which appeared under a caption similar to the one which appears above, and published it in our issue of July 10, including a list of yellow pine sawmill activities; but in order to check the matter up before that article was printed, we sent out a circular letter to all of the lay members of all of the lumber manufacturing associations which belong to the National Lumber Manufacturers' Association, with a "proof" of the article, and after about forty-eight hours from the day that letter was put into the mail, the answers began to trickle back through our "Wide East Windows."

It has been altogether the bravest attempt ever made by lumber manufacturers in this country to assert themselves and talk truthfully about their condition, and those who have REALIZED the NECESSITY of REPLYING and who have had the nerve of FEATHER BOLSTERS STOOD on END, have REPLIED!

But, do you realize, Mr. Lumber Manufacturer, that there are—at least—800 lay members of the National Lumber Manufacturers' Association, and that barely 185 of these have cared enough about the "other fellow" or cared enough about their OWN condition to have the courtesy to reply to this communication?

This campaign of ours—which seems to us to have just ABOUT been drawn to an end, but even YET might be carried on and into ANOTHER ISSUE of the LUMBER WORLD REVIEW—has proved OVERWHELMINGLY one great central TRUTH, namely, that the ENTIRE TROUBLE with the LUMBER MANUFACTURERS of the United States is from WITHIN and NOT FROM WITHOUT; that they have been bully-ragged and set upon and billy-be-damned and harassed so much by so-called legal restrictions that they even lack the courage to say that their souls are their own!!

We are not making these statements fault-findingly, but just for the sake of the TRUTH, because the truth OUGHT to HELP.

We cannot much longer lay all of our troubles upon a Bureaucratic Government; the railroads; the enforced waste in manufacture; the inroads of substitutes, etc., when our real BASIC trouble is that by force of circumstances and environment our PRODUCTION of the product and MERCHANDISING of the same DIFFERS from that of any OTHER production of product and merchandising of product and MUST have and SHALL have and SHALL be governed by DIFFERENT rules and laws of trade than those which govern and rule OTHER lines of trade!

It OUGHT to be patent to any inside observer of the lumber trade, as it IS patent to almost all OUTSIDE observers, that no person or set of persons has ever yet known anything definite or COULD know anything definite about the "supply of lumber on hand"; or, if they did know what was the "supply" of lumber on hand, could by that means or any other means control the "supply" to either RAISE it or to LOWER it!

If the three pages of information which we printed on this subject in our issue of July 10, coupled with this monument of type in the present issue of the LUMBER WORLD REVIEW, does not indicate—as a manufacturer of yellow pine of Alabama recently remarked—that "INDIVIDUALISM is dead in connection with the management of the manufacturing end of the lumber trade in the United States"—AND that it SHOULD have and MUST have either the privilege of lawful cohesion from the government or direct control of the government, then may this lumber newspaper never again indulge in a speculation of any sort!!

Lumber manufacturers may hesitate to "speak out in meeting," but we do not, even though this statement might lead someone to bring up that old-time wall motto concerning the fearsome tread of angels as opposed to the heavy and clanking steps of fools.

Anyone who does not like our attitude in these matters either does not take a broad view of these affairs, or else has not read fully our issue of July 10, or this issue of July 25—ON THIS SUBJECT.

We will pay no attention to the protests of ANY person as to OUR attitude in this matter until that person has read all there IS to read on this subject in the two issues of our paper mentioned. The person who has done THAT will have a RIGHT to AN OPINION.

We have reprinted our letter of July 6, and have corrected the list of mill statements, and brought it up to date, in so far as we could gain information.

We call the especial attention of all our readers to "Three Merciless Answers from a Brainy Texan," printed on the third page of this article.

ALABAMA.

The information from Alabama is more meager than that from most of the states that have pretended at all to follow our movement to stop an over-production of lumber.

The trouble with the information is that it is not specific enough. What we would all like to know is just what does "running on short time" mean. It might mean, as compared with some other period, the cutting off of a night each week from the regular day and night run; and while that would mean curtailment, as compared with some other previous time, it would carry with it no definite showing to indicate just how much the reduction might have been from "some other previous time of running."

JUST STARTED UP—WILL CONTINUE TO RUN!

A very well known firm, whose rating is high, and whose integrity is good, makes no specific report, but does write a letter saying: "We have run only about two-thirds' time during the past month, because of storms prevailing here, but we are not figuring on curtailment, as we are just getting started, and have no stock of lumber on hand, and wish to build up some."

BELIEVES "SUPPLY AND DEMAND" ALWAYS GOVERN MARKETS.

What is the use arguing against the fetish of "supply and demand" when the Federal Trade Commission is just about ready to believe that "supply and demand" do not govern the lumber trade, and that we stand in a commercial line altogether helpless in that regard?

We NEVER KNOW what is our "supply," because no human being has ever been able to see it all at once; but that will make no difference to some people, even those who are endeavoring to prove things to the commission!!

The people who have the power of life and death over the selling of "building wood" lumber make up their opinions on what is the "visible supply of lumber," depending entirely upon their own individual vision—looking outside their own yards—and there we have the difficulty, because we cannot possibly, all of us, see far enough or alike.

We are led to make the above statment in order to try to counteract in small measure that which follows in an extended quotation from a close friend of ours in Alabama, who says:

"The law of supply and demand governs the lumber market, as it does other markets. Flying in the face of this law year after year has cost the lumbermen untold millions, without doing anyone any good. Continuing to manufacture lumber at a normal rate, when consumption is far below normal, and without adequate facilities for storing the products, which means forcing it on the market, regardless, is about as asinine a proposition as we can well imagine.

"Apparently many operators in this section believe they should run full time, whatever they may think about what other operators should do. We have no inquiry as to their views on this point, except as opportunity offered for casual discussion. It would appear that many of them do not realize the situation, or what it demands in good business judgment, while many others say that they never reduce production unless everybody else does so. A very large proportion do not seem to feel that in running full time and insisting upon selling their output at some price has anything to do with unsatisfactory conditions in the lumber business. The matter is, of course, one for individual judgment

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and action, and we have not attempted to argue the question with anyone or to give any advice, but our own curiosity as to how some operators arrive at their point is nothing short of painful.

"We feel that every manufacturer of lumber who studies the business, in an effort to arrive at the facts concerning it, will find himself in agreement with the views expressed in your issue of July 10.

"When the present crop of timber is gone, it will be gone forever, and that is all there will be to it. The marketing of large quantities of yellow pine at figures below the cost of production is perhaps not the most serious phase of the existing situation; there remains the fact that having, through overproduction, hammered the price down to a point where it barely covers the operating cost, the operator is compelled to leave in the woods a much larger percentage of each tree felled than he would normally do, because he cannot afford to bring in common logs, and the consumer naturally takes the better grades when the price is low. This is a dead loss, and one that will fall heavily upon the coming generation. We do not think it possible to state too forcibly the folly of overproduction.

"With reference to the list of mills voluntarily and individually reducing output to meet market conditions, we are at once glad to know that so many possess the sound judgment and courage necessary to taking such a step and are regretful that more of the yellow pine operators cannot qualify as good business men, to say nothing of their letting a faithful few bear the burden."

Here follows all the detailed information we have concerning the present running of Alabama sawmills, as compared with their running six weeks or six months ago:

Choctaw Lumber Co.	Silas	New plant. Shut down ten days in July. No stock on hand. Will run.
Davis, M. L.	Oak Grove	Curtailing 22½ percent.
Jackson Lumber Co.	Lockhart	Run 2 bands, 1 gang all year until June 20. Shut down everything.
Kaul Lumber Co.	Birmingham	Running five days, per week of 10 hours as opposed to six days previously.

COPY OF A LETTER SENT TO 800 SAW MILL MEN JULY 6. HEREWITH ARE THE ANSWERS.

Lumber World Review

ARE THOSE SAW MILL MEN WHO HAVE NOT ANSWERED THIS LETTER RUNNING NIGHTS?

IF YOU WILL PLEASE HAVE THESE SHEETS PUT IN YOUR TYPEWRITER AND THEN DICTATE AN ANSWER TO EACH QUESTION A SUMMARY OF ALL THE ANSWERS WILL BE RETURNED TO YOU—PERSONALLY—AND WILL ALSO BE USED IN FUTURE EDITIONS OF THE LUMBER WORLD REVIEW.

Gentlemen:

QUESTION NO. 1—We are endeavoring to find out—IN YOUR INTEREST—if "supply" and "demand" control the lumber market—as it is conceded they DO control all OTHER markets. We would not insult YOUR intelligence by suggesting that you do not already know that the "supply" of an article of commerce affects the "demand;" BUT, just at this critical moment when a falling off in the "supply" of lumber in stock is the ONLY thing that will help to patch up a badly broken market, will you talk to us frankly for the national LUMBER GOOD and permit us to utilize the information in an IMPERSONAL way.

QUESTION NO. 2—We are going to give back to you by letter and through the columns of the LUMBER WORLD REVIEW a summary of the EXACT FACTS as to stock conditions; so will you tell us on the "A" line below how much lumber of all kinds you had on hand, in feet, January 1, 1916, and on the "B" line how much lumber you had on hand July 1, 1916?

"A" Lumber on hand January 1, 1916.....

"B" Lumber on hand July 1, 1916.....

QUESTION NO. 3—How many "saws" of all kinds in ALL your MILLS had you in operation January 1, 1916?

QUESTION NO. 4—How many "saws" of all kinds in ALL your MILLS have you in OPERATION right NOW?

QUESTION NO. 5—How many days per week and how many hours per day did you run your sawmills in the month of January, 1916?

QUESTION NO. 6—How many "days" and how many "hours" per day did you run your sawmills during the month of June, 1916?

QUESTION NO. 7—It is ALLEGED that there are actually a FEW sawmill operators who believe THEIR mills should run full time and that all the rest of the sawmills should run SHORT time, in order that all the lumber business MAY be helped to a competency. EXACTLY how MANY such OPERATORS are there in your NEIGHBORHOOD and what reasons do they give for piling up lumber which they know they have got to sell at a LOSS?

QUESTION NO. 8—Attached is a proof sheet of what will either be used as a leader for an article upon the "General Shutting Down of Sawmills in the United States," or as an editorial for our issue of July 10. It will be printed just as proof has been furnished to you, but just for our own INFORMATION will you please be good enough to criticise our position in the matter?

QUESTION NO. 9—Will you note the rather formidable list of mills who are running "short time" that we shall publish in our issue of July 10 and tell us what you think about it?

QUESTION NO. 10—Will you write us at your earliest convenience and give us any other MARKET facts and ideas on the general conditions of the lumber trade in your locality?

Yours very truly,

BOLLING ARTHUR JOHNSON,
EDITOR AND PUBLISHER,
LUMBER WORLD REVIEW.

Let any saw mill man who has not answered this letter do so at once and thus do himself a courtesy.

King Lumber Co.	Prentice	55 hours a week.
Lathrop Lumber Co.	Birmingham	Running five days a week.
Manchester Lumber Co.	Manchester	Running on short time.
McGowin-Foshee Lumber Co.	Folco	Running on short time.
Scotch Lumber Co.	Fulton	Running five days a week.
Smith, W. T., Lumber Co.	Chapman	Both mills running 66 hours.

ARKANSAS.

Our reports from Arkansas are of a varied nature, for our friends from that section have expressed themselves very freely. We are not able to make much change in our list of specific information, but we have to

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record the fact that one of our friends from Arkansas does not seem to think much of it, as INFORMATION, and offers some rather peculiar answers to our queries, and among others makes the statement: "All of our neighbors are running full time," and to our ninth query writes this answer: "There are some on the list showing running on reduced time who are in fact running full time."

Another operator refers to the fact that still another manufacturer has suffered quite heavily from windfall, to the extent of several millions of feet; that this neighbor is running his mill, and ought to continue to run it, although he—our INFORMANT—announces that HIS mill has been shut down. Following is all of the definite information as it now stands, in so far as we can secure it:

Arkansas Short Leaf Lumber Co.	Pine Bluff	Running 4 days a week.
Arkansas Land & Lumber Co.	Malvern	Shut down June 30.
Arkansas Lumber Co.	Warren	Running 3 to 5 days a week.
Bradley Lumber Co.	Warren	Running 3 to 5 days a week.
Campbell, H. A.	Mt. Idah	10,000 feet daily capacity. Ran only 3 or 4 days in June.
A. L. Clark Lumber Co.	Glenwood	Running three-quarters time.
Crossett Lumber Co.	Crossett	Running 4 days a week.
Eagle Lumber Co.	Eagle Mills	Running 5 days a week.
Edgar Lumber Co.	Wesson	60 hours a week.
Florala Sawmill Co.	Paxton	Running three-quarters time.
Graves Bros. Co.	Hosford	Shut down for over a a year in last two, so now running full time, 10 hours daily.
E. L. Marbury Lumber Co.	Malone	Temporarily shut down account of storms.
Martel Lumber Co.	Martel	Running 44 hours.
Weaver-Loughridge Lumber Co.	Boyd	No curtailment.

We have a letter from Florida which indicates that somebody has damaged the confiding nature of one operator down there, because he insists upon replying to our Question 7, in which we ask him concerning his belief in regard to letting the OTHER fellow do the "shutting down," by saying: "These are USUALLY the mills who REPORT running on SHORT TIME."

GEORGIA.

The stock conditions at yellow pine mills in Georgia should not damage the trade very particularly or affect the general business of the country, if we may judge of Georgia conditions by the lack of attention paid to our letters of inquiry addressed to all large sawmill operators in that state. Here is a meager little list as a result:

Fordyce Lumber Co.	Fordyce	Running 4 days a week.
Freeman-Smith Lumber Co.	Millville	50 hours a week.
Gates Lumber Co.	Wilmar	Running 5 days a week.
Ozan-Graysonia Lumber Co.	Prescott	5 days a week.
Reed Bros. Lbr. Co.	Buckner	Running 40 hours.
Union Saw Mill Co.	Huttig	Running 4 days a week.
Wisconsin & Arkansas Lumber Co.	Malvern	60 hours a week.

Three Merciless Answers from a Brainy Texan

QUESTION NO. 7: It is ALLEGED that there are actually a FEW sawmill operators who believe THEIR mills should run full time, and that all the rest of the mills should run SHORT time, in order that all the lumber business MAY be helped to a competency. EXACTLY how MANY such OPERATORS are there in your NEIGHBORHOOD, and what reasons do they give for piling up lumber which they know they have got to sell at a LOSS?

ANSWER: "We control the output of all mills in this vicinity, except one mill just building; three of these are running about half time; one we have closed down entirely; the other operates only planer to fill orders as received and shipped. We are booking orders faster than we are either making or shipping lumber, so do not feel that we are doing anything toward the repeal of the law of supply and demand. We have turned down as many orders as we have accepted, because we do not Accept, Except, at a living price."

QUESTION NO. 8: Attached is a proof sheet of what will either be used as a leader for an article upon the "General Shutting Down of Sawmills of the United States," or as an editorial for our issue of July 10. It will be printed just as "proof" has been furnished to you, but just for our own INFORMATION will you please be good enough to criticise our position in the matter?

ANSWER: "Would just as soon criticise the statement that you cannot put five gallons of whiskey into a two gallon jug, as to criticise the assertion that you cannot put six days and some nights' output into a three day demand. If each manufacturer would govern his own production in proportion to prices and orders received, we might feast a little on finance instead of on philosophy."

QUESTION NO. 9: Will you note the rather formidable list of mills who are running "short time" that we shall publish in our issue of July 10, and tell us what you think about it?

ANSWER: "Think that none of them has gone further in curtailment than we, and that none of them has now more orders in proportion to actual production than we, and think when we can't get orders at living prices, we'll shut down entirely and let the other fellows have the 'cur' and the 'tail' also and add our part to the 'ment'; in doing which we swap the first two syllables outright for the little letter 'a' to use between 'e' and 'n' in the last syllable."

FLORIDA.

Our circular letter of July 6 went to about sixty people in the state of Florida—maybe a few more; maybe a few less. Either the letters were DELIVERED in one or the other of the oceans, which have been much agitated by storms upon either side of this "land of oil and wine," or else the ANSWERS to our letters have ridden away on the wings of these storms, and have not been DELIVERED to US. Here is our report on Florida:

Alabama & Florida Lumber Co.	Noma	Running 85 percent.
Alger-Sullivan Lumber Co.	Century	Shut down 30 days.
Bay Point Mill Co.	Pinewood	60 hours. Expect to close down.
Florida Land Co.	Montbrook	Closed down.
Augusta Lumber Co.	Augusta	Have closed down all mills and become "remillers."
Dunlevie Lumber Co.	Allenhurst	Double band mill with resaw, running continuously 11 hours per day.
King Lumber & Oil Co.	Unadilla	Had been running 5½ days, 9 hours each; now shut down, from 4 saws in January to 2 saws in July.
Thompson, John R.	Quitman	Running 10 hours a day, 5 days per week.

INDIANA.

Our inquiry, the reader knows, was not concerned alone with yellow pine, fir, etc., but takes in the whole lumber manufacturing industry of the United States, wherever the lay members of the National Lumber Manufacturers' Association may be located. This dragnet of ours has picked up a crackerjack set of opinions from a hardwood manufacturer

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at North Vernon, Ind., whose letter we reproduce practically entire below:

THE TROUBLE WITH THE "LUMBER" BUSINESS IS THE "LUMBER" BUSINESS.

"We agree with you—in the main—that supply and demand have quite a little to do with lumber sales, but we do not believe that it will necessarily have to govern prices. If every mill owner, or all the larger manufacturers of lumber, would set a decent, profitable price on their lumber, the buyer would have to pay it or go without, regardless of supply or demand. Of course there woudn't be as much sold—we mean by this during times of depression—but every foot sold would yield a profit.

"We have been operating very spasmodically during the past year. Along in December we began getting more business than we could handle, and we cut our stock to less than a million feet at the two mills. We are running now to accumulate a normal stock.

"We have come to the conclusion that lumbermen—as a whole—are the poorest salesmen, the worst advertisers, and the poorest informed men on general trade conditions that we have in this country. Our marketing conditions are bad, we depend on a wholesaler to sell our product, and know nothing about the ultimate uses of the lumber. We do not believe in advertising, because we never had to do it, and why should we now? Every one uses lumber. We are unaccommodating, and do not try to SERVE our trade. We think that these things have a big bearing on the slacking up of the lumber business and trade in general.

"We have come to the conclusion that we will not pay any attention to market prices. We have been getting and will continue to get prices that are better than the market.

"We will do this by giving the CONSUMER what he wants. If he wants a grade of one face stock, we will make it for him. If he wants 8 to 12-inch we will give it to him. We will make our grade good enough to satisfy him and hold his trade and try to really SERVE him. We want our customer to BUY from us instead of our having to SELL to him.

"We think this is the only policy for the mill man to follow. Wholesalers, in the main, are honorable, fair-minded men, and have attained the place with the trade that they have because they gave SERVICE to the consumer. They weren't afraid to go to a little trouble to fill an order, and so they commanded the trade and kept the customers' good will. Wholesalers make profits, whatever the state of the market, AND THEY MAKE THE BIGGEST PROFITS WHEN THE MILL MAN IS SELLING LOWEST. Do they cut their prices when the mill man does?

"We believe that we have solved the lumber problem, so far as we are concerned. We have only recently started on this plan, but we can see that it's the right one, and that it's bearing fruit.

"The trouble with the lumber business is the lumber business."

North Vernon Lumber Co., North Vernon.....Two bands cutting hardwoods, each mill 18 days, 10 hours in June. Stock low, as compared with January.

KENTUCKY.

We can make no formal report for the state of Kentucky, as to specific mills. One operator cutting poplar, says: "We have your favor of July 6, and note with approval your effort to curtail lumber production. We have not been running our mill for the last few months, and will not run more than two months for the balance of the year."

Another high-class hardwood concern in Kentucky makes no formal report, but says: "We shipped last month about 1,000,000 feet more than we manufactured, and our stock on hand July 1 was about 6,000,000 less than January last. We anticipate that our production for the next few months will be in excess of our shipments; still, in view of our decreased stock, we will make no curtailment of production."

LOUISIANA.

The conditions in Louisiana, where everyone is alive to the subject and 99 percent of the mills are cutting yellow pine, and where each mill takes the trouble to inform itself about conditions at OTHER mill plants, they will never seem to evidence a great deal of appreciation of what we have been endeavoring to do.

WANTS ALL NIGHT AND DAY RUNS TO GO TO "DAY RUNS" ONLY.

One friend in Louisiana comes to the front with some very pertinent suggestions, from which we quote as follows:

"Our stock on hand July 1, as compared with January 1, shows an increase of about 12 percent. We consider our stock at this time, however, about normal, it being lower on January 1 than we ordinarily carry.

"I am glad you have determined to enter upon a campaign of education along this line, and will do all I can to assist you. I believe that if the general information of this character can be disseminated among the mill men the situation can be better controlled, that is, there is even now a feeling among some of the mill men in this section that they are probably doing more than they should in curtailing and are not absolutely satisfied and sure as to the sincerity of others.

"Then, too, there is continually suggested the idea that certain mills are still running nights, although that would, of course, curtail a proportion equal to that of those mills running days only. Still the fact that they are running night and day when they do run certainly does not encourage the mills that are running day only.

"I believe that what the night run does to the productions that are actually made and the influence on the mills that are running days only is the worst handicap we have. In other words, if all the mills that are running night and day would go to a day run only, it would restore a great deal of confidence that I do not believe will exist so long as they continue. I simply suggest this as my idea, if it is worth anything to you and the mills make use of it."

WANTS TO STOP ALL MILLS AND ADVERTISE NATIONALLY.

Our correspondence has dug up a man in Louisiana whose letter would make a great hit with those who believe that all our troubles would be wiped away by an immense campaign of national advertising. The ideas of this gentleman please the LUMBER WORLD REVIEW very much, and if he will only let us disclose his identity and come out in the open, he can have all the space he wants in the LUMBER WORLD REVIEW to discuss his theories.

This gentleman certainly has vision, but he will have a hard time getting many people to agree with him. He says:

"I believe the best thing for lumber would be not to cut a tree or make a board for six months, and during that time to put out the biggest advertising propaganda the world ever saw. At the end of six months there should be a demand for lumber. The thing in the way of this is our partners, the multitude of our poor employees at the mill; how to care for them for six months, and then have them available. If there are any lumber barons left who will arrange to take care of the common labor employees for six months, let us shut down our sawmills for six months and advertise lumber."

BELIEVES IN OUR ENTIRE PROPAGANDA.

We have a very lovely letter from a man in Louisiana with whom the editor of the LUMBER WORLD REVIEW has never had an opportunity to become acquainted, and which makes us long to see him. There is no reason why we should not quote his name, but we have started out to make this affair as impersonal as possible, even though all the records are kept in our office for any one's inspection or observation.

To the question of supply and demand he says: "We are fully convinced that supply and demand control the market. Too much lumber is being made. We believe in curtailing, and are doing so. We believe that all should curtail, and not throw the burden on a few. We believe in only night runs in rare cases, where the mill was especially constructed with that end in view."

Concerning our Question 7, our new found friend says: "We had a few such operators among our neighbors until a short while ago, but now we believe that practically every mill man in this community has been converted, and is practicing curtailment. Where you find a 'hog' of the kind you mention, he will tell you that his 'overhead' is too great, that he has timber down or is under some contract to take so much timber, or his turpentine operations are pushing him, or his interest is eating him up, or that his neighbors are not sincere, and that although they are SUPPOSED to be curtailing REALLY they are running quarters, longer hours, and that the whole THING is a FARCE!"

When we asked this gentleman to criticise our position in this matter, he said: "We like the publicity given these mills that are curtailing. We believe that continual pounding on this subject will induce others to follow. Too much cannot be said on this subject. Your editorial is good, and your efforts are to be commended. We would like to see a big campaign of this sort carried on by ALL the lumber trade papers just at this time. Keep up the good work, we say, as you can do nothing that will more effectively help the industry at this time."

To our avowal of intention of printing these lists of sawmill operators in the LUMBER WORLD REVIEW from time to time, this gentleman from Louisiana remarks: "Keep this list in your paper each issue It is bound to do a lot of good."

Referring to trade conditions our correspondent said: "We have confidence in the situation. The bottom has been reached. Fall buying is near!!"

SOME HOPEFUL "STRAWS" LEANING TO THE LOUISIANA BREEZE.

A mill man situated where he can get both domestic and ship-side trade—if there be any—says: "We have all the timber orders we need,

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and have this month entered enough business to run us for thirty days We do not know of anyone running full time."

Another Louisiana manufacturer says: "We know of no mills in this territory running full time. We think your plan of giving publicity to this subject is a good one, and should be appreciated by the lumber people."

Another Louisiana man says: "I started a five-day run back in April. I do not know of a mill cutting over 10,000 feet a day which is not down to three days a week."

Another Louisiana operator says in regard to whether or not some of his neighbors are holding back, in order to "let George do it," "there are none in this neighborhood."

Here is the detailed statement:

Anacoco Lumber Co.	Guy	Will cut off 8 days' run in July—as opposed to four days in June.
Alexandria Lumber Co.	Alexandria	Running 5 days a week.
Anacoco Lumber Co.	Grabow	Running 5 days a week.
Big Pine Lumber Co.	Colfax	Closed down.
Bowie Lumber Co.	Bowie	Running 6 days; 11 hours each. Being cypress, no curtailment necessary.
Bolinger, H. A., Lumber Co.	Shreveport	Running 4 days a week.
Bolinger, S. H., & Co.	Reeves	Running 5 days a week.
Brown Lumber Co.	Shamrock	Running 5 days a week.
Bentley, J. A., Lumber Co.	Zimmerman	Running 5 days a week.
Bryceland Lumber Co., Ltd.	Bryceland	Were running 6 days a week, 11 hours; now 18 days a month, 11 hours.
Brooks-Scanlon Lumber Co.	Kentwood	Running 5 days a week.
Bowman-Hicks Lumber Co.	Oakdale	Running 5 days a week.
Caddo-Rapides Lumber Co.	Alexandria	Running 5 days a week.
Crowell & Spencer	Long Leaf	Running 5 days a week.
Calcasieu Long Leaf Lumber Co.	Lake Charles	Running 4 days a week.
Central Coal & Coke Co.	Neame	Running 4 days a week.
Central Coal & Coke Co.	Caroon	Running 4 days a week.
Cady, W. M., Lumber Co.	McNarry	Running 5 days a week.
Elton Lumber Co.	Hutchinson	Running 4 days a week.
Elton Lumber Co.	Elton	Will shut down 30 days.
Elton Lumber Co.	Hutchinson	Closed down.
Enterprise Lumber Co.	Alexandria	Running 5 days a week.
Forest Lumber Co.	Oakdale	Running 4 days a week.
Frost-Johnson Lumber Co.	Campti	Running 4 days a week.
Frost-Johnson Lumber Co.	Mansfield	Running 4 days a week.
Frost-Johnson Lumber Co.	Montrose	Running 4 days a week.
Germain & Boyd Co.	Atlanta	Running 5 days a week. May reduce to 4 days if conditions do not improve.
Great Southern Lumber Co.	Bogalusa	Running 5 days a week.
Gulf Lumber Co.	Fullerton	Running 5 days a week.
Houlton Lumber Co.	Houltonville	Idle.
Hudson River Lumber Co.	DeRidder	Running 4 days a week.
Huie-Hodge Lumber Co.	Hodge	1 mill closed down.
Hurricane Creek Lumber Co.	Lake Charles	Running 5 days.
Iatt Lumber Co.	Colfax	Closed July 1.
Industrial Lumber Co.	Oakdale	Running 4 days a week.
Industrial Lumber Co.	Elizabeth	Running 5 days a week.
Industrial Lumber Co.	Calcasieu	Running 5 days a week.
Johnson, W. F., Lumber Co.	Campti	Running 5 days a week.
Krause & Managan	Westlake	Running 5 days a week.
King-Ryder Lumber Co.	Bon Ami	Running 4 days a week.
Lee Lumber Co.	Tioga	Running 5 days per week, 10 hours a day. Were running 6 days a week.
Louisiana Longleaf Lumber Co.	Victoria	Running 40 hours.
Louisiana Longleaf Lumber Co.	Fisher	Running 40 hours.
Louisiana Saw Mill Co.	Glenmora	Running 5 days a week.
Louisiana Central Lumber Co.	Standard	Running 4 days a week.
Louisiana Central Lumber Co.	Clarks	Running 4 days a week.
Lock-Moore Lumber Co.	Westlake	Running 5 days a week.
Longville Lumber Co.	Longville	Running 4 days a week.
Louisiana Long Leaf Lumber Co.	Alexandria	Mill not running.
Long Pine Lumber Co.	Fisher	Running 4 days a week.
Ludington Lumber Co.	Ludington	Running 4 days a week.
Lyon Lumber Co.	Garyville	Running approximately 20 days a month, 11 hours a day.
Lyons Lumber Co.	Kernan	Running 6 days.
Meridian Lumber Co.	Meridian	Running 5 days a week.
McNarry Lumber Co.	McNarry	Running 5 days a week.
Newell Lumber Co.	Eunice	Running 5 days a week.
Natalbany Lumber Co.	Hammond	Running 5 days a week.
Pawnee Land & Lumber Co.	Pawnee	Running 5 days a week.
Poitevant & Favre Lumber Co.	Mandeville	Running 4 days a week.
Powell Lumber Co.	Edna	Running 4 days a week.
Peavy-Byrnes Lumber Co.	Kinder	Running 4 days a week.
Pickering Lumber Co.	Pickering	Running 4 days a week.
Pickering Lumber Co.	Barham	Running 4 days a week.
Rapides Lumber Co.	Woodworth	Running 4 days a week.
Ragley, W. G., Lumber Co.	Ragley	Running 5 days a week.
Sabine Lumber Co.	Zwolle	Running 5 days a week.
Sabine Lumber Co.	Colfax	Running 5 days a week.
Sanford, F. L.	Zona	Running 4 days a week; 11 hours.
Schwing Lumber & Shingle Co.	Plaquemine	Cutting cypress; no curtailment necessary.
Southern Lumber Co.	Myrtis	Idle; mill burned.
Springfield Lumber Co.	Springfield	Idle.
W. G. Strange Lumber Co.	Newlin	Running 40 hours.
Tremont Lumber Co.	Winfield	Running 5 days a week.
Weaver Bros.	Weaver Spur	Running 5 days a week.
Weaver Bros.	Boyce	Running 5 days a week.
Weaver Bros.	Couchwood	Running 5 days a week.
Weaver-Hearne Lumber Co.	Couchwood	Running 50 hours.
F. B. Williams Cypress Co.	Patterson	Cutting cypress; no curtailment necessary. Properly advertised.
Williams Bros.	Oberlin	Running 5 days a week; 10 hours.
Wyatt Lumber Co.	Gandy	Running 60 hours.
Urania Lumber Co.	Urania	Running 5 days a week.
Victoria Lumber Co.	Victoria	Running 4 days a week.

MICHIGAN.

A hardwood manufacturer in Michigan says: "We think that your action is highly commendable, and comes nearer to the needs of the situation than anything yet attempted. There is no question but that if a general curtailment is not made the lumber business will go to smash."

The lumber manufacturers of the state of Michigan are not generally very anxious about the shutting down of mills or curtailing. Probably they do not have to be. They are cutting hardwoods. We have reports from four concerns:

Kneeland-Bigelow Co.	Bay City	Running six days per week; no curtailment compared with January.
Louis Sands Salt & Lbr. Co.	Manistee	Were running six days a week, 20 hours in January; now running six days, 10 hours.
Williams Bros. Co.	Cadillac	Were running six days per week; 10 hours a day; now 22¾ days, 10 hours.
Wisconsin Land & Lumber Co.	Hermansville	Running 25 days; 10 hours; short crew.

MINNESOTA.

Minnesota is a "short horse, soon curried":

J. Neils Lumber Co.	Cass Lake	Running 26 days; 520 hours. One-half stock on hand now had in January.

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MISSISSIPPI.

More interesting developments are showing up from the state of Mississippi than from any other in the list of twenty-two states from which we have had some sort of word.

It would be difficult to write a separate subhead line for each slant of opinion that comes up from Mississippi at this time. We will have to group all our friends' various opinions, statements etc., under a GENERAL head, which we trust may stand out in such manner as to attract our readers.

We understand, by grapevine telegram, that some of the manufacturers in Mississippi have felt especially put out on account of our lack of DEFINITE information at the beginning of this campaign.

We said at the outset that the information which we were giving out was "rather ragged" as to the harmony of it in the securing of LIKE information from each concern. It was all, however, legitimate enough, in so far as any investigation upon our part could determine.

One company has made objection to the fact that they were misrepresented in regard to our statement in our publication of July 10, when as a matter of fact no mention was made of that firm in our issue of July 10, but only in the "PROOF" of our article, which was sent out for the purpose of correction, but which was NOT corrected by the complaining company, but was FINALLY corrected by omission, by no better information than a FEELING on the part of the editor that there was something wrong about the basic facts. So—after all—when we come to think it over, no one has been hurt, and many much benefited by the campaign which has ensued.

One Mississippi concern says: "We are closed down, and expect to be for thirty days. We certainly hope your campaign will cause the big fellows to shut off, because our little 50,000-foot curtailment will not help much. Personally, we have not run nights in fifteen years."

Another Mississippi concern says: "Overproduction is the sole cause of the present depression in lumber. Until thirty days ago there had been no curtailment. The lack of export orders for two years and the late spring in the interior, which caused postponement of building, simply made the trouble."

Another Mississippi concern says, in regard to our Question No. 7: "Two or three mills claim others are running 'night and day,' while they are only running days; also claim to have too many logs in the woods."

Another Mississippi concern pays its respects to the fellow who wants the OTHER fellow to do the curtailment, when it says:

"There are operators who think the other fellow should do all the curtailing. We also believe that overproduction of yellow pine lumber is due primarily to night running. We believe that the greedy operators, who put their plants on day and night shift when the market is firm, are responsible for the present decline in prices. We also believe that the said operators are the ones now crying the loudest for someone to pull their chestnuts out of the fire. When we see the necessity for curtailing in order to benefit our particular operation we will do so, but not to help other operators who increase their capacity every time the market gets stronger."

Another Mississippi concern emits an epigram, when it says: "Production should be based upon facts WE KNOW, rather than on HOPES we ENTERTAIN." The LUMBER WORLD REVIEW believes that it would not take long for THAT advanced thinker to get away from all this "supply and demand" theory, which most of us fall down and worship, and which none of us has ever known anything about, in building lumber.

There comes up from Mississippi the cry of one man who really believes that he has seen the light. We thought it would be strange if we did not dragnet some one person out of the whole sweep of our seining who ABSOLUTELY agreed with us! This gentleman says:

"We don't think that 'supply and demand' has anything to do with the question of yellow pine lumber, as the yellow pine manufacturers themselves voluntarily keep the price $5 lower than it should be. It takes hard work to do this, but they have always been very successful. The only fault we find with your article is that it is not strong enough. We have studied over the list of mills very carefully, and notice that we are not in it. As soon as we finish cutting timber blown down by storm of September, 1915, we will shut down indefinitely."

Another Mississippi friend says: "We know concerns down here personally that believe the OTHER fellow should do the curtailing. They are all owing money, and are compelled to sacrifice their stumpage to pay their obligations. They got into this condition by becoming too damned greedy, and becoming timber poor. We cannot possibly criticise your attitude. The trouble is lack of confidence among mill men, who have lied to each other so long and so consistently, as to the prices they were getting, and how they purposed to curtail, etc. We need more confidence, more guts, and more shed room."

An important Mississippi concern read our "proof sheets" sent out on July 6, along with our letter, and said: "It is a good article, and hope you will print it in full."

Another Mississippi concern says: "We cannot commend too highly the position you have taken in this matter. The list you print looks good, but there are many more whose names should appear in this column to show they are trying to do their share to assist the other manufacturers."

Another Mississippi concern says: "We know of one mill operating full time, but which gives no reason therefor. Beginning this week, we reduce our running time to four days, but are now completely shut down, on account of a hurricane which passed over the Gulf states on July 5 and 6, blowing down a large percentage of our timber. The list you print is all right, but it is not large enough."

Another concern gives out some surprising information for a Mississippi mill, until one comes to realize that it is in the hardwood business. It says: "Many mills in this territory are operating thirteen hours a day, and say they have enough business to warrant operating extra hours. Your position, however, is right, and we should like to see the hardwood mills curtail 50 percent. No real profit can be realized from sawmilling at the present time."

Another Mississippi concern—which is the last we quote—says: "Mills which normally run 'days only' should not be expected to curtail, as long as any mill is operating nights."

Here is the revised Mississippi list:

Bienville Lumber Co.	Forest	No curtailment. Normal product 100,000 per day; now cutting 150,000; will take off night run in 10 days.
Batson-McGehee Co.	Millard	Never did run night and day. Were making 50,000 daily. Now shut down for 30 days or longer.
Bay Springs Lumber Co.	Bay Springs	Normal Product 635,000 per month; running 4 days per week; curtailing 135,000 feet per week.
Bentley & Emery	Richton	Normal product 3,000,000 per month; not curtailing.
Bentley & Emery	Richton	Running 60 hours.
Brookhaven Lumber & Manufacturing Co.	Hattiesburg	3 days 1 mill; other mill idle.
J. Bounds	Moss Point	Idle.
Buckwalter Lumber Co.	Union	Shut down from 10 hours, 6 days per week, to 20 days, 10 hours.
Central Lumber Co.	Brookhaven	40 to 50 hours a week.
Central Lumber Co.	Bogue Chitto	40 to 50 hours a week.
Champion Lumber Co.	Kiln	Idle.
Cybur Lumber Co.	Picayune	Running days only, 5 per week; curtailing 300,000 per week.
Crosby Bros. Co. Stillwell-Crosby Co.	Canton	Mills closed down. Was producing 3,600,000; normal product 4,800,000.
Cotton State Lumber Co.	Meehan Junction	Running full time day only; 125,000 feet per day. Was down 11 months in 1915.
Cotton States Lumber Co.	Meehan Junct.	Running 5 days.
DuBois, John E.	Lake	Double band mill running one side; curtailing 1,000,000 feet a month.
Eastman, Gardiner Co.	Laurel	Running 9 hours per day curtailing 150,000 feet per week.
Enochs Lumber Co.	Fernwood	Shut down through June.
Finkbine Lumber Co.	Wiggins	Shut down June 24 for 3 weeks, 105,000 feet per day, normal.
Finkbine Lumber Co.	Wiggins	Closed.
Futvoye-Paterson Co.	Shuqualak	Running 60 hours.
Gilchrist-Fordney Lumber Co.	Laurel	Running 60 hours.

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Griffin, J. M.	Blodgett	Normal product 1,500,000 feet per month; shut down for 30 days June 15.
Gray, C. L., Lumber Co.	Meridian	Will curtail.
Hall & Legan Lumber	Morton	Running two-thirds.
Hemphill Lumber Co.	Rhodes	Running 10 hours, 26 days per month. Will likely not curtail until all night running is stopped.
Hinton Bros. Lumber Co.	Lumberton	Running 50 hours.
Homochitto Lumber Co.	Bude	Have been curtailing 165,000, per week for several weeks.
Jordan River Lumber Co.	Kiln	Running 10 hours a day; no night run.
Lumber Mineral Co.	Arbo	Burned.
Lumber Mineral Co.	Arbo	Idle; mill burned.
Marathon Lumber Co.	Laurel	Running 5 days a week, no nights, curtailing 150,000 weekly.
Moore-Haggerty Lumber Co.	Hattiesburg	Were running 110,000 daily; now 60,000—5 days per week—no night running.
Major-Sowers Lumber Co.	Epley	Curtailing 1 day a week.
Mississippi Lumber Co.	Quitman	Curtailing 1 day a week.
Native Lumber Co.	Howison	Running 60 hours.
Newman, J. J., Lumber Co.	Sumrall Hattiesburg	Curtailing 1 day and 1 night, each plant, amounting to 525,000 feet weekly.
Richton Lumber Co.	Richton	Curtailing 1 day and 1 night each week; cutting 140,000 to 170,000 each 10 hours. Contemplating 4 days a week.
Rosa Lumber Co.	Picayune	Curtailing 1 day and 1 night, 100,000 feet a week.
Schryver Lumber Co.	Louisville	Running 2 saws, 5 days, and 1 saw, 4 days a week.
Ship Island Lumber Co.	Sanford	Curtailing 1 day a week.
Sumter Lumber Co.	Electric Mills	No curtailment; normal product 4,000,000 a month.
Tallahatchie Lumber Co.	Philipp	Hardwoods; running 10 hours; 26 days per month.
Vinegar Bend Lumber Co.	Vinegar Bend	Curtailing 1 day a week, 100,000 feet a week.
Wausau-Southern Lumber Co.	Laurel	Shut off night run—running days only.
White, J. J., Lumber Co.	Columbia	Losing 15% of time account of bad luck.

OHIO.

We have one formal and one informal report to record from Ohio. Both are important, but it is not possible to transmit the important information the report contains in a tabular way, because they are both hardwood institutions.

One Ohio concern—a large producer of oak, poplar and general hardwoods—shows a reduction in stock from January 1 to July 1 of 2,320,988 feet, and says: "While the demand is not snappy, still we have hard work getting lumber on sticks and dry fast enough to take care of our orders."

It is interesting to see how practically this company takes the question of curtailment, saying, as it does: "A concern would have to be guided entirely by the conditions of its business. If we were unable to sell our lumber as fast as we made it by full time, we would certainly cut down our production to where demand would take care of itself."

Another Ohio company—also manufacturing hardwoods—says: "Your suggestions and efforts are timely, and we hope that the industry and LUMBER WORLD REVIEW will be benefited. Excessive rains have interfered with logging operations in the south to such an extent that in September and October of this year the demand will be much greater than the supply, particularly in gum lumber."

This company had 600,000 feet more stock on hand July 1 than it had January 1, and was running an additional hour each day.

OREGON.

Only three meager reports have trickled through from the great state of Oregon, and those reports are not very full.

One company believes these things: "All operators run longer than they should, or run too strong. It is an epidemic or a frantic effort to get timber cut up, regardless of price. Your protests are all right, but not strong enough. You are doing the right thing."

Here are the reports:

Brown Lumber Co.	Cottage Grove	Ran 73 hours in January; 280 hours in June.
Carlton Consolidated Lumber Co.	Carlton	Not making any lumber; made none in January.

NORTH CAROLINA.

One of our friends in North Carolina had reported, up to July 20. If there are any others, they will follow this paragraph. This concern says: "Think all mills should curtail or shut down completely. Have always thought it best in our operations to run full, while running in order to keep production down, and to shut down completely when the situation compelled it. When we resume operations we may decide to run only four days a week. Embargo, car shortage, and declining prices make entire situation very unsatisfactory. Mill shut down July 1; will not resume until conditions improve."

SOUTH CAROLINA.

Our one informant in South Carolina says: "Have been operating all year until the present week. Regular capacity. No difference between January and June. Have a little more stock on hand than in January, but it is green. Stock of dry lumber lower than any time in three years. Have closed our sawmill for this week, excepting one day. Have shut down from one to two days a week for a month."

TENNESSEE.

We have reports from three hardwood friends in Tennessee, which cannot be fashioned in tabular shape. These reports add additional confirmation to the rapidly growing opinion that the hardwood manufacturers do really know how to handle the situation.

In regard to our various queries one company suggests that the "supply and demand" proposition has ceased to be a matter of consideration, as the demand far exceeds the supply "at very satisfactory prices." This particular hardwood concern had 8,250,000 feet of hardwood lumber in January and 6,100,000 feet in July, and replying especially to Query No. 7 about some people running overtime, hoping the other fellow would do the curtailing, our Tennessee friend makes some pointed remarks in this statement: "The condition above described does not exist in this neighborhood. No one I know of is piling up lumber or selling any logs. The condition applies only to yellow pine people, and what is known as the North Carolina pine people. It would appear that as soon as they get a little business they start running day and night, cutting and slashing everything in sight. This results in quickly demoralizing the entire market. THERE'S A REASON. Ordinarily their logging conditions in yellow pine are so easy and simple that they can quickly and greatly increase their output, while in the mountain regions this is impossible, and perhaps is the real reason why our business is stable and steady and satisfactory."

Another Tennessee operator in hardwoods says: "While it is a fact that supply and demand, in a certain sense, control prices, we, as a rule, take into consideration when we make quotations ONLY the amount of stock we have on hand."

A delightfully whimsical friend of ours in Tennessee, in referring to our first question, wherein we invite our friends to "talk frankly," reminds us that "free talkers are often slack doers." When asked to criticise our position in the matter, this humorous friend does not hes-

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itate to say: "You know a lumberman is generally damned if he does, and damned if he don't; so what's the difference. One way is about as good as another, and the reason's equally as strong; so go to it!"

TEXAS.

The very keenest-witted and altogether cleverest thing that has come to the editorial desk of the LUMBER WORLD REVIEW comes from Texas, in answer to our Questions 7, 8 and 9.

To Question No. 7, in which we referred to the desire of some sawmill operators to let the other fellow do the curtailing, this writer-lumberman says: "We control the output of all mills in this vicinity, excepting one mill just building. Three of our mills are running half time; one we have closed down entirely; the other operates only planer, to fill orders as received and shipped. We are booking orders faster than we are either making or shipping lumber, so do not feel that we are doing anything toward a repeal of the law of 'supply and demand.' We have turned down as many orders as we have accepted, because we do not Accept Except at a living price."

To our invitation for a criticism of our attitude in this matter, our Texas acquisition says: "Would just as soon criticise the statement that you cannot put five gallons of whiskey into a two-gallon jug as to criticise the assertion that you cannot put a six—and some—nights' output into a three days' demand. If each manufacturer would govern his own production in proportion to prices and orders received, we might feast a little on finance, instead of on philosophy."

To our Question No. 9, in regard to the list of mills running on short time, our correspondent-acquaintance did his finest work in the following answer: "Think that none of them have gone further in curtailment than we, and that none of them now have more orders in proportion to actual production than we; and think when we can't get orders at living prices we'll shut down entirely and let the other fellow have the 'cur' and the 'tail' also, and add our part to the 'ment,' swapping the first two syllables outright for the little letter 'a,' used between 'e' and 'n' in the last syllable."

These three answers from "somewhere in Texas," from someone entirely unknown to the LUMBER WORLD REVIEW, are really the silver lining to this cloud of effort.

Read those three paragraphs again if you don't understand them.

Here is the situation as it now seems to stand in Texas in regard to running conditions:

Alexander Gilmer Lumber Co.	Remlig	Running 5 days.
Angelina County Lumber Co.	Keltys	Running 5 days a week.
Beaumont Saw Mill Co.	Beaumont	Running 5 days a week.
Central Coal & Coke Co.	Conroe	Running 4 days a week.
Carter, W. T., & Bro.	Camden	Running 5 days a week.
Carter-Kelley Lumber Co.	Manning	Running 4 days a week.
Frost-Johnson Lumber Co.	Nacogdoches	Running 4 days a week.
Fidelity Lumber Co.	Boucett	Running 4 days a week.
Keith Lumber Co.	Beaumont	Running 5 days a week.
Kirby Lumber Co.	Houston	No night runs; 3 of the 13 mills idle; balance running but 5 days a week.
Livingston Lumber Co.	Buck	Running 55 hours.
Lutcher & Moore Lumber Co.	Orange	All mills running 5 days.
Lufkin Land & Lumber Co.	Lufkin	Running 4 days a week.
Myer, R. A., Lumber Co.	Honey Island	Running 5 days a week.
Miller-Link Lumber Co.	Orange	Running 5 days a week.
Pickering Lumber Co.	Haslam	Running 4 days a week.
Palmetto Lumber Co.	Beaumont	Running 2 weeks a month.
Rice, J. S. & W. M.	Houston	Running 2 weeks a month.
Southern Pine Co.	Diboll	Running 5 days a week.
Sabine Lumber Co.	Houston	2 mills; running 5 days a week.
Temple Lumber Co.	Pineland	Running 95 hours.
Texas Long Leaf Lumber Co.	New Willard	Running 50 hours.
Trinity Co. Lumber Co.	Groveton	Running 5 days a week.
Thompson Bros.	New Willard	Running 5 days a week.
Thompson Bros.	Trinity	Running 5 days a week.
West Lumber Co.	Houston	3 mills; running 5 days a week.

VIRGINIA.

Just one person in Virginia offers a suggestion and therein are some things worth printing: "Several mills in our state are trying to get the other fellow to shut down; some from pure cussedness—some on account of short time timber coupons to meet. Under normal trade conditions, there is mill capacity sufficient to meet the demand from day to day. Our export market is cut off, but it will come again. The best way to meet its demands is with new cut lumber. Until then, let the trees grow. I think your movement is in the right direction. Too much lumber is being made for the general good. Our mill capacity is 1,750,000 feet per month, but we have not turned a wheel since the war began."

WASHINGTON.

We have not received a great bulk of information from the state of Washington, but what we have received is interesting in several directions, and to prove this we will make two excerpts from the six or eight letters that are in front of us.

THE WAY THE "STRAWS" INCLINE AS THE WIND BLOWS OVER WASHINGTON.

One Washington concern, replying to our Question No. 7, says: "Very few people are making a bluff of this matter. Ninety percent are curtailing by running five days a week."

Another Washington mill says: "Several people in this locality are running because of the claim of 'overhead expense.' Your article is o. k. We have not sawed a foot of stock lumber for three years, and we are not going to prepare to saw until we can show a reasonable profit, if we have to lie idle for ANOTHER three years."

Another Washington concern says: "Supply and demand have just as important a relation to the lumber business as any other. It is an infallible law of merchandising. We know a mill man who advances the fact that he was closed down ten months last year, and now has trouble with his logging railroad, as a reason for running at the present time. Those are 'pin head' reasons. Your position is correct. Lack of cohesion in most things has been the main deficiency of the lumbermen in the northwest. This situation is better just now, as a very general curtailment is on. However, there are a good many 'fair weather sailors' in this business, and it is a question how long they will stick."

Another Washington mill man says: "All kinds of excuses are offered by mill men operating nights, chief of which is that it reduces the unit cost of overhead expenses, which in our judgment is a short-sighted policy, because in order to relieve themselves of the extra quantity of lumber made by night running, they are compelled to sell it at a much less rate per thousand feet than the saving would be on overhead expenses. There is a tendency on the part of many mills on this coast to operate nights, just as soon as the lumber market appears to be getting on a profitable basis; always resulting in a lowering of prices, until they are forced down so low they are compelled to cease operations."

Another important Washington firm says: "We are out of the market. We have not operated our mill since October, 1913. It is not our intention to resume until the market gets in a more stable condition."

Here is the tabulated satement for Washington:

Northwest Lumber Co.	Seattle	Shut down since October, 1913.
Port Blakely Mill Co.	Port Blakely	Apparently have not been running this year.
Seattle Lumber Co.	Seattle	Shut down since June, 1913.
Walsh Lumber Co.	Rock Cut	Apparently have not been running this year.
Weyerhaeuser Lumber Co.	Everett	Running 5 days per week.

WEST VIRGINIA.

After twelve days of waiting, we have just one letter from West Virgina, which is very enlightening, and yet not in such shape as to be entered in a tabular way. The company is a large one, and these are the things its manager has to say: "As for supply and demand regulating the market, we think this is an important element in the situation, as it creates a sentiment either for or against strong prices and the placing of orders. We have 16,000,000 feet on hand now, and only about 500,000 feet less than we had on hand in January. Had four saws in operation in January. One mill has since cut out; during January we ran the mill 10 hours a day, 24 days. We ran the mill 10 hours a day, 24 days in June, making our reduction by shutting down one side of the mill. Our business is good and satisfactory as to prices. Shipments have been made on short notice, but we have not had any orders extending any distance in the future. We look for quite an improvement

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in demand for lumber between now and September 1, as business is really better than we expected during July."

Of course, the West Virginia plant is a hardwood institution.

WISCONSIN.

We have but three letters from Wisconsin. Wisconsin is EITHER overwhelmingly SATISFIED or deeply ASHAMED to CONFESS. Wisconsin has had as long a time as any other section to come into this symposium, and it might transpire before we go to press that we will get a few replies, even yet, to our circular letter of July 6.

A few remarks were dropped by the three gentlemen who wrote us, from which we will quote.

To remember that the average hardwood manufacturer is mightily satisfied with conditions just now, will help even any HALF way informed man to understand the Wisconsin attitude. One Wisconsin man says: "You are on the right track, put on a full head of steam. Manufacturers should lend every effort to correct the situation. If the yellow pine mills are actually curtailing, they are doing the right thing by conserving their market somewhat and incidentally their pocketbooks."

Another Wisconsin operator said that his concern had nearly 6,000,000 feet of hardwood on hand July 1, and now only about 1,750,000 feet; that they had lost their mill by fire in July, 1914, and would not have another mill ready for operation until October 1, 1916.

One Wisconsin manufacturer did not pointedly answer any question, but used the white spaces in our letter of July 6 to give us the following information: "Yes, supply and demand control the lumber market, and 'substitutes' are controlling the consumption. We are not manufacturers, consequently cannot help you on this, but your work ought to do the manufacturers some good, or at least set them to thinking as to what is BEST to do. We don't know how they can meet their bills. There should be a law passed prohibiting the use of loblolly, as that stock seems to make the prices; but it is a crime to put the stuff into a house. Sorry we cannot be of more service."

There is Now Brewing the Most Important "Diplomatic" Event Since the Great War Began!

On the morning of July 8 one Chicago newspaper printed the news of the British "Black-List," then until the morning of July 11 (as our records show), there was not a line printed about this thing in any American newspaper. No trade newspaper, in so far as our information runs, has printed a word about it, and we have had clipping bureaus working on this proposition since the afternoon of July 8.

On July 10 the first "peep" of United States government administration protest concerning this matter came out of Washington by the Arthur Sears Henning route.

STILL there was no visible protest made until the morning of July 19, when both the "Chicago Herald" and the "Tribune" printed a list of "Men and Firms in the United States put on British Black-List."

In all conscience, though, we do not see why they should call it so distinctively a "British Black-List" when it has been confessedly, from the beginning, a movement of the Allies, all the nations forming the Allies being confessedly implicated in the movement.

A very strange thing about this affair was that so far as our records go (and they are pretty thoroughly kept), no American newspaper of any class indulged in editorial opinion on the subject until the morning of July 20, which leads us to the conclusion that the editors must have been in bed when the dispatches of July 19 were received.

THE "CHICAGO HERALD" SPEAKS OUT.

On the morning of July 20 the "Chicago Herald" printed an editorial entitled "The British Black-List" which was as follows:

"There are certainly grounds for protest by this government against the British government's action in placing a number of American firms and individuals on an official "black list" and forbidding British subjects to trade with them. Considerably more is involved than the mere exercise of the right of the British government to regulate the trade relations of its own subjects.

"In fact, the plan appears admirably calculated to regulate the trade relations of the subjects of neutral nations quite as effectively as those of British subjects; their trade relations not only with Great Britain but also with other neutral nations. There are already plenty of indications that it is having just this effect. British steamship lines fear to accept shipments from blacklisted firms to any point because so doing might come within 'the trading with the enemy' act, and neutral lines fear they may be denied the facilities of British ports.

"Just as Great Britain in promulgating the black list goes beneath the fact of American citizenship and incorporation and determines whether the individuals running a certain business are or are not practically enemies, so it may be assumed that Washington in making its protest will go behind the mere verbal declaration that the black list is simply a regulation of the trade relations of British subjects and show that in essence and operation it is a gross and unnecessary restriction of neutral trade.

"In addition, the act of placing American firms and American individuals on such a black list, thus discriminating between different classes of American citizens, seems a breach of international comity and probably of the spirit of existing treaties. It is a denial of the validity of American charters of incorporation and of American citizenship. It is in line with the British policy of economic pressure at all points with as little regard for neutral rights as the neutrals will put up with."

This editorial of the "Chicago Herald" was followed by an on the fence editorial in the "Chicago Tribune" at a later date.

These news events and editorial mention have been followed by a pattering imitation of the originals throughout the country and now, on this morning of July 24, BOTH the "Herald" and "Tribune" print astonishing articles on the "Black-List," covering many columns in each paper the leading editorial in the "Tribune" being devoted to that subject.

The "Tribune" said: "If the United States submits to the British Black List without ordering reprisals, it will convince every German that our neutrality is cowardly. It shames us if it permits us on one hand to insist that we shall furnish war supplies and on the other hand submit to a boycott of American firms because they have tried to aid Germany."

From New York, on July 24 comes the following statement on the "Black-List," supposed to have been made by the senior member of one of the largest bank houses on the "list," who says: "The black-listing of 80 American firms and individuals is only one step in the plan of Great Britain to wipe out the foundations of German trade over the world. It is a foolish policy applied here, but it means that the British government is now waging a part of its commercial warfare in the United States. The list contains not only the handful of names published in American newspapers but the names of 8,000 firms and individuals in all parts of the world."

OUR INTEREST IN THE "BLACK-LIST."

There is no indication that the lumber interests can have an interest in this movement of the Allies unless by implication and this is not a time for implications but it is time for intelligent attention, towards any ruling of any government towards any measure, war or otherwise, which might possibly interfere with our foreign lumber trade. In this connection note what Brookmire's report has to say under date of July 17, referring to their new "Lumber and Building Chart" which was issued July 3. We quote:

"Our new 'Lumber and Building Chart' issued July 3 shows that the decline was not due to any lack of domestic demand, for the barometers of domestic demand are sufficiently favorable to maintain high prices. THE CHART CLEARLY SHOWS THAT THE TROUBLE IS WITH THE EXPORT TRADE, which has recently averaged only about 90,000,000 feet per month as compared with monthly exports of lumber and wood products amounting to 220,000,000 feet during 1912-1913. The decrease of 130,000,000 feet per month as compared with before the war, of course, is small in comparison with the total production of the United States, for the lumber cut duing the month of May, 1916, amounted to 1,335,000,000 feet of soft woods and 117,000,000 feet of hardwoods, but the decrease in exports of all lumber products amounts to more than the total cut of both classes. And a decrease of 8 percent in the gross shipments of any basic business is enough to cause market weakness."

So these things being true are we not interested in any movement which promises to further inhibit an already much damaged function of our National Lumber Trade?

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General News of Associations and Clubs

ASSOCIATION HOLDS IMPORTANT MEETING.

Asheville, N. C., July 15.—The Western Carolina Lumber and Timber Association held an important and enthusiastic meeting here July 3. It was the annual meeting of this association which, while only three years old, has done much to forward the interests of the lumbermen of the state.

President W. O. Riddick presided and made a brief address, congratulating the organization on the work accomplished, thanking the members for their hearty support and outlining the work to be undertaken.

Secretary-Treasurer George L. Forester read his report in which the members expressed much interest. After its acceptance he made an informing and vigorous talk to the members, urging greater interest in various rate hearings conducted by the Interstate Commerce Commission, and advising that representatives be sent to the Chicago hearing and next month to the Atlanta hearing.

The most important action taken by the meeting was the decision by a unanimous vote to levy a tax of three cents on each thousand feet of lumber cut by the members, the money to be used for advertising and to otherwise advance the work.

Directors elected were as follows: W. O. Riddick, W. Granville Taylor, J. M. English, W. B. McEwen, Louis Carr, N. J. Warner, C. A. Dicky, W. S. Whiting, Frank E. Johnson, A. G. Betts and J. E. Fulgham.

W. S. Whiting was unanimously selected as president, J. E. Fulgham was elected vice-president and George L. Forester was re-elected secretary and treasurer.

GREAT MASS MEETING OF THE PACIFIC COAST LUMBERMEN—DATES FOR LOGGING CONGRESS AND WESTERN CONSERVATION ANNUAL MEETING SETTLED.

On July 20 the LUMBER WORLD REVIEW was advised that the Pacific Logging Congress and the Western Forestry & Conservation Association annual meetings would be held in Portland, Ore., October 24 to 28 inclusive.

The meeting of the Western Forestry & Conservation Association will be held on October 24 and 25 and the Pacific Logging Congress will occupy the dates October 26, 27 and 28, a good part of the time to be taken up in an excursion to Gray's Harbor, which leaves Portland October 27.

GREAT MASS MEETING IN SEATTLE.

A great mass meeting of lumbermen will be held in Seattle on July 27 and 28, which will be the most important gathering of the sort held on the Pacific coast in many months.

Sawmill men, loggers, timber owners, sales managers, shingle mill operators, sash and door manufacturers, foresters and traveling salesmen will meet in series of joint conferences in Seattle on July 27 and 28. It promises to be one of the largest and most representative meetings ever held under the auspices of the West Coast Lumbermen's Association.

One of the features of this meeting will be an open session of the grading rules committee, at which time the revised grading rule will come up for final debate and adoption.

Program for the meeting will deal with manufacturing and marketing problems, sessions to be interspersed with recreation and trips of inspection to nearby manufacturing properties equipped with the most modern machinery for making and handling forest products.

California, British Columbia and Inland Empire lumbermen have been invited to participate in this convention.

Staff Correspondent.

CONVENTION DATES.

July 26—Michigan Hardwood Manufacturers' Association, Detroit, Mich. Annual meeting.

July 27-28—West Coast Lumbermen's Association, Seattle, Wash. Midsummer meeting.

July 28—Northern Hemlock & Hardwood Manufacturers' Association, Hotel Pfister, Milwaukee, Wis. Quarterly meeting.

August 8-9—Western Pine Manufacturers' Association, Bend, Ore. Semi-annual meeting.

August 8-10—National Commissary Managers' Association, Hotel La Salle, Chicago. Seventh annual meeting.

August 10-11—Southern Sash, Door & Millwork Manufacturers' Association, Isle of Palms Hotel, Isle of Palms (Charleston, S. C.). Quarterly meeting.

August 23-25—National Association of Box Manufacturers, Belmont Hotel, New York, N. Y. Midsummer meeting.

WEST COAST LUMBERMEN HOLD INTERESTING MEETING.

Tacoma, Wash., July 14.—An interesting meeting of the West Coast Lumbermen's Association, of which J. H. Bloedel is president and Thorpe Babcock secretary, was held last Friday. Fifty manufacturers of fir lumber were present and listened with interest to the report of Secretary Babcock on his recent eastern trip to the annual meeting of the National Lumber Manufacturers' Association at Chicago.

C. A. Doty of the Chester A. Snow Log & Shingle Co., Littell, Wash., who is the inventor of an air-cooled refuse burner which is attracting considerable attention on the Pacific coast, explained the burner in detail to the members of the association. At each meeting some subject of interest to manufacturers is presented by an authority.

Following Mr. Doty's paper the proposed revision of the grading rules was presented for discussion, and an animated hour spent in debating the proposed changes, which, other than a few minor ones, consisted in making three grades for common and a rule for five-eighths-inch drop siding. Both these features were rejected and the grading committee authorized to hold an open meeting at which further objections will be stated and the rules adopted.

A subject of importance will be up for discussion at the next meeting of the association, that of establishing a rule for structural timbers. This question is having the best thought of western manufacturers centered upon it at present.

LOUISVILLE LUMBERMEN COMBINE BUSINESS AND PLEASURE.

Louisville, Ky., July 22.—The Louisville Hardwood Club has recently enjoyed two outings which have been put down among the red-letter events in the records of the club. The lumbermen journeyed to Devil's Kitchen, on the Taylorsville road, and to the Eight-Mile House, on the Shelbyville road, where chicken dinners were served as a preliminary to the business sessions. The lumbermen met at the Seelbach Hotel, where automobiles were provided, and the journey to the resorts was made by way of the parks and other attractive routes. The attendance was unusually large, as the members of the local organization are fond of the country for the summer meetings, and the plan of having outings enables the meetings to be kept up without a break.

Recent discussions in the club have dealt with business conditions in various consuming industries. The furniture trade, it has been reported by those conservant with the situation, is in excellent condition, the midsummer shows having been successful in attracting a large number of buyers. The business booked by the manufacturers has been above normal, both with reference to orders for immediate delivery and for shipment early in the fall.

NASHVILLE LUMBERMEN'S CLUB.

Nashville, Tenn., July 22.—The Nashville Lumbermen's Club has lost the complaint made before the Interstate Commerce Commission against the Louisville & Nashville Railroad and others, seeking to obtain the transit privilege on lumber. The local club put up a hard fight in this case, and the members were very hopeful of success, desiring to be placed on an equal basis with other large markets that have been granted the transit privilege on lumber, the same as on logs. The adverse decision of the commerce commission came as a distinct disappointment.

According to announcement just made by President W. M. Farris, jr., the Nashville Lumbermen's Club will discontinue weekly meetings for the remainder of the summer. Many members are out of the city, and attendance falls off during the warm weather.

CALL FOR ANNUAL MEETING.

To Members:—

The TENTH ANNUAL MEETING of the Michigan Hardwood Manufacturers' Association will be held at the HOTEL STATLER, Detroit, Mich., Wednesday, July 26, 1916, at 10:00 a. m. (Detroit time).

There are certain conditions of the lumber industry that warrant a full attendance at this meeting of every member of the Association.

Among the subjects for consideration are:

1. Present Market Conditions—Hardwoods and Hemlock.
2. Grading Rules for Hardwood and Hemlock Lumber.
3. Reports of Regular and Special Committees.
4. Election of Officers and Directors for one year.

Keep in mind the time and place—Wednesday, July 26, 10:00 a. m., (Detroit time) Hotel Statler. Make your hotel reservations early.

You are invited to association luncheon at close of session.

Very respectfully,
J. C. Knox,
Secretary.

Chas. T. Mitchell, President.

PREPARATIONS FOR HOO-HOO ANNUAL MEETING.

Memphis, Tenn., July 20.—Preparations are going forward steadily for the Hoo-Hoo Annual here September 9. The Hotel Chisca has been chosen as official headquarters for this event and J. D. Allen, Vicegerent Snark for the western district of Tennessee, has appointed three committees to look after vital features for the occasion, with chairmen as follows: Finance, P. A. Gates, York Lumber & Manufacturing Co.; entertainment, S. C. Major, and printing and programs, J. M. Pritchard, secretary Gum Lumber Manufacturers' Association.

These committees are holding meetings every now and then with a view of getting everything in satisfactory shape. All of them report substantial progress. Mr. Allen is very anxious that as many Hoo-Hoo as possible who have become delinquent in this part of the country shall be reinstated before the Annual in order that there may be a large contingent of local members of the order to take part in entertaining the visiting delegates from all parts of the country.

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LUMBERMEN HAVE BIG DAY AT DETROIT

Talks of Salesmanship Made by Prominent Members of the Trade—Edward Hines, of Chicago, Presides at Session—Frank Snell, of New Orleans, and Harry Kendall, of Houston, Contribute Papers—Informal Talk by Experts

For the last three months there has been much speculation among lumber people as to the status of the World's Salesmanship Congress scheduled for Detroit and to occur on July 9, 10, 11, 12 and 13. C. J. Ashton, of Detroit, representing this congress, made two or three trips to Chicago in regard to it and very definitely interested the LUMBER WORLD REVIEW in his efforts and secured without any difficulty its assistance in helping to make up a program for the purposes of the congress in regard to the participation of the lumber trade of the country, which program, made in our office, was substantially adopted.

On the afternoon of July 12, and not in the morning as had been at first arranged, the lumber salesmen's session of the congress occurred and was a complete success.

Many have since remarked that it would have been a great achievement had the ENTIRE lumber trade taken an interest in the congress, in the preparation of the program and in securing a large attendance.

We shall not, under any circumstances, endeavor to print even a full story of the lumber salesmen's end of this congress, much less an extended story of the conference itself.

One of the results of the congress was the crystallization of the idea that it should be made annual, for it is already tentatively arranged that the next annual meeting of the congress will be held in Philadelphia and it is planned to raise $100,000 to make the congress a permanent institution.

R. H. Downman, of New Orleans, president of the National Lumber Manufacturers' Association, is a member of the executive committee of the congress and was to have presided at the meeting on July 12, but was detained in Chicago on account of the hearing before the Interstate Commerce Commission and his place was taken by Edward Hines, of Chicago, who made a most notable success of the event.

There were probably 175 people present at this meeting—all lumbermen, of course.

There occurred on the same afternoon a meeting almost equal in interest to the lumber trade as the particular sessions set apart for lumber, namely, the meeting of general sales managers, some 1,200 or 1,400 in number, who listened to a paper on "Price Maintenance," written and read by George E. Watson, secretary of the Southern Cypress Manufacturers' Association of New Orleans. Mr. Watson has done some very notable things in the preparation of papers. His papers in the interest of lumber have been few and far between, but very forceful and worth while. We hope in some future issue of this publication to print in full Mr. Watson's paper read on that occasion, entitled, "Price Maintenance."

DETAILS OF THE LUMBER SALESMEN SESSION.

The lumber salesmen were welcomed to Detroit by William E. Brownlee, president of the Detroit Lumber Board of Trade. In his talk of introduction, Mr. Brownlee spoke briefly of the association he represents and the building exposition it fathers and supports.

Edward Hines presided at the meeting and read a very important paper entitled, "Loyalty in the Evolution of Selling."

Robert H. Brooks, of Little Rock, Ark., manager of the Arkansas Soft Pine Bureau, talked on "Stock List Offers vs. Real Salesmanship." It was a very practical paper and contained examples of how to do the work of selling, which were not—as are unfortunately some of the suggestions along this line—simply a dreaming of dreams, but suggestions that may be worked out.

Harry T. Kendall, sales manager of the Kirby Lumber Co., Houston, Texas, and himself an adept at conducting so-called "Schools of Salesmanship," as evidenced by the wonderful yellow pine convocation recently held in St. Louis, was to have read a paper, but was called away from the Congress by a telegram announcing the illness of his father. The title of Mr. Kendall's paper was "Sales School Courses and Books."

M. B. Nelson, who was to have delivered a paper entitled, "Direction of Salesmen," was not present.

Alexander Hamilton, president of the National Association of Traveling Lumber & Sash & Door Salesmen, of Indianapolis, Ind., spoke impromptu to the subject, "Vision in Salesmanship," but certainly not without great preparation—that preparation that comes with years of experience and in living along right lines.

Mr. Hamilton's subject permitted of much leeway as to what he might say, and he cheerfully accepted the condition and delivered an address that did not contain a single wall motto or "spellbinding" platitude.

It was such a man as Alexander Hamilton that the LUMBER WORLD REVIEW had in mind when it advised the lumber associations to do away with hired spell-binders. If we will only take the trouble to look for them, the lumber trade has among its own members many men of vision who can advise them as Alexander Hamilton did at Detroit, without bringing up visions of copy-book epigrams and wall-motto witticisms.

Mr. Hamilton advised salesmen against getting into a rut; advised them to be honest; to consider themselves a part of the company they represented, instead of an excresence; advised them to hunt for beauty in the various enforced acts of their calling, and altogether created a profound impression and transmitted much knowledge of value.

Arthur Koehler, of the Forest Products Laboratory, Madison, Wis., delivered an illustrated talk entitled, "The Value of Technical Knowledge in Selling."

Robert B. Goodman, of Goodman, Wis., although a seasoned campaigner in the preparation of and delivery of technical papers on the cost production and like things, delivered his first address in regard to the selling end of the business at this congress in Detroit.

We expect to use Mr. Goodman's paper in full in an early issue.

Following the set program, Chairman Hines called for short talks from many of the lumbermen present and responses were made by Charles W. Restrick, W. E. Ford, Morris A. Hayward and others.

In the evening the Michigan Lumber & Sash & Door Salesmen's Association entertained the lumber delegates to the congress at a banquet at the Hotal Statler.

The banquet in its working out was very much of a compliment all around to C. J. Ashton, secretary of the organization, who had been very active in the work of the World's Salesmanship Congress, and without whose activity and pertinacity of purpose the executives of the National Lumber Manufacturers Association's trade extension department would probably never have gone into the enterprise at all.

After the banquet the guests were taken for a steamer ride on Lake St. Clair.

Discussion of the Papers Presented at the Congress

We have to thank several of the gentlemen who prepared and delivered papers at this congress for copies of their various addresses. It was very thoughtful of the gentlemen to distribute their papers in this way and to reckon with the fact that a mention of those papers would be of some value to the lumber press.

A few of the highest type organizations in lumber, like the Southern Pine Association, the Hardwood Manufacturers' Association of the United States, and the National Hardwood Association, make a point of furnishing the lumber press with these routine matters and it is not at all surprising that they, by that method, secure more publicity than some other of the lumber organizations of the United States.

It is obvious to the reader, of course, that in a review of this character we cannot use the full text of any of these estimable papers, although we would very much like to.

EDWARD HINES'S PAPER ON LOYALTY.

Edward Hines declared an unwavering belief in loyalty as a factor in the evolution of selling, and in the establishment of departments of salesmanship in the colleges and universities of the country as the great future in business education. He said that the business world was just beginning to realize the importance of proper salesmanship in its various bearings and discussed salesmanship in the broad sense, pointing out how Germany and Japan, for instance, have made it a national study for the advancement of national prosperity. He spoke of Japanese loyalty to racial interests and ideals, and said that German loyalty is even a better example of this spirit.

Discussing the German method of making salesmanship a profession, and of learning to sell scientifically, he said that it was trained study that had made the German salesman the wonder of the world, and he continued:

"It is after thirty-five years in business that I have been led to believe that experience is the most costly and often the most extravagant of teachers. I do not mean by this to discount the value of experience; quite the contrary; but I do contend that the most intelligent and useful loyalty, the kind most needed nowadays, and the kind that will be an absolute necessity to every modern business henceforth, is that loyalty, coupled with aptitude, that is deliberately and purposely developed through early training and education.

"I would suggest the creation of chairs of salesmanship in our leading universities. I would have students study salesmanship in post-graduate courses, which would include a thorough grounding in economics and practical business law, and which would be made of the highest value by frequent lectures on selling methods by the most successful of the world's salesmen. Salesmanship, the fundamental factor in the new civilization, has lagged behind as far as the leading universities are concerned. When salesmanship is specifically recognized in our highest seats of learning, there will be established a community of the highest mutual interests, with well defined principles and codes of loyalty which will be generally recognized and adhered to as a specific aid for business betterment.

"The university man, trained to aptitude, taught how to study, is better fitted to acquire in a few years more profitable and useful business experience than the average salesman of the same age potentially as well equipped mentally but untrained, would be likely to acquire in a lifetime of hard knocks, mistakes, failures and successes."

This attitude toward scientific, college trained salesmanship, Mr. Hines declared, from his experience in the lumber business, was certainly needed in that field, and to no greater extent there than in any other field of human endeavor with which he has come in contact.

This development of college trained salesmen, he declared, was the greatest step to be seen in the future toward the evolution of proper salesmanship in America. Proper training would be essential in the future, he declared. He continued:

"The biography of the self-made business man of the future will not read that he started as an office boy at the age of ten, and then with only the most elementary schooling became a captain of industry. Instead, it will be more likely read that he worked his way through high school by working after school and Saturday afternoons and then worked his way through college. I know that I am not alone among those who have succeeded in business without college education. Some of the much criticised features of college life are the stuff out of which enduring loyalty is made.

"In future works of importance it is improbable that large customers will permit the buying of materials without scientific tests. The salesman who is not informed on the qualities and uses of his goods from a scientific standpoint will find it next to impossible to get a hearing.

"Modern scientific buyers will be looking for salesmen who are clear-eyed university men, who can give clean cut, accurate answers to their questions and perhaps help them by suggestions born of knowledge even more scientific and thorough than their own."

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MR. SNELL ON "HOTEL EXPENSES AND WAGES".

F. N. Snell, secretary aand general manager of the Louisiana Red Cypress Co., of New Orleans, in his usual analytical and yet entertaining manner, made one of his most notable efforts in the all too short paper which he delivered at the Detroit meeting under the caption "Salesmen's Hotel Expenses and Wages."

Mr. Snell considered the hotel expenses and wages all in one breath or succession of breaths, beginning back on the edge of time when the world was young, and tracing traveling conditions up to the present. He drew a very vivid picture of travel in the old days when he referred to the small town stop of those times as follows:

"You would sometimes reach a small town late at night in the winter season in the north, as I have, to be ushered into a cold sleeping room with no means of heating it, (unless perchance the chimney or stove pipe happened to pass up through it) with only an old-fashioned wash-bowl and pitcher standing on a small stand or commode, a little mirror hanging over it, probably badly cracked or broken in several places, a bed and usually one very uncomfortable chair, and you disrobed by the faint and flickering rays of an old, ill-smelling oil lamp. On getting into bed you felt you had enough blankets and comfortables over you to prevent your ever getting up without help; but you eventually get warm enough to fall asleep. In the morning you found your mustache frozen to the bedclothes, and on arising, after a hard struggle with the frost and the load of bedding, you also found the water in the pitcher frozen so you needed some kind of a weapon to break the ice before you could perform your morning ablutions.

"All of this you obtained for fifty cents and you felt like charging it up in your expense account at about four dollars. Your breakfast would sometimes cost you two bits and sometimes a half dollar—frequently it was dear at either price. In those days lumber salesmen had to be rugged and strong physically and their digestive organs always in good working order. Gradually, however, conditions changed, better accommodations could be had, and today it is only in the isolated and very small places where comfortable hotel accommodations cannot be obtained."

Mr. Snell compared the conditions in the old days with the present luxuries, advising salesmen to always get the best. He especially advised that the salesman should always be in good physical condition. He said:

"A salesman should always be at his best, mentally and physically, if he is striving for and expects good results. Furthermore, he will really find that the most successful salesmen, the ones who get the best pay, will try to get away from all the demoralizing influences mentioned and will spend an hour or so about every night writing to the general office giving a report on those they called on that day, as well as any other matter of general interest that may have occurred; writing to customers they expect to visit during the next few days, calling attention to some items of stock they know each particular customer uses, especially if something their firm has a good supply of; send in what orders they secured, accompanying them with full and complete information regarding any that may be a little out of the ordinary and therefore might require some special attention at the general office."

Mr. Snell paid his respects definitely also to the question of salesmen's wages, which interests the LUMBER WORLD REVIEW more than any discussion of expense accounts, having a plan of our own about expense accounts that shuts out the light of any sun on that subject.

We are, however, especially interested in what Mr. Snell had to say on the wage question and those things which go to make up a salesman's right to a wage. Here is the text of Mr. Snell's deductions upon that point:

"The question of salesmen's wages is a big and a broad one, because there are so many elements entering into a determination as to the real worth of a salesman to his firm.

"Some salesmen have the ability to get a big volume of orders, but sometimes only at the lowest market prices, or the lowest they are authorized to make, while others, not so strong on volume, always get the top notch prices. Then there are others, commonly classified as 'order takers' or 'peddlers,' who just drift along seemingly without much ambition to become a real live one.

"Undoubtedly the best salesman is the one who is thoroughly conversant with the good and bad qualities of the particular kind of lumber he is selling, so he can convincingly recommend it for such purposes as it is best adapted, thereby obtaining and holding the full confidence of those he sells to and avoiding the pitfalls too many encounter by recommending their material as good for *all* purposes; the one who not only has a complete knowledge of the product he is selling, but who by constant, intelligent study, research and observation also acquires at least a fairly good knowledge of the competing woods, and likewise secures every bit of information and data he can about the numerous substitutes for wood, so that he can point out their weak points; the one who thoroughly believes in what he is selling and the firm he represents and therefore is completely and constantly filled with the spirit of loyalty to his employers and always doing his very best to guard and promote their interests in every legitimate way; the one who is always optimistic and can meet the world with a smile instead of a frown, even when business is dull and orders are scarce.

"The chronic pessimist never yet accomplished any of the big things in the world, either in commercial or public life. He is the best salesman who never deems it necessary to 'knock' a competitor, but attains one of his chief pleasures in praising the good qualities of the material he is selling; the one who is strictly honest, aggressive, of strong and pleasing personality, full of intelligent, hard work—in short, a hustler, and who has the necessary nerve to decline an order if price is unsatisfactory or there is anything called for which cannot be furnished by his firm; the one who is conservative in his expense account without being stingy, and who is always alert to grasp every opportunity presented whereby he can bring about better conditions for the trade, for his firm and for himself; the one who also has the stamina, when investigating or adjusting a complaint, to tell the customer he is wrong, when such is the fact—in other words to stand for a square deal for both the customer and the mill and to see that both get it."

EDWARD HINES, CHAIRMAN OF LUMBERMAN'S DAY. MR. HINES HAS SINCE BEEN MADE A MEMBER OF THE EXECUTIVE COMMITTEE OF THE PERMANENT ORGANIZATION OF THE WORLD'S SALESMENSHIP CONGRESS.

Mr. Snell closed his address with that wonderful poem of Walt Mason's which really ought to be pasted on the fly leaf of every Gideon Bible. We are glad to give it space. Here it is in full:

THE WELCOME MAN.

"There's a man in the world who is never turned down, wherever he chances to stray; he gets the glad hand in the populous town, or out where the farmers make hay; he's greeted with pleasure on deserts of sand, and deep in the aisles of the woods; wherever he goes the welcoming hand—he's

The One Who Delivers the Goods.

"The failures of life sit around and complain, the gods haven't treated them right; they've lost their umbrellas whenever there's rain, and they haven't their lanterns at night. Men tire of failures, who fill with their sighs the air of their own neighborhoods; there's a man who is welcome wherever he goes—he's

The One Who Delivers the Goods."

MR. KENDALL'S INTERESTING PAPER.

It is to be deplored that Harry T. Kendall could not have been present to impress his own personality upon this notable convention in Detroit. His paper contains many interesting facts. Possibly one of the best things in Mr. Kendall's paper is the paragraph which Mr. Kendall wired from Chicago to D. M. Barrett, general chairman of the congress, on his way to Kansas City, in which he said these things:

"The great thing that the World's Salesmanship Congress will do for sales executives and salesmen will be to give them a broader vision, an insight into the great economic structure of this country and its necessities. Most of us travel in circles so small that our own problems become monumental and frequently insurmountable. If we stand back and look around the vast horizon of business and see the big things to be done we, in going forward to tackle the larger problems, find that we have almost unconsciously stepped over our own smaller difficulties and they lie behind us solved."

Mr. Kendall hit the nail on the head when he suggested a lack of solidarity in the lumber trade which prevented that oneness of purpose in doing things nationally; that our very bigness and many-sidedness made us unwieldly.

He did this when he cited the example of the National Cash Register Co. as an example; but Mr. Kendall tells it best:

"Smaller industries, or industries in which one large concern predominates, have made great strides in the marketing of their product. Perhaps one of the most prominent examples of this is the National Cash Register Co. Its success has not been alone due to the control of patents covering the manufacture of cash registers, but to an energetic, progressive selling policy that has not only sold National cash registers, but made the cash register an institution in nearly every business house in the civilized world. Sales agents of this concern meet regularly, either in their district headquarters, or at the general offices of the company, and are taught not only the intricacies of the cash register, but the art of salesmanship as well. Every possible objection to their product is carefully considered and the salesman taught how to meet it. Every possible avenue through which the sale of its product may be pushed is carefully investigated by experts and selling campaigns planned in new directions. There could be but one result from this character of selling policy, and the cash register business is one of the successful lines of mercantile endeavor in this country.

"The fact that the lumber trade lacks a large enough unit to command the attention and consideration of the industry forces it to seek some other method to encourage the training of its salesmen along modern lines. The first effort to inaugurate something of this kind consisted of a salesmen's conference held in Chicago a little over a year ago by the representatives of the northern white pine interests; and within the last few weeks the Southern Pine Association held a meeting in St. Louis, which was largely attended by the sales representatives of members not only of the association, but of non-member manufacturers, wholesalers and retailers."

Mr. Kendall handled the matter of the deficiencies of knowledge regarding the lumber trade without gloves and we are glad to quote him again, and in full, upon this point:

"The average sales representative has no training in the science of salesmanship, and little information regarding the manufacture of or the product which he sells, except for a more or less hazy idea of grades of lumber when he comes in contact with them. The present day selling literature of the manufacturer consists wholly of a stock sheet showing the quantity on hand available for shipment, and a price list, which is the sales manager's idea of the market, rather than a hard and fast price list based on cost plus reasonable profit. In turn, the retail distributer sells his consumer entirely on price, without any educated effort to sell the article that is most suitable for the purpose intended.

"Viewing this situation from a manufacturing standpoint alone, these deficiencies may be considered as follows:

"First: No knowledge on the part of the sales-

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man of the science of salesmanship.

"Second: No knowledge of manufacturing conditions or costs.

"Third: No study of markets, either from the standpoint of seasonable sales or proper geographical distribution of the various articles manufactured.

"Fourth: No study of trade extension possibilities, and

"Fifth: No knowledge of the use or misuse of wood.

"On the whole, the retailer may be charged with:

"First: No knowledge of the use or misuse of wood. That is to say, where wood should be used, what kind of wood to use, and an understanding of the proper care of wood.

"And, secondly, a failure to feature a better article at a higher price."

We hope some time to print in full this paper which Mr. Kendall delivered at the congress, but if not this paper, others that will be coming from his pen in the future, for Mr. Kendall is only in the first flush of his career and will accomplish much along these lines.

Proposed Tentative Specifications for Douglas Fir and Selected Structural Douglas Fir Bridge and Trestle Timbers

We present herewith the first authentic lumber newspaper printing of the tentative specifications for selected structural Douglas fir bridge and trestle timbers, recently considered by Committee D-7, Dr. Hermann von Schrenk, Chairman, American Society for Testing Materials, done at their Atlantic City, N. J., meeting last month.

ABBREVIATED accounts of these tentative rules have been printed before, but this is the first FULL report.

Dr. von Schrenk says, in connection with the submission of this report: "These tentative standards will now lie over for a year, and if, in the opinion of the committee, they should be made permanent standards they will come up for a vote of the whole organization next year. They are what one might call a working basis."

Concerning the work of Sub-Committee No. 4 of Committee D-7 on the subject of wooden paving blocks, Dr. Hermann von Schrenk states that "The report of Sub-Committee No. 4 on wooden paving blocks was withdrawn and not presented," which is of considerable interest in view of the fact that at least ONE lumber newspaper recorded their presentation and published the report.

Herewith is the report on timbers, prefaced by some questions and followed by the actual technical report, including a cut, designated as Fig. 1, not previously printed in connection with this report.

REPORT OF COMMITTEE ON TIMBER.

"In co-operation with the officials of the United States Forest Service and the West Coast Lumbermen's Association, Sub-Committee III has, during the past year, been considering the possibility of formulating a specification for grading structural Douglas fir timbers upon a somewhat similar basis to the specifications adopted last year for southern yellow pine timbers.

"After considerable correspondence a meeting was held in Seattle, Washington, at which specifications for structural Douglas fir were discussed. It has been known for some time that the variation in weight per cubic foot and density found in Douglas fir results in considerable variation in strength. After a careful consideration of a number of specifications, the sub-committee has prepared Tentative Specifications for Selected Structural Douglas Fir Bridge and Trestle Timbers for consideration by the Society.

"Committee D-7 recommends that these proposed tentative specifications, appended to this report, be published among the Tentative Standards of the Society for one year."

DEFINITIONS OF THE TENTATIVE SPECIFICATIONS.

1. The following definitions are used in connection with these specifications:

(a) ANNUAL RING—Each annual ring is composed of two distinct types of wood structure, namely, the porous, light colored and light weight spring wood, formed during the first part of the growing season, and the hard, dense and darker colored summer wood, formed during the latter part of the growing season.

(b) SUMMER WOOD—Summer wood is the hard, dense portion of the annual ring. It is darker in color than the more porous spring wood.

(c) SOUND AND TIGHT KNOTS—A sound and tight knot is one which is solid across its face, and which is as hard as the wood surrounding it, and is so fixed by growth or position that it will retain its place in the piece.

(d) ENCASED KNOT—An encased knot is one whose growth rings are not intergrown and homogeneous with the growth of the rings of the piece it is in. The encasement may be partial or complete; if intergrown partially, or so fixed by growth or position that it will retain its place, it shall be considered a sound and tight knot.

(e) LOOSE KNOT—A loose knot is one not firmly held in place by growth or position.

(f) ROTTEN KNOT—A rotten knot is one not as hard as the wood it is in.

(g) MEASUREMENT OF KNOTS.

IN BEAMS, the diameter of a knot on the narrow or horizontal face shall be taken as its projection on a line perpendicular to the edge of the timber. On the wide or vertical face, the smallest dimension of a knot is to be taken as its diameter.

IN COLUMNS, the diameter of a knot on any face shall be taken as its projection on a line perpendicular to the edge of the timber.

(h) DIAGONAL GRAIN—(Including cross and spiral grain)—Diagonal grain is grain not parallel with all the edges of the piece.

(i) DENSE AND SOUND DOUGLAS FIR—Under this heading two classes of timber are designated: (1) Dense Douglas fir and (2) sound Douglas fir. It is understood that these two terms are descriptive of the quality of the clear wood.

(j) DENSE DOUGLAS FIR—Dense Douglas fir shall show on either one end or the other an average of at least 6 annual rings per inch or 18 rings in three inches, and at least 33 1-3 per cent summer wood as measured over the third, fourth and fifth inches on a radial line from the pith, for girders not exceeding 20 in. in height, and for columns 16 in. square or less. For larger timbers the inspection shall be made over the central three inches on the longest radial line from the pith to the corner of the piece. Wide-ring material excluded by the above will be accepted provided the amount of summer wood as above measured shall be at least 50 percent.

In cases where timbers do not contain the pith, and it is impossible to locate it with any degree of accuracy, the same inspection shall be made over three inches on an approximate radial line beginning at the edge nearest the pith.

The radial line chosen shall be representative. In case of disagreement between purchaser and seller as to what is a representative radial line, the average summer wood and number of rings shall be the average of the two radial lines chosen.

(k) SOUND DOUGLAS FIR—Sound Douglas fir shall include pieces of Douglas fir without any ring or summer wood requirement.

GENERAL REQUIREMENTS.

2. (a) The timber shall be only "Dense Douglas Fir" as defined in Section I (j).

(b) The timber shall be well manufactured, square edge and sawed standard size; solid and free from defects such as ring shakes and injurious diagonal grain, loose or rotten knots, knots in groups, decay, pitch pockets over 6 in. long or 3/8 in. wide, or other defects that will materially impair its strength.

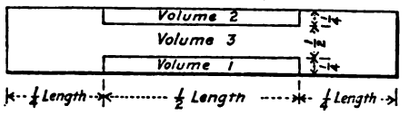

FIG. 1.

(c) Occasional variation in sawing, not to exceed 1/4 in. scant at the time of manufacture, will be allowed.

(d) When timbers 4 by 4 in. and larger are ordered sized, they shall be 1/2 in. less than rough size, either S1S1E or S4S, unless otherwise specified.

DEEP JOISTS.

3. The timber shall show not less than 85 percent of heart on each of the four sides, measured across the sides anywhere in the length of the piece. It shall not have in volumes 1 and 2 (Fig. 1) knots greater in diameter than one-fourth the width of the face in which they occur, with a maximum of 1 1/2 in. in diameter. It shall not have in volume 3 (Fig. 1) knots larger than one-third the width of the face in which they occur, with a maixmum of 3 in. in diameter. Knots within the center half of the span shall not exceed in the aggregate the width of the face in which they occur. Diagonal grain in volumes 1 or 2 with a slope greater than 1 to 20 will not be permitted. When stringers are of two-span length they shall be considered as two separate pieces and the above restrictions applied to each half. The inspector shall place his stamp on the edge of the stringer to be placed "up" in service.

CAPS AND SILLS.

4. The timber shall show 85 percent of heart on each side of the four sides measured across the sides anywhere in the length of the piece, and shall be free from knots larger than one-fourth the width of the face in which they occur, with a maximum of 3 in. in diameter. Knots shall not be in groups.

POSTS.

5. The timber shall show not less than 85 percent of heart on each of the four sides, measured across the face anywhere in the length of the piece, and shall be free from knots larger than one-fourth the width of the face in which they occur, with a maximum of 3 in. in diameter. Knots shall not be in groups.

LONGITUDINAL STRUTS OR GIRTS.

6. The timber shall show all heart on one face; the other face and two sides shall show not less than 85 percent of heart, measured across the face or side anywhere in the length of the piece, and shall be free from knots over 2 in. in diameter.

LONGITUDINAL X-BRACES, SASH BRACES AND SWAY BRACES.

7. The timber shall show not less than 85 percent of heart on two faces and shall be free from knots larger than one-third the width of the face in which they occur, with a maximum of 2 in. in diameter.

BRANDING.

8. The inspector shall brand each timber which conforms to the above requirements "Selected Structural Douglas Fir."

THE LOUISVILLE PLAN FOR SECURING NEW INDUSTRIES.

Louisville, Ky., July 22.—The plan which has been adopted by the Louisville Board of Trade in connection with securing new industries, is one which seems likely to serve as a model for other cities. The board is now raising $1,000,000 which will serve as working capital for the Louisville Industrial Foundation. This organization will conduct an industrial survey of the city, determine the industries which it is best fitted to serve, and then make an aggressive effort to land enterprises of this kind.

The hardwood lumbermen, who are co-operating in the work of raising the required fund, more than $250,000 of which was pledged before the campaign formally opened, believe that woodworking factories can be secured in number, on account of the excellent hardwood supply, the favorable location with reference to distribution, and the ample labor supply.

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SOUTHERN FORESTERS AT ASHEVILLE

Large Gathering of Forestry Experts from Near and Far—Permanent Organization Effected—Many Interesting Addresses

A very wonderful gathering of foresters, with a sprinkling of lumbermen, convened at Asheville, N. C., on the morning of July 11 and remained in session as the Southern Forestry Congress from that day until the evening of July 15—altogether the most serious attempt to legislate in the interest of southern forestry that has been attempted to date.

It is INDEED a gathering considered to be of great and grave importance when United States Forester Henry Solon Graves is SCHEDULED to attend and DOES attend. Most of Mr. Graves' papers that have been read before conventions of lumbermen and foresters in this country have been read by others than Mr. Graves himself.

This congress at Asheville has been brewing and steaming in the pot for several months and was one of the "dates ahead" of the editor of the LUMBER WORLD REVIEW, but the Interstate Commerce Commission gave a party in Chicago of twelve days' and twelve nights' duration, which eclipsed the Southern Forestry Congress without the least difficulty in point of the necessity for attention thereto, both by newspaper representatives and by a great number of the leading lumbermen of the United States.

THE PROGRAM.

The following program at Asheville was carried out almost in its entirety.

Opening Session—Tuesday, July 11.

Invocation—Bishop Junius C. Horner, of Asheville.

Address of Welcome—Governor Locke Craig, of North Carolina.

Welcome to Asheville—Hon. J. E. Rankin, Mayor of Asheville.

Response from the North—Dr. Hugh Baker, Dean New York State College of Forestry.

Address:

The Southern Forests and Their Place in the Nation's Timber Supply—Hon. H. S. Graves, United States Forester.

The Forests in Relation to the Upbuilding of the South—Dr. Clarence J. Owens, secretary Southern Commercial Congress, Washington, D. C.

Re-establishment and Protection of Big Game in the Southern Appalachians—Edmund Seymour, president American Bison Society, New York.

Afternoon Session, 2:30 P. M.

Addresses:

Forestry in the United States—Hon. Charles Lathrop Pack, president American Forestry Association, Lakewood, N. J.

The Part of the Women's Clubs in Forest Conservation—Mrs. W. T. Lingle, president North Carolina Federation of Women's Clubs.

A Practical Example of Forest Management in Southern Yellow Pine—Henry E. Hardtner, president Urania Lumber Co., Urania, La.

The Erosion Problem of the South and Its Relation to Forestry—R. S. Maddox, Forester Tennessee Geological Survey, Nashville, Tenn.

Tuesday Evening, 9 P. M.

Informal reception to visiting delegates by the Women's Clubs of Asheville at the Battery Park Hotel.

Wednesday Evening, July 12.

Inspection of Biltmore Forest Plantations.

Wednesday Evening, 7:30 P. M.

Informal Get-together Dinner for Delegates at Battery Park Hotel.

Thursday, July 13—Morning Session, 10 A. M.

Forest Fire Protection.

Organization of State Protective Systems—Prof. H. H. Chapman, Yale Forest School.

What the States Can Do in Forest Fire Protection—F. W. Besley, State Forester of Maryland.

Publicity and Education in Forest Protection in the South—J. E. Barton, State Forester of Kentucky.

Protection of Federal Forest Lands in the South—Wm. L. Hall, District Forester in charge of the Eastern National Forests.

What West Virginia is Doing in Forest Fire Protection—Hon. J. A. Viquesney, Forest, Game and Fish Warden of West Virginia.

Afternoon Session, 2:30 P. M.

Southern Forestry Practice.

Southern Pineries, Their Possibilities and Future—Prof. Ralph H. Bryant, Yale University.

The Regeneration of the Southern Pine Forests—Prof. J. W. Toumey, Director Yale Forest School.

The Naval Stores Industry; How It Can Be Perpetuated in the South—W. W. Ashe, U. S. Forest Service.

Evening Session, 7:30 p. m.—Separate conferences or executive meetings.

Friday, July 14.—All day automobile trip through Pisgah National Forest.

Saturday, July 15.—Trip over logging railroad to Mt. Mitchell State Park.

The above are the things that were regularly scheduled, but as a matter of fact many meetings in the way of conferences of various associations and organizations and the like were held in an INFORMAL and FORMAL manner in the recesses between the various features of the program.

No adequate conception of the importance of this gathering will ever—very largely—come to the National lumber mind of this country on account of the enforced attendance of lumbermen and newspaper men at the Interstate Commerce Commission hearing in Chicago, and thus—ANOTHER occasion when the practical affairs of life take precedence over the IDEALISTIC and ALTRUISTIC!

The LUMBER WORLD REVIEW has been in touch—from the beginning—with the big men who MADE the Southern Forestry Congress possible, and realizing the importance of the movement will very likely have reference from time to time to the various papers produced at this gathering, but at the present moment is able only to treat the affair as a matter of news.

FEATURES OF THE CONGRESS, "GOOD" AND "BAD."

The participating associations were the Association of Eastern Foresters, Society of American Foresters, North Carolina Forestry Association, the North Carolina Pine Association, Appalachian Park Association, and the American Forestry Association.

Charles Lathrop Pack, of Lakewood, N. J., represented the American Forestry Association, of which he is president, and during the time of the meeting told of the wonderful progress of that association, wherein it had recently in a few short months increased its membership 2,500.

The association developed the sentiment that the forests belong to the people—we are told—and given that it develops actually that the forests DO belong to the people, we are wondering when the people take over the forests from the lumbermen just how their owner will catalog them—whether they will be considered an "asset" or a "liability."

During the progress of this convention Henry E. Hardtner, president of the Urania Lumber Co., of Urania, La., discussed the question of "A Practical Example of Forestry Management in Southern Yellow Pine" and aired his favorite theory that all of the timber in Louisiana will be gone in eighteen years, deducing from that impression that therefore the people of Louisiana and of the south should at once go to work to replant the forests. Mr. Hardtner's theory would be lovely if it could be proved to be logically true, and really no one should be finicky about the matter of arguments if they bring results, which of course Mr. Hardtner's theory about long-leaf pine never will do—first because no person knows how much lumber is cut annually in Louisiana or any other state of the Union; and second, NOBODY knows how many trees there were in the first place or how many there are now left—not a very good basis upon which to predict just how long the trees in Louisiana will last.

The LUMBER WORLD REVIEW had hoped that such a brainy man as Mr. Hardtner, loving the practice of forestry as much as he DOES love it, would some time or another work out of the idea that the product of the tree is like any other commodity and conclude that the forest lands should be reforested for plain, every-day ECONOMIC reasons—but no matter, those things will all straighten out by and by.

The really good things discussed at this congress were along lines of conservation of existing forests, reforestation, the restoration of big game and the extension of the Weeks law, all of which were heartily and unanimously favored.

FEATURES OF THE OPENING SESSION.

Dr. Joseph Hyde Pratt, president of the Southern Forestry Congress and state geologist of North Carolina, Chapel Hill, N. C., presided, and after Bishop Horner had offered an invocation introduced Governor Craig, of North Carolina, a gentleman who has been promoting forestry work for many years.

Gov. Craig is a man who considers that the lumber interests have something in common with forestry, a thing which too few of the Society of American Foresters consider ethical.

Gov. Craig said considerable about the forests having been given for public use, for the conservation of water power and the furnishing of timber and warned the people against the famine to come.

Mayor Rankin, of Asheville, made a graceful presentation of the character of Asheville's hospitality; John L. Kaul, of the Kaul Lumber Co., Birmingham, Ala., was to have responded to this address but was flood-bound and did not arrive and Dr. Pratt made a felicitous reply.

United States Forester Henry Solon Graves made a splendid impression and gave out many historical facts of note and related the attitude of government in its USE of the forest. His talk concerning the co-operation of the government in the prevention of forest fires was of MOST interest, when we consider the various features of his excellent paper.

Edmund Seymour, of the American Bison Society, and Geo. S. Powell talked interestingly upon their special themes; Verne S. Rhodes related the story of the rise and progress of the Vanderbilt estate; Mr. Pack, to whom reference is made above, talked of the scientific handling of blight that has killed the chestnut trees in New Jersey and the white pine blister rust that is over-running New England and urged the south to look after their interests. Other speakers appeared according to program.

COMMITTEES APPOINTED.

These committees were appointed:

Resolutions: R. C. Jones, Virginia, chairman; J. W. Toumey, Yale; Thos. A. Cox, North Carolina; H. S. Graves, Washington; Dr. L. S. Palmer, Washington; Miss Julia A. Norne, North Carolina; J. E. Barton, Kentucky; Henry E. Hardtner, Louisiana; John L. Kaul, Alabama; Bolling Arthur Johnson, Illinois; L. J. Young, Michigan; R. S. Maddox, Tennessee; Gallatin Roberts, North Carolina; Mrs. R. S. Hosmer, New York.

Publicity—Neptune Buckner, North Carolina, chairman; Dr. Hugh P. Baker, New York; Verne Rhodes, North Carolina; N. B. Clark, Massachusetts.

Registration—E. H. Frothingham, Washington; Mrs. J. S. Holmes, North Carolina; L. L. Bishop, North Carolina.

Permanent Organization—J. G. Lee, Louisiana, chairman; F. W. Besley, Maryland; J. G. Peters, Washington; Edwin P. Cox, Virginia; Edmund Seymour, New York; Clarence Owens, Washington; J. E. Ingraham, Florida; J. A. Viquesney, West Virginia; W. L. Tyler, Virginia; G. R. Loyall, Tennessee; Mrs. W. P. Wharton, Massachusetts; Mrs. W. L. Lindsey, North Carolina.

THE TRIP OVER THE BILTMORE ESTATE.

Besides being a very practical exemplification of what can be done in reforestation and the care of it, the trip over the Biltmore estate was a success in every way.

Verne S. Rhodes, forest supervisor of the Pisgah National Forests, showed the visitors both sides of the picture. The guests were entertained at luncheon by Dr. and Mrs. S. A. Wheeler at the Biltmore Dairy, and had a banquet on the terrace of the Battery Park hotel in the evening, and afterwards attended a ball at the hotel.

THURSDAY THE IMPORTANT DAY.

Thursday, July 13, was the important day from the standpoint of practical help as was proved by the papers read. The principal papers were as per the program, the general theme being forest fire prevention and southern forestry practice.

Two of the feature events of Thursday were the decision to make the congress a permanent affair and the decision to erect a memorial tablet in Pisgah National Park to the late George W. Vanderbilt. For this latter work President Pratt named the following committee: Gov. Craig, Chas. Lathrop Pack, president American Forestry Association; Dr. W. H. Holmes, of the Smithsonian Institute; United States Forester Henry S. Graves,

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Dr. Geo. F. Kunz, Geo. S. Powell, of the Appalachian Park Association, and Dr. Joseph Hyde Pratt.

J. D. Peters, of the Forest Service, was introduced by Dr. Pratt as presiding officer and Mr. Peters presented H. H. Chapman, of the Yale Forest School, who went into his subject, "Organization of State Protective Associations," as only a practical man like Mr. Chapman could do, applying his remarks to the lowland, and not to the mountain section.

F. W. Beasley, state forester of Maryland, illustrated "What the State Can Do in Forest Fire Protection," as applied to the Piedmont section especially. He thought the chief fire problem was in Maryland.

Edmund Seymour thought that the people could be educated to help.

John Foley, of the Pennsylvania railroad, illustrated what that railroad system was doing to prevent fire by devices on its railway locomotives and its discontinuance of locomotives not up to the standard.

M. V. Richards, for many years known to the whole southern territory as the land and industrial agent of the Southern railway, expressed his interest and that of his railroad in fire protection. W. T. Lindsey, of the Tryon Forest Club, talked on the subject. Jas. G. Stikeleather, of Asheville, was called to speak for Mt. Mitchell fire protection.

J. E. Barton, on the regular program, spoke on the subject of "Publicity and Education in Forest Protection in the South."

Prof. J. W. Toumey spoke to the question, "Regeneration of the Southern Pine Forests."

W. W. Ashe, of the United States Forest Service, prophesied in a paper called "Forests of the Future, Second Growth."

J. S. Holmes, state forester of North Carolina, who resides at Chapel Hill, that state, was reelected secretary. Besides Mr. Holmes, these people whose names follow were chosen executive officers of this congress: C. I. Millard, chairman, president John L. Roper Lumber Co., Norfolk, Va.; Alfred Gaskill, state forester, Trenton, N. J.; Henry E. Hardtner, Urania, La.; Wm. L. Hall, district forester, Washington, D. C.; W. B. Townsend, president Appalachian Logging Congress, Townsend, Tenn.; Sydney L. Moore, forester Sizer Lumber Co., Jacksonville, Fla.; J. H. Foster, state forester, College Station, Texas, and Joseph Hyde Pratt, state geologist, president, Chapel Hill, N. C. This official list alone guaranteed the success which was made of the congress.

The congress must have created a very remarkable atmosphere all its own, for before it ended Charles Lathrop Pack, in all earnestness, suggested that he really believed that the future would bring forth a man with scientific knowledge and vision enough to invent and nurse into being a new kind of tree, not now in existence, that would be ideal for lumber.

VIEWS AND INTERVIEWS.

Our connection with forestry affairs enables us to print some interesting information gotten from letters, just prior to and since the congress, from people prominent in the work.

ALFRED GASKILL SAYS A GOOD WORD.

Alfred Gaskill, state forester of New Jersey, said that he had spent a great deal of time in the south, most of the time in the forests of North Carolina and has been convinced for many years that TIMBER will be found to be one of the great crops of that vicinity. He believes that the resources of that territory are scarcely touched. He says that the southeastern portion of the United States is indicated by nature as a timber growing region, and having advantages over the northern forestation over a longer growing season and in a greater diversity of species, THAT puts the problem up to the south. For everything of the kind looking toward reforestation of the south is a step toward establishing forestry in a section of the country where it will be most worth while.

A WORD ON STATE CO-OPERATION.

J. G. Peters, chief of state co-operation of the United States Forest Service, considers the congress one of the most important ever held, especially as the southern states are really beginning to turn their attention toward the needs of forest conservation and all which that means, especially as regards protection of the forest from fires. Mr. Peters thought that the congress would be a tremendous factor in bringing to the attention of the legislators of the southern states the advisability of passing adequate forest legislation, especially to provide for non-partisan departments of forestry in these states, with a technically trained man as forester, a forest fire protective system, co-operation with private owners in preparing plans for the management of timber lands and wood lots, state owned forests by gift or purchase and an adequate appropriation of funds to promote the same.

The meeting, which occurred at this congress, of the forestry officials of the southern states, who are co-operating with the federal government under the Weeks law, forest fire protection, which states include Maryland, Virginia, West Virginia, Kentucky and Texas, were provocative of much good.

Each of these states receives from $2,000 to $4,500 a year which is expended for federal patrolmen, who travel the woods to detect and extinguish fires and to warn the public against the careless use of fire, and each state is required to expend an amount at least equal to the federal expenditure.

SOME OPINIONS OF A GEOLOGIST.

A. H. Perdue, state geologist of Tennessee, believes that a great deal of land has been cleared of trees that should never have been cleared, because of the fact that the land has become "perfectly worthless" after the small amount of humus has disappeared from it. Mr. Perdue believes that "there yet remains a great deal of such land which should be left for permanent forests." Mr. Perdue would leave the trees also on the hillside, for protection of the agricultural land below. He believes, too, that there are large areas of cleared land useless for agricultural purposes which should be again reforested.

MR. MOORE SHOWS A PRACTICAL INTEREST.

Sidney L. Moore is forester for the Sizer Timber Co., of Jacksonville, Fla., and went to the congress with the following ideas in view:

"I am much interested in the organization of an association of southern foresters which it is proposed to effect at the same time as the meeting of the congress. Such an association would be along lines similar to the present association of eastern foresters and should bring together in effective, permanent organization all those engaged in federal, state and private forest work in the south. The value and benefits of membership in such an organization to all foresters in the south are self-evident; co-operation in working out the special problems encountered by southern foresters in their field; united action on matters of concern to forestry in this section of the country; and a closer association, both social and professional, among the men engaged in forest work in the south; these are only a few of the advantages which, it seems to me, would accrue from the formation of an association of the southern foresters."

THE SOUTH MUCH BEHIND FROM LEGISLATIVE STANDPOINT.

J. E. Barton, state forester of Kentucky, said that one of the chief things this congress did was to differentiate the problems of forestry in the south from those encountered in the northern United States and he thought that this had been too little appreciated in the past, but that there is a distinct difference in the points of view in the two sections, a considerable difference in the character of the timber and a notable difference in the problems presented by the two regions. From a legislative standpoint the south was much behind other regions of the United States; but while this was being rapidly remedied, nevertheless the stage of progress obtained so far is undoubtedly materially different from that recorded in other sections of the country. There has been a little co-operation between timber land owners, and constituted agents of forest policy in various states of the south; and again the general education in regard to the aims of a forest policy is decidedly less generally understood in the south than in any other forest region. Mr. Barton expects much from the new feeling that will spring up after the congress among land owners and the constituted authorities in forestry in the south.

"COMMUNITY OF INTEREST" A STRONG INCENTIVE.

I. F. Eldredge, forest supervisor, Pensacola, Fla., believes that the Southern Forestry Congress will serve to bring together men of the same community interests throughout the southern states, even if it serves no greater purpose. He believes, however, that it will accomplish a great deal more. He says: "So far as I know, no such opportunity has before been presented and I hope that there will be a general attendance of lumbermen, timber owners and foresters from all over the south; in a great many ways our problems are identical and differ widely from those of the northern and Pacific states. We are in a better position to accomplish something toward a rational forest policy than any other part of the country."

"The forest problems that exist in the south are too many, too broad and too varied to be settled or solved by one set of men as a result of one meeting. Nevertheless, if this meeting can get a number of thinking men of the south, particularly stumpage owners, to working toward a definite policy, it will have served a purpose of immense value to our section of the country."

AN OPPORTUNITY TO CONSIDER A MOST IMPORTANT SUBJECT.

Wm. L. Hall, assistant forester in charge of acquisition, Washington, D. C., felt that the Southern Forestry Congress was one of great importance. He says: "This congress will give an opportunity to consider how the nation may realize to the largest extent on this (the forest) resource and how it may be perpetuated. In the southern Appalachian region alone we have an area of upwards of twenty million acres of land not suitable for agricultural development, but suited by all natural conditions to be a timber producing region of great value. It is of equal interest to the lumber industry and to foresters to maintain this region at its highest productiveness."

EASTERN OREGON COMPANY MAKES LARGE PURCHASE OF LUMBER LANDS.

Baker, Ore., July 15.—The Baker White Pine Lumber Co. has lately made one of the largest deals in timber lands ever consummated in eastern Oregon, consisting of about 20,000 acres, which, with the company's recent holdings, puts it in possession of about 800,000,000 feet of Oregon white pine, grown at an altitude of around 6,500 feet. This pine is noted for its remarkably fine quality and excellent texture, and is especially adapted for high grade factory stock.

The Baker White Pine Lumber Co.'s mill is one of the most convenient and best equipped mills in the northwest. The company also operates a modern sash and door plant and box shock factory. It has lately enlarged its operating capacity and added new machinery and dry kilns.

WOOD BLOCK PAVING GAINING FAVOR IN ARKANSAS.

Little Rock, Ark., July 22.—Wooden paving blocks are to be used on the surface of the reconstructed bridge across the Arkansas river between Little Rock and Argenta, according to the plans which have been announced. Several conferences have been held during the past few days, and it is now practically assured that the proposed enlargement and strengthening of the county bridge will be made. According to the plans thus far developed, the cost will be about $300,000, and will be borne equally by the parties to the agreement, namely, the property owners on Main street and adjoining territory to the south end of the bridge; the Inter-City Terminal Railway Co. and Pulaski county.

The plans call for the rebuilding of the bridge, except for the piers, which are to be strengthened. The roadway will be increased in width from 32 feet to 42 feet and double tracks for street car service across the bridge, which has heretofore not been possible, will be laid. This is part of the scheme to connect the two cities with street car service, and eventually to run interurban cars from Little Rock to Pine Bluff. For the past several years the heavy traffic across this bridge has made it almost impossible to keep the bridge in repair.

Under the new plans it is likely that wooden paving blocks, which have given such satisfactory service in the many miles now paved with them in Little Rock and Argenta, will be used.

WASHINGTON CEDAR IN WOOD PAVING.

Manufacturers of Washington red cedar have just discovered that their product, from which is made more than 65 percent of all the shingles produced in the United States, was the first to be used in modern creosoted wood block street paving. It is a singular commentary on this fact, however, that red cedar is now very little used for the purpose, having been supplanted by Douglas fir, western hemlock and southern pine.

Major Downing, president of the Board of Public Works, of Indianapolis, Ind., returned from a trip to Europe about twenty years ago and was so impressed with the wood block paving he saw in the principal streets of European cities, particularly on twenty-two Paris boulevards, that he contracted for Washington red cedar blocks sufficient to lay 100,000 square yards of paving in Indianapolis. These blocks were dipped in a bath of creosote oil, but notwithstanding this crude process, an inspection of the paving recently made by Walter Buehler, an engineer of Little Rock, Ark., showed that it was in thoroughly good condition.

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INTERSTATE COMMERCE HEARING

Three Daily Sessions for Two Weeks Devoted to Most Important Lumber Questions Ever Considered—Scores of Witnesses Heard on Reclassification—Briefs to Be Filed November 1

(This is the Only Complete Digest of this Great Hearing Yet Printed in Any Lumber Newspaper.)

That there was universal interest shown in the reclassification hearing before Chairman B. H. Meyer, of the Interstate Commerce Commission, by lumbermen and those engaged in allied industries all over the United States, was fully evidenced during the past two weeks. Scores of lumber manufacturers and wholesalers and traffic men have been in Chicago during this interval to participate in the hearing either as witnesses or as interested spectators. Scores have recorded their testimony and many more who were in Chicago for the purpose of testifying, found that their evidence was not needed, much time and repetition of statement being saved thereby. A few lumbermen remained throughout the entire procedure, but the vast majority of those who came here remained but one or two days, and having fulfilled their duties in the matter returned to their homes.

There have never before been so many active, intelligent and really influential lumbermen, representing such great and diversified interests, gathered together in one place at one and the same time.

One of the most interesting side features of the hearing was a moving picture show given in the Florentine room of the Congress Hotel on Monday evening, July 17, under the auspices of the National Lumber Manufacturers' Association and representing logging operations in various parts of the country from the tree to the mill and manufacturing and distributing operations from the mill to the trade. This was an excellent means of imparting knowledge to many of the interested attorneys and traffic men, which they probably had not in all their lives had an opportunity to study at first hand.

It seemed to be the aim of the representatives of rival woods to not go to an extreme in their statements as it might affect their competitor, but to present as much of a solidity of argument as they could for the benefit of the industry as a whole. Naturally enough, all of these trade rivalries could not be tucked out of sight or ignored, but it is believed that the Interstate Commerce Commission, in its wisdom will bring out of the mass of evidence submitted, comprising thousands of typewritten pages, a solution of some of the great trade problems that have worried the lumbermen throughout the years.

The hearing was completed, with a few minor features excepted, on Saturday, July 22, occupying twenty-four morning and afternoon sessions and nine evening sessions. Some of the attorneys representing the groups from which the greater part of the evidence emananted must have been worn to a frazzle by the long continued strain, but the commissioner, Mr. Meyer and his two assistants, E. W. Hines and Fred H. Esch, were evidently as serene and unruffled at its close as they were at the beginning of the inquiry.

PREPARATIONS FOR THE CASE.

On the part of the lumbermen preparations for this hearing have been going forward in some instances for fully six months. The various organizations had gotten together and taken counsel with their best men and traffic managers and had diligently worked in preparing statements, exhibits and various items of evidence to support their views of the case. Many witnesses were held in readiness to be summoned from thier homes who were not requested to come, for the reason that the evidence already in sight was growing to tremendous proportions. Many who came at the request of their counsel were not called upon to testify for the same reason and many who were put on the stand simply endorsed the views as expressed by a preceding witness. Toward the last Commissioner Meyer, in his desire to expedite matters, requested the various interested groups still to be heard to endeavor to consolidate upon some single representative who would present the testimony and views of the general group. Accordingly the various interests had a full hearing and much of what had seemed to be a useless waste of effort was thereafter averted.

On the other hand the commission itself had done a tremendous amount of work in preparation, as had likewise the railroad representatives. Many of the exhibits p[illegible] by the various manufacturers' associ[illegible] the most elaborate and painsta[illegible] the one or two which will be found in these columns give only a faint idea of the character and value of the great mass that were filed in the record.

THE FIRST STATEMENT OFFERED.

The first statement offered was that of the southern and northern interests represented by Judge W. A. Wimbish, of Atlanta, Ga. Judge Wimbish's statement was the concrete opinion of the following associations: Southern Pine Association; Southern Cypress Manufacturers' Association; Georgia-Florida Saw Mill Association; Western Carolina Lumber & Timber Association; Northern Pine Manufacturers' Association; North Carolina Pine Association; Hardwood Manufacturers' Association of the United States; Michigan Hardwood Manufacturers' Association; Northern Hemlock & Hardwood Manufacturers' Association.

The statement follows:

"The several lumber lists in which we are concerned, as at present existing, are substantially satisfactory, excepting that uniformity throughout

ROBERT H. DOWNMAN, OF NEW ORLEANS, LA.

President National Lumber Manufacturers Association.

the country is desired. While it may be that some articles might be excluded and others might properly be included, we shall be content if the present list of articles, moving at the lumber rate, should continue without substantial change. Should any change be found desirable our position is that the list should well be amplified and enlarged rather than curtailed.

"Our position is that all of the ordinary and customary products of the saw and planing mill of the lumber manufacturing plant should be included in the lumber list and move under the lumber rate. Speaking generally, the articles now included in the lumber list are not the products of lumber but are products of the log, which, although subjected to an initial manufacturing process, are still lumber and fall within that category.

"We advocate a uniform classification throughout the country of lumber and the usual products of the saw and planing mill to the extent that such classification can be found feasible. Such uniformity is highly desirable in the interest, not alone of the producer, but also of the user. It may be that local conditions will compel exceptions in specific cases within particular territories. Subject to such exceptions the list should be uniform. If this uniformity is to be had, it should be brought about by additions to rather than subtractions from the various lumber lists as now existing. In other words, our position is that the lumber list should be as liberal as may be consistent with correct classification principles and as nearly universal as conditions will permit."

STATEMENT OF THE WEST COAST INTERESTS.

Attorney Joseph N. Teal, of Portland, Ore., presented his statement coincided in by the following associations: West Coast Lumbermen's Association, Eastern Oregon Lumber Producers' Association, Western Pine Manufacturers' Association, California White and Sugar Pine Association, California Redwood Association. Mr. Teal's statement was as follows:

"The territory represented by these associations produced, in 1913, 8,844,490,000 feet of lumber, which was substantially 23.2 percent of the lumber production of the United States.

"1.—The lumber list as applying from the Pacific coast on transcontinental shipments as at present existing, with some few exceptions, is substantially satisfactory. Should any changes be found desirable, our position is that the list should be amplified and enlarged rather than curtailed.

"2.—Our position is that the lumber list should include such products of the log (and essential appurtenances of the product) produced by the sawmills, planing mills and accessory manufacturing plants as will permit the freest movement of lumber and lumber products in straight or mixed carloads at a fair minimum weight, based on commercial necessities.

"3.—There should be included in any lumber list such manufactured by-products as can be secured from waste which is otherwise unsalable, since where the rate permits and encourages the further manufacture and the most advantageous distribution of these by-products, the results are a closer utilization of the tree, an increased footage from the log, more employment for labor, greater tonnage for the carrier and lower cost to the consumer.

"4.—Mixed carloads are essential to wide distribution at the lowest price. This enables the small dealer as well as the large dealer to do business. If the carrier receives a fair revenue for the service performed and the consumer secures the benefit of the most economical manufacture and distribution, it would seem further classification is not desirable and would cause undue and unnecessary burden on the industry and on the consuming public. Broadly speaking, the articles now included in the lumber list are not the products of lumber, but are the products of the log, which, although subjected to further manufacturing processes other than sawing and surfacing, are still lumber and fall within that category.

"5.—While a uniform classification of universal application throughout the country of lumber and its products theoretically might be possible, we do not believe, under the varying conditions under which the traffic moves and the product is handled, it is either desirable or practicable from the viewpoint of the producer, carrier, dealer or consumer. We do believe, however, that the classification can and should be uniform from all lumber producing sections to all common consuming markets.

"Our position is that the lumber list should be as liberal as may be consistent with sound economic principles, and as nearly universal as conditions will permit."

RAILROADS SPRING A SURPRISE.

Lumbermen were surprised and not a little pleased by the statement of Attorney Charles Donnelley, of St. Paul, Minn., speaking on behalf of four of the big transcontinental lines, that these systems cordially approved the statement presented by Attorney Teal on behalf of the lumbermen and that while he represented actively the Great Northern and Northern Pacific roads, he assured the commission that in his statement of endorsement he also represented the views of the Union Pacific and the Chicago, Milwaukee & St. Paul roads. Later Mr. Donnelley stated that his clients also approved the statement presented by Judge Wimbish on behalf of the Southern Pine Association and the other associations he represented.

STATEMENT OF THE MILLWORK INTERESTS.

The Wholesale Millwork Association, which covers all the sash and door manufacturing and jobbing interests east of the Rocky mountains, presented its statement through its attorneys, John

S. Burchmore and Luther M. Walter, of Chicago. The answer of the association was in accordance with Question 3 of the commission's letter of June 20, 1916, covering an outline of the testimony to be developed in this proceeding. Its position is summarized as follows:

(1) Situation unsatisfactory because of no uniformity in rates as between different producing sections and points of consumption and market; (2) a uniform basis on lumber and lumber products is desirable throughout the entire country, as such uniform basis will eliminate preferential and discriminatory rates now in effect; (3) various grades of the same kind of lumber cannot be differentiated in making rates; it is not practicable to make a distinction between rough lumber and dressed lumber; no difference in rates should be made on account of lumber cut to dimension; (4) all wooden house trim should be classed under one group taking rates higher than lumber rates, but still retaining a direct relationship to the lumber rates; this should be a uniform percentage and not a fixed difference in cents per 100 lbs. We believe that a basis approximately 20 percent above the lumber rate is fair and proper for building material including sash, doors, columns, stair work, frames and related trimmings; (5) carriers should provide for a liberal mixture of lumber and wooden building material, the entire shipment to take the highest rate and highest minimum of any of the articles included therein; (6) if transit privileges are granted, they should be made universal and on the same terms throughout the country; (7) from points of origin where no lumber is now produced or shipped, but where there is a substantial production of building material and other products, a revision of the present unused lumber rates will be necessary before such rates can be used for basing rates on other products.

BOX MANUFACTURERS EXPRESS THEIR IDEAS.

This statement covered the National Association of Box Manufacturers, the Eastern Shook and Wooden Box Manufacturers' Association, the North Carolina Pine Box & Shook Manufacturers' Association and the Northwestern Shook Association and was presented by Attorney James C. Jeffery. It answered the interrogatories of the commission to the effect that the present rate adjustments and classifications are unsatisfactory to the wooden box industry. The associations said that they believed it would be highly desirable to their members to have a uniform lumber list and a definite relationship between lumber and lumber products, as stated to the commission in replying to its interrogatories some time ago. However, there is now a uniformity of description on raw material and a uniformity of description on the manufactured product and a definite relationship is already fixed between lumber and wooden box material; that is by having wooden box material (meaning shooks low grade veneers, one-eighth of an inch and over thick as used in box factories) take the lumber rate. Hence the interests represented by these associations are satisfied with the present situation surrounding the transportation of the raw ma

The "Reclassification Hearing" as it Appeared to an Unprejudiced Observer

The editor of the LUMBER WORLD REVIEW asked R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, for a statement in connection with the Interstate Commerce Commission hearing on Docket No. 8131, on the principle that Mr. Kellogg had heard nearly as much of the testimony as Commissioner Meyer himself; that he had been a student of the matter since the beginning and that any resumé of the hearing he might write would be unbiased and informative, and here is what Mr. Kellogg has to say:

STATEMENT OF R. S. KELLOGG.

"The investigation by the Interstate Commerce Commission, which has been going on for the last twelve months, in the matter of the rates on and classification of lumber and lumber products, culminated in the hearing before Chairman Meyer in Chicago July 10 to 22.

"There was a large and representative attendance throughout the hearing of all branches of the lumber industry and of all the leading carriers, appearances on both sides comprising practical operators under the direction of prominent attorneys and traffic men. A tremendous amount of information was given the commission both in the way of oral testimony and voluminous exhibits, the transcript of the testimony alone exceeding 4,000 typewritten pages.

"The eastern associations affiliated with the National Lumber Manufacturers' Association had for their counsel and attorney William A. Wimbish, of Atlanta, Ga., and the western organizations, Joseph N. Teal, of Portland, Ore. There was complete harmony throughout the hearing between the lumber manufacturing and lumber retailing interests in support of the resolution adopted at the conference held in Chicago, September 15, 1915, to the effect that all the ordinary and customary products of lumber manufacturing plants should be permitted to move in straight or mixed carload lots at one rate; and the evidence introduced strongly supported the contention that it would be altogether impractical to make a classification which would result in a wide differentation of the products of sawmills and planing mills connected therewith.

"In strong contrast with the harmonious and concerted action of the lumber manufacturers were the contentions set up by the railroads. The representatives of the Western Transcontinental Lines fully endorsed the position of the lumbermen with respect to a broad classification, while the Southern and Central Freight Association lines favored a basis consisting of present lumber rates to apply on rough lumber, logs, posts, poles and other rough material; that lumber rates plus 5 percent should apply on dressed lumber of a certain class; that a further manufactured class should take 10 percent higher rate than rough lumber, while a 20 percent differential should be placed upon still another group, with many articles removed entirely from the lumber lists, and rates thereon made without any reference to the lumber rates. In supporting this classification, however, the representatives of the southern carriers met with many difficulties.

"The contention of the Wholesale Millwork Association that the rates on sash and doors should be on a percentage basis above the lumber rates, was effectively answered by the west coast lumbermen with respect to the movement of stock doors and sash of pine and fir from that territory to eastern markets.

"No interests aside from the Wholesale Millwork Association, the Southern and Central Freight Association carriers contended that a percentage differential is the only correct means of making differentials over the lumber rate. Representatives of many carriers and other interests sustained the position of the lumber manufacturers that in case differentials are made, the only practical basis is a flat differential.

"Commissioner Meyer handled the hearing with great fairness and expedition, and at the close asked that briefs by counsel be submitted on or before November 1, 1916, and reply briefs by November 20. It is expected that oral arguments will be called for during the first week in December and that the commission will announce its findings at as early a date as practicable thereafter.

"This is the most important traffic case that has ever come before the entire lumber industry of the United States, and the manufacturers have every reason to be proud of the excellent presentation of their interests made by their counsel and the many prominent lumbermen from all sections of the country who testified before the commission, and gave freely of their time in the service of the best interests of the industry."

R. S. Kellogg

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terial to the mill and the output therefrom. Wherever wooden box material does not take the lumber rate it takes lower than the lumber rate and we respectfully urge that should the commission decide that the present situation should be changed, box material be given this lower rate for the reason stated in answer to Question 5 propounded by the commission.

Relative to Question 3 B, the box interests say that the classification of lumber and box shooks is practically uniform throughout the country at present and "we believe that this present adjustment should be permitted to stand, as it is the result of many years of development and evolution in the lumber and wooden box industry of the United States and a natural adjustment resulting from competition between carriers, producing territories, manufacturers and markets. We believe that any endeavor to change the present adjustment would work a much greater hardship than allowing this adjustment to remain as it is. We feel that such minor inequalities as exist in the present rate adjustment can be readily remedied by proper procedure before the Interstate Commerce Commission instituted by any of the few individuals who are dissatisfied."

NATIONAL HARDWOOD ASSOCIATION'S STATEMENT.

The position of the National Hardwood Lumber Association was set forth in a statement offered by John W. McClure, of Memphis, Tenn., and was as follows:

"The National Hardwood Lumber Association is an organization of manufacturers of and dealers in lumber. It is the position of the association that rough lumber, dressed lumber of all grades, and all unfabricated wood articles should take the same rate. It is frequently necessary to make different rates on the different species of lumber. To advance all rates to the highest level would result in undue discrimination. As an illustration: The hardwood rates in Arkansas average 1 cent higher for each additional fifty miles, whereas the yellow pine rates are blanketed over a large territory. To apply this blanket adjustment on hardwood rates would result in undue discrimination.

"The present situation is unsatisfactory in the following respects: Owing to the lack of transit arrangement, much low grade lumber is destroyed which could otherwise be shipped to concentrating and manufacturing points and there utilized and manufactured into many wood articles.

"Classification of lumber and lumber products should be uniform throughout the country."

STATEMENT OF SOUTHERN HARDWOOD TRAFFIC ASSOCIATION.

J. H. Townshend, manager of the Southern Hardwood Traffic Association, Memphis, Tenn., presented the statement of his association which was, in many respects, similar to that of the National Hardwood Lumber Association offered by Mr. McClure. A brief summary of Mr. Townshend's statement follows:

"The Southern Hardwood Traffic Association embraces about 105 producers and wholesale distributers of hardwood lumber in the lower Mississippi valley.

"Hardwood timber generally is found in comparatively small stands. Lumber is, as a rule, more accurately manufactured by band mills which require large investments, hence such mills usually are established at logical points and bring in their logs by rail from a radius of 100 miles. There also is a substantial production of hardwood lumber by small circular mills, but this lumber almost invariably moves to relatively near assembling points where it is graded, assorted, dried or manufactured into wood articles and shipped to consuming points. It will, therefore, be seen that a large part of all the hardwood lumber that moves to the markets previously has paid a transportation charge either in the log or as lumber in a rough, green or partly dried state, or both in the log and as rough lumber.

"Eighty percent and more of all hardwood lumber reaches the consuming markets in a rough sawed state. The reason for this is that hardwood lumber is used in various wood-working industries, such as furniture, vehicle, interior finish, box factories, etc., which to a large extent are established near the centers of population."

Relatively low log rates obtain to nearby milling points located on the rails of the line originating the logs and rates on lumber to consuming markets have been established with a view to enabling producers in one section to ship into logical markets upon a competitive basis with producers in other sections.

The statement referred to the recent advance in hardwood lumber rates south of the Arkansas river on the west side of the Mississippi to the yellow pine basis. It also recited the situation east of the Mississippi where rates on cottonwood and gum have been less than the rates on oak and other woods. The statement regarded this adjustment as being sound, in view of the lesser value of gum and also the fact that gum timber or stumpage cannot be utilized to the same advantage as oak or other hardwoods.

"It is not our contention that the rate on each species of wood in all instances should be different from the rates on the other species, but only that the principle should be recognized that the rates on all species should not necessarily be the same, and that the controlling considerations in determining what they should be ought to be the competitive factors."

Attention is called to the fact that the average loading of an important hardwood sawmill at Memphis during 1900 and 1901 was 37,027 pounds a car, whereas the same company from June 1, 1915, to March 10, 1916, loaded an average of 54,529 pounds a car, an increase in fifteen years of 17,502 pounds per car.

The approval of the association was given to the milling-in-transit privilege, whereby logs could be moved to nearby milling points and the mill product could go on to consuming markets on the regular lumber rate. In the yellow pine region east of the Mississippi river, the milling-in-transit privilege permits the shipment of rough lumber into manufacturing points and the reshipment of the

JOSEPH N. TEAL, OF PORTLAND, ORE., Attorney for Western Lumber Interests.

dressed stock on substantially through rates from point of origin to destination. Low rates on logs are approved, for the reason that they are essential to the utilization of scattered hardwood tracts.

The association approves reconsignment and believes that the service should be maintained.

Mr. Townshend presented individual statements from Moore & McFerren, of Memphis, Tenn., on behalf of built up box material, who stated that such material might properly pay a higher rate than lumber. He also presented statements from the Anchor Sawmill Co., of Memphis; J. Elwood Cox, High Point, N. C.; D. H. Williams, Belzoni, Miss.; E. J. Willingham, Memphis, Tenn.; J. Murchison, Dickson, Tenn.; C. D. Roberts, Greensboro, N. C., and Norris Bros., Greenville, S. C., all of whom are engaged in the manufacture and sale of shuttle blocks and rough sawn wooden billets, who stated that in their opinion shuttle blocks should take no higher rates than that applied to lumber. There was also a statement from the Kansas City Shook & Manufacturing Co., of Kansas City, Mo., manufacturing trunk slats, which, the company said, should take no higher rate than that applied to lumber. All of these concerns favored uniform classification on lumber and lumber products throughout the country.

VENEERS AND CROSS TIES.

J. V. Norman, representing the National Veneer & Panel Manufacturers' Association and various producers of cross ties, presented statements from these two interests. The former stated that built up wood might properly pay a slightly higher price than lumber, but not to exceed 10 percent and that no difference in classification or rating should be made by reason of the thickness of lumber.

The cross tie interests stated that the practice of a majority of southern roads in classifying ties as lumber make the rate so high that it is impossible to ship ties from a great many parts of the producing sections, particularly those not near the Ohio or Mississippi rivers or their navigable tributaries. Hence the shipment of ties from a great part of the south, where most of them will have to be produced in the near future, is cut off. The tie interests also stated that ties should be classified lower than rough lumber and in some instances should have the same rate as logs.

MR. DOWNMAN THE FIRST WITNESS.

Most of the group statements having been presented, the first witness was called in the person of Robert H. Downman, of New Orleans, La., president of the National Lumber Manufacturers' Association. The statement filed by President Downman was as follows:

"The National Lumber Manufacturers' Association was organized fourteen years ago, and now has as its membership: California Redwood Association, San Francisco, Cal.; Georgia-Florida Sawmill Association, Jacksonville, Fla.; Hardwood Manufacturers' Association of the U. S., Cincinnati, O.; Michigan Hardwood Manufacturers' Association, Cadillac, Mich.; North Carolina Pine Association, Norfolk, Va.; Northern Hemlock & Hardwood Manufacturers' Association, Oshkosh, Wis.; Northern Pine Manufacturers' Association, Minneapolis, Minn.; Southern Cypress Manufacturers' Association, New Orleans, La.; Southern Pine Association, New Orleans, La.; West Coast Lumbermen's Association, Seattle, Wash.; Western Pine Manufacturers' Association, Spokane, Wash.

"The purpose of organizing the National association among the manufacturers of lumber was not to cover any combinations for the suppression of competition or the control of prices, but was for the purpose of bringing together the lumber manufacturers of the country generally to discuss questions of economy, service to the public and the general betterment of manufacturing conditions and the distribution of lumber to the ultimate user, as we believe by the maintaining of an association of this kind that we can subserve the general interests of the public and bring about a better utilization of our forests from a conservation standpoint.

"At the meeting held in Chicago on September 15-16, 1915, to consider the seventeen questions propounded by the Interstate Commerce Commission under Docket No. 8131, the following resolutions were unanimously adopted:

" 'Whereas, It has been brought to the attention of this body that the Interstate Commerce Commission has entered into an investigation of rates, classification, rules and practices relative to the transportation of lumber and lumber products; and,

" 'Whereas, The subject of such investigation is of vital importance to every lumberman, it is not only advisable but necessary, in order to protect the interests of the lumber manufacturers and consumers of lumber of this country in said investigation, that a common position and a united and concerted action be taken by said manufacturers and consumers of lumber.

" 'Resolved, That this body is strongly of the opinion that there should be no change in the classification of lumber and lumber products which would or might result in different rates on the ordinary and customary products of the lumber manufacturing plants, whether shipped in straight or mixed carload lots.

" 'Resolved, That this body is convinced that lumber has borne more than its proper proportion of the expense of transportation, and any reclassification will only result in a higher basis of rates.'

"These resolutions emphasize the attitude of the manufacturing lumbermen and allied interests.

"The answers to the seventeen questions, which were filed by the various affiliated associations through the National Lumber Manufacturers' Association, set forth clearly the general attitude of the lumber manufacturers of this country in regard to this so-called reclassification of lumber. These answers also show that it is the general belief of the manufacturing lumbermen that there is great advantage to the general public and the users of lumber that there should be a liberal lumber list adopted and maintained by the carriers, by which all products of lumbering plants should move in straight or mixed cars under what is known as the lumber rate. By making these so-called lumber lists liberal, it tends toward a closer utilization of the timber taken from our forests, and particularly if this utilization is made at points near the timber supply. It saves waste in

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allowing the manufacturer to use what is ordinarily called refuse of their logs, which would otherwise be wasted and burned at the point of production. I think that it will be shown conclusively by the evidence of the witnesses produced before your body by the manufacturing lumbermen that all ordinary articles moving from the ordinary lumbering plants are simply lumber in whatever form they may be, and are simply the product of the log, all of which require further processing before they can be put into final use.

"It is our belief that all lumber, whether rough or dressed, should move freely from one end of the country to the other through the various classification territories in straight or mixed carloads at the lumber rate. This, we believe, will not only be of benefit to the shippers but to the carriers alike. If it were otherwise, it would necessitate a rigid policing of all shipments of lumber by the carriers, and thereby very much increase their expenses in the handling of this character of traffic.

"As we take it, we are here for the purpose of rendering every possible assistance that we can to your honorable body in trying to arrive at a harmonious and satisfactory solution of the problems involved in this hearing, and wish to tender to you the services of our association and its members in any way that you may find that they can be of assistance to you."

Mr. Downman was cross-examined briefly on his statement and said that the present rate adjustment is satisfactory to the allied organizations of the National Lumber Manufacturers' Association. He stated that the National association was not of itself a party to the present investigation, the allied bodies only being represented. He believed the present rate situation to be satisfactory to at least 75 or 80 percent of the lumber producers of which he had knowledge.

SECRETARY KELLOGG PRESENTS STATEMENT.

In his statement regarding general features of the lumber industry, Secretary R. S. Kellogg, of the National Lumber Manufacturers' Association, presented an interesting statistical compilation of the allied associations, whose production in 1915 aggregated 12,163,537,000 feet. He also gave figures on the timber supply, showing the quantity of standing timber in the United States on 550,000,000 acres to be 2,800,000,000,000 feet of stumpage. He presented also as a part of the record the interesting book which he had written on "Lumber and Its Uses," in which many of the most important features of the lumber industry are brought up to date, all of which was of decided interest to the commission as well as to the general public.

As a part of his compilation, Mr. Kellogg gave the average mill values of the principal kinds of lumber in 1915 and back to 1899. This will prove valuable to lumbermen as showing the measure of the widely advertised advances that have taken place in various lumber items. It will be seen that while higher than in 1899, values on most items are much lower now than in several recent years.

Monday Afternoon's Session

July 10, 1916

MR. SNELL ON BEHALF OF YELLOW PINE INTERESTS.

H. H. Snell, of the Lathrop Lumber Co., Birmingham, Ala., chairman of the reclassification committee of the Southern Pine Association, presented very fully the position of the southern manufacturers of pine. Mr. Snell read into the record the answers of his committee to the questions propounded by the commission in its pamphlet dated June 20 regarding the testimony to be developed at this inquiry. He referred to the resolution adopted by various lumber manufacturing associations at their meeting in Chicago on September 16, 1915, in which it was recommended that there be no change in the classification of lumber or lumber products which might result in different rates on the ordinary and customary products of the lumber manufacturing plants, whether shipped in straight or mixed carloads.

Position of Yellow Pine Men.

In its answer to the questions, the reclassification committee stated that the present situation was unsatisfactory because of the discrimination on the part of the carriers in publishing exceptions or tariffs applying from one lumber producing section of the country more liberal in their provisions than those applying to another lumber producing section. It also stated that a uniform classification throughout the whole country is feasible and desirable. In more specific detail Mr. Snell, on behalf of his committee, stated that with regard to a difference in rate on rough and dressed lumber, as has been proposed, the committee answered that "the element of value is not determinative, as some rough lumber is worth more than some dressed lumber and vice versa, depending upon grades. By rating both the same, these value conditions are equalized." This is illustrated by the committee in No. 3 common flooring, which is less valuable than the A grade or boards rough and would move at the higher rates. The committee pertinently asks: "If the lower charges on the higher valued article would be satisfactory to the carriers, how could they expect the higher charges on the lower valued article to be satisfactory to ourselves?"

Other potent reasons were given for the maintenance of the present status.

Regarding competition, the committee stated that lumber is today produced largely in the border sections of the nation and all species compete with each other in the eastern, central and middle sections of the country. Yellow pine for finishing purposes competes wtih redwood, white pine, cypress, oak, birch and other woods in that territory. Yellow pine flooring competes with white pine, maple, gum, hemlock, oak, beech and birch flooring in the same territory. Yellow pine dimension competes with fir from Oregon and Washington, with hemlock and Norway pine from Minnesota, Wisconsin and Michigan. Cypress shingles compete with redwood shingles from California, with red cedar shingles from Washington and Oregon, with white pine and white cedar shingles from Washington and Michigan. Yellow pine lath compete with cypress from southern producing territory, redwood and fir from the west coast, hemlock and white pine from Michigan and Wisconsin, spruce from Canada and Maine.

"In fact the output of southern pine mills comes in competition with lumber from all other lumber producing territories, wherever and whenever such lumber is adapted to the same purpose and enters into common use."

Relative to Transit Provisions.

The statement of Chairman Snell as to transit provisions and privileges was that they were necessary in the movement of lumber, but should be uniform in all sections of the country and the carriers should receive recompense for all extra service rendered. There are many small sawmills scattered throughout the yellow pine territory and dressing in transit becomes a necessity in their case. For similar reasons creosoting in transit is necessary. The committee, however, condemned the practice of many concerns putting car loads of lumber in transit prior to their sale and said that there should be a reconsignment charge of not less than $5 a car, which would tend to minimize the abuse of the privilege. The committee contended that the yellow pine manufacturer must be allowed to ship any or all of the items manufactured by the ordinary planing mill in any one car in order to economically and successfully operate his plant. The consumer also requires the same privilege to construct his building.

Regarding the shipment of extra long timbers, the committee recommended that when these shipments are made on two or three cars the carriers should be allowed a minimum that would not be less than the proper minimum for a car of sufficient length to carry the shipment. The rule

INTER-INSURANCE MAY TAKE DAILY PAPER INFLUENCE TOO SERIOUSLY.

Is is very possible to take daily paper influence on the inter-insurance matter altogether too seriously; for we have known—before now—of instances of daily papers setting up hurdles of arguments against this and that just for the purpose of getting the THIS and the THAT to put up a little money for advertising in the publication that had had the lovely "hurdle" IDEA.

There is utterly no doubt but that the shingle manufacturers have found that to be a fact—at least they have if they have made close investigation. At all events the LUMBER WORLD REVIEW has found it to be true.

The attitude of the Toronto, Canada "Saturday Night" is so totally out of the way, and so entirely lugged in to be made a part of the scenery that we reprint an article from that publication of June 17 and follow with a letter from E. B. Walker, general manager of the Lumber Manufacturers' Inter-Insurance Association of New York.

The title of the article in the Toronto "Saturday Night" was "Look Closely to Your Inter-Insurance." The article follows in the quoted paragraphs below:

"Recent developments in inter-insurance in Canada should cause those who are accepting policies with inter-insurers to carefully investigate the character of the contract into which they are entering.

"The Lumbermen's Indemnity Exchange of Seattle, an inter-insurance organization, insured the Forest Mills Timber Co. of Comiplex, B. C., for a fire loss which occurred on April 4, 1915. This firm had $170,500 insurance with the Lumbermen's Indemnity Exchange, and $62,500 with licensed companies. The latter paid the loss, but the inter-insurers refused to pay, and the Forest Mills Timber Co. sued a member of the Inter-Insurance Exchange, the Adams River Lumber Co., Limited, also located in British Columbia, for its proportion of the loss, as the Adams River Lumber Co., Limited, was located within the jurisdiction of Canadian courts. However, the Adams River Lumber Co. refused to pay on the ground that the Lumbermen's Indemnity Exchange was not authorized to engage in the business of fire insurance in British Columbia, and that the Adams River Lumber Co., Limited, was not empowered to make an insurance contract. This latter point is a matter of very great importance, because many firms in Canada are entering into inter-insurance contracts, and it is doubtful whether their charters or the law permit them to engage in an insurance business as inter-insurers. If that be the case, then the contracts are absolutely valueless. One of the objections in connection with inter-insurance is that suit must be brought against each member of the inter-insurance organization in the event of a disputed claim and as these members are scattered all over the American continent, the cost of collection would be enormous.

"Inter-insurance should not be engaged in by any firm until the rights of all the parties are clearly established, which is not the case in Canada, and it certainly should not be undertaken with unlicensed companies under any circumstances."

Herewith, appended, is Mr. Walker's reply in the shape of a quotation of a letter from him, dated as follows:

"New York, N. Y., July 10, 1916. The Editor, The 'Saturday Night,' Toronto, Canada.

"Dear Sir: In your paper of June 17, on page sixteen, is an article entitled, 'Look Closely to Your Inter-Insurance.'

"In this article, referring particularly to the Forest Mills loss, which loss was disputed by the Lumbermen's Indemnity Exchange of Seattle, you make certain statements which are not true. You make the statement that one of the objections in connection with inter-insurance is that suit must be brought against each member of the inter-insurance organization in the event of a disputed claim, and that as these members are scattered all over the American Continent, the cost of collection would be enormous.

"I am enclosing herewith a pamphlet entitled 'A Reply to an Attack on Inter-Insurance,' which I think pretty well covers the situation. I would be obliged if you would kindly rectify the misstatement made in your paper, or advise me of any further comments you might have to make in the matter.

"Awaiting your further advices with interest, I remain

"Yours very truly,

"E. B. WALKER."

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adopted in the southeast for shipments to Central Freight Association territory of 34,000 lbs. for the initial car and 17,000 lbs. for each trailer seems fair.

Mr. Snell was cross examined at considerable length, especially on the point of where the line of demarcation was between lumber and a higher product. He took the ground that his own company manufactured nothing but lumber and did not believe that any two people could agree where the line should be drawn.

MR. WISNER SUPPORTS PRESENT CLASSIFICATION.

Frank G. Wisner, treasurer of Eastman, Gardiner & Co., Laurel, Miss., was the next witness, but did not finish his testimony at this session. Mr. Wisner stated that he endorsed the position outlined by Chairman Snell. In his opinion the product of the sawmill should take a uniform lumber rate. He stated that it is in the line of economy for lumber to be surfaced and otherwise worked at the sawmill instead of at other points. It is not only better for the manufacturer, but better for the consumer. The manufacturer's charge for working lumber is generally 50 cents a thousand feet and if it is done at destination points or at custom mills enroute, it would probably cost at least $1 a thousand feet and perhaps $1.50 or more. This extra cost must necessarily fall upon the consumer and if a differentiation were established as between rough and dressed luumber, this cost would also fall upon the consumer. Mr. Wisner's examination was suspended until the next day.

Tuesday Forenoon's Session
July 11, 1916

POSITION OF THE SOUTHERN CARRIERS.

At the opening of the session Tuesday morning a statement was presented by C. L. Rixey, jr., of Washington, D. C. representing Southern railway lines. In this statement Mr. Rixey set forth the position of his clients, which, in its general features, may be summed up as follows: The southern lines understand that neither the measure of rates nor their reasonableness are involved in this proceeding and that testimony will not be presented with reference to the amount of the present rates or the adequacy of the revenues at present derived from the transportation of lumber and lumber products. He states that rates on lumber were originally established to provide for the movement of rough lumber and that the lumber list had been extended from time to time to include such other articles, without any corresponding change having been made in the rates themselves.

The southern lines understand that the investigation involved is a question as to whether wooden articles partly or completely manufactured should take the rate applying on lumber and whether lumber dressed or partly manufactured should be continued on the existing lumber basis.

The southern lines will confine their activities to adjustments in the producing sections of the Carolinas, southeastern and Mississippi Valley territory. The southern lines are firmly convinced that a number of articles in the present lumber list should be graded higher than lumber and their efforts to submit suggestions to the commission as to a revision of the lumber list are in reply to the direct interrogatories propounded by the commission in this proceeding.

The commission has stated in the Eastern Wheel Co. case, in the Anson, Gilkey & Hurd case and in the Yellow Pine Sash, Door & Blind Manufacturers' Association case that there should be a reclassification of the lumber list and if a revision is to be made with a view to establishing uniformity in southern territory that the revision submitted by the southern carriers, to be further explained in these proceedings, is the best solution that can be offered.

It is the position of the southern carriers that when the manufacturing process has been carried to a point where a new commodity is created, the rate relation as compared with raw material is destroyed and it is impracticable to undertake to fix rates on processed or finished wooden articles with any fixed relation to rates on lumber.

The southern carriers are of the opinion as to lumber and lumber products produced in the south that uniformity is practical as to the great bulk of the product.

MR. WISNER'S TESTIMONY CONCLUDED.

The examination of Frank G. Wisner was resumed on Tuesday morning. His testimony was confined [illegible] to the customs followed in distributing the lumber and to the practical features of its production. The purpose of the inquiries was very largely for the enlightenment of the commission as to the degree of manufacture of products taking the lumber rate. He stated that if a higher rate were charged for dressed lumber than for rough lumber, the mills would be forced to refrain from shipping dressed lumber, in which event lumber would be sent to custom planing mills near the point of consumption. This would make the cost of dressed lumber higher to the consumer. If the planing mills were forced to shut down in consequence of this proposed reclassification, he knew of no purpose for which they might be operated and they would become a dead investment.

Attorney Rixey inquired whether, if the commission should instruct the railroads to form a new classification, the line would not be drawn only between rough and dressed lumber? Mr. Wisner stated that this might be the easiest way to settle the question, but not the most logical.

MR. KEITH ON RECONSIGNMENT.

Charles S. Keith, president of the Southern Pine Association, made a very earnest statement regarding the transit car question. He said that he had suggested to Commissioner Parry, of the Federal Trade Commission, that there should be a joint hearing between the Federal Trade Commission, the Interstate Commerce Commission and the carriers and shippers of lumber on the subject of the transit car. He stated that the transit car privilege had grown to be an evil of such proportions that it had entered into the field of unfair trade practice by putting in transit cars for which the shipper

CHARLES S. KEITH, OF KANSAS CITY, MO., President Southern Pine Association.

has no orders and which are sold before they reach destination and are reconsigned. Also that by reason of the large amount of cars placed in transit, many of which are not sold before reaching their destination, it has become necessary to re-bill them to other points, which has a tendency to create congestion at terminal points ahd cause a shortage of cars for legitimate business. In his opinion the Interstate Commerce Commission would probably consider only the reasonableness of the charge for reconsignment, but in Mr. Keith's opinion the matter should be handled as a dual proposition; not as a reconsignment question, but as an unfair trade practice for the purpose of doing away with the abuse of the transit car privilege. In his opinion $25 a car would not be an excessive charge. Some might consider $5 a car as a reasonable charge for this privilege in the coal industry, but not so in lumber, which has a value much greater than coal. Regarding the reclassification of lumber as between rough and dressed stock, Mr. Keith stated that it would result in an increased transportation burden, and would probably have the effect of reducing the amount of lumber planed at the mill plant. It would also break up the averages secured by the mill men for their product.

Mr. Keith said that the lumbermen had no quarrel with the present classification, but if a new classification is ordered, which resulted in an increase in freight rates, then the lumbermen would want to go into the whole subject of freight rates to show the inequality of lumber rates as compared with those of other commodities. They would want to know why a carload of grain, worth $900, went from Kaansas City to the eastern seaboard at a cost of $146, while a car of lumber, worth $340, took a rate of $144, and a car of live stock, worth $3,200, went for $72.60. Lumber is bearing now a higher cost of transportation than it ought to bear, but the lumbermen have no complaint to make about the present situation.

STATEMENT OF THE WESTERN TRUNK LINES.

O. W. Dynes, attorney for the Chicago, Milwaukee & St. Paul railroad, presented a statement setting forth the position of the lines in Western Trunk Line territory. This was substantially as follows. (1) The lumber list now in effect on lines in Western Trunk Line territory is satisfactory and should not be enlarged or materially changed; (2) it should include the products of logs generally produced by the ordinary lumber mill and planing mill; (3) it should not include lumber products that are manufactured beyond the usual status of stock lumber and should exclude articles ordinarily the products of industries classed as factories as a counter distinction from mills engaged in sawing logs and planing or finishing stock lumber; (4) the list should be comprehensive enough to enable small shippers and dealers as well as large to avail themselves of the benefit of carload rates; (5) the carriers agree with the statement made on behalf of the West Coast Lumbermen's Association and others to the effect that a uniform classification, applicable throughout the country, of lumber and its product is not practical in view of the varying conditions under which the traffic is produced and moved in different parts of the United States; the carriers operating in Western Trunk Line territory feel that the classification, now practically uniform on shipments originating in that territory and the tariff rules and regulations applicable thereto, are suitable to conditions under which these carriers operate and cannot be changed consistently or economically to meet the terms of uniformity existing in other territories, where many conditions appear to be essentially different.

MR. JONES, OF FLORIDA, TESTIFIES.

W. Frazier Jones, of Jacksonville, Fla., president of the Georgia-Florida Sawmill Association and general manager of G. F. Baxter & Co., manufacturing yellow pine and cypress lumber at Pensacola, Fla., expressed himself as being opposed to any change in the present classification. He said that the product of the saw mill was all lumber in some form and that there could be only one rate as heretofore. The only complaint that had been expressed by the members of his association was that there was a lack of uniformity in the lumber rate. However, he did not believe in any change in the rates on rough and dressed lumber. This, he said, would open wide the doors in encouraging dishonesty in the lumber trade and a premium would be placed upon dishonorable practices. Many years ago, when there was a differential between rough and dressed lumber, a large part of the product was billed out at the lower rate.

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MR. HALLOWELL GIVES TESTIMONY.

R. M. Hallowell, president and general manager of the Industrial Lumber Co., of Elizabeth, La., stated that in his opinion the lumber manufacturer actually needed to have a planing mill as an adjunct to his saw mill operations. Planing mills were located at lumber producing points from motives of economy, because the planing mills could handle the lumber easier from the saw mill than if it were sent out rough and planed or surfaced at some custom mill enroute to the consuming market. He did not believe that the planing mills were profitable, but the manufacturer was compelled to have them in order to cater properly to the needs of the trade.

MANUFACTURING PROCESS IS DESCRIBED.

C. P. Myer, assistant general manager of the Kirby Lumber Co. at Houston, Tex., presented much testimony of a technical character pertaining largely to the various processes of manufacture at the saw mills. He stated that only about 70 percent of all the timber felled in the woods actually reached the saw mill and that 50 percent of this 70 percent became ultimately waste material. He stated that it was difficult to say how much of

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this lumber could find a market with the box industry, this being dependent entirely upon the nature of the material. He did not know of there being any box factory in the Texas yellow pine district operated in connection with a saw mill. In his opinion the box making business could be made successful only by those who were regularly engaged in that industry as a specialty. He stated that a thousand feet of logs would weigh from 10,000 to 12,000 pounds and that the lumber manufactured from that would weigh only 2,000 to 2,500 pounds and the difference was waste. After the lumber had been dried there was a further loss of 28 to 30 percent on account of the evaporation. Mr. Myer said that the Kirby Lumber Co. had never operated a planing mill at any of its plants for the reason that it never saw one that was operated at a profit.

MR. KIRBY'S POSITION.

John H. Kirby, president of the Kirby Lumber Co., said that he had been in the lumber business for thirty years and none of the products that he manufactured took anything but the lumber rates. What he wanted was uniformity. Because there was a little steel in the main spring of a watch no one could claim that watches should be shipped on the same rate as steel rails. He did not know of any advantage that might accrue to the lumber manufacturer, dealer or consumer that could be derived through a differential on rough and dressed lumber. There might be a lot of things manufactured from wood that might take a different rate than a lumber rate, but there was no more reason for the same rate in such instances than for applying the same rate to watches and steel simply because watches have some of their parts made of steel. The theory of the lumber business, he said was to find a fair average price for the product, so that it might all be moved to the consumer. If the commission undertook to make a differential based on value or grades, it would be worse than the opening of Pandora's box, and more rats would escape than could be killed. If the system of grading up were to be devised it would disturb the averages, would be demoralizing and lumbermen would be at a loss how to contract for delivery. He did not see how it would be possible to base lumber rates on the value of the product, as in that case there would not be anything shipped above No. 2 common. He thought demoralization would result in the lumber industry if the existing rate on rough and dressed lumber were disturbed.

VIEWS OF A CYPRESS MANUFACTURER.

S. M. Bloss, of the Lyon Cypress Co., Garyville, La., extensive manufacturers of cypress, stated that if there were a differential made between rough and dressed lumber, the railroads would not be able to police their shipments. Because lumber was either rough or dressed, that would be no ground on which to base a differential. The dressing was done for the accommodation of the customer just as though each board had been wrapped up and a charge was made for the wrapping. The lumber was the same whether rough or dressed and possessed little difference in value. He said that a man with a three days' growth of beard on his face was the same man after he had been shaved as before.

Mr. Bloss favored the uniform classification of lumber. He said that ninety-five out of every hundred orders received by his company calls for ten or more items in the same car, so that if his charges were to be based on the highest graded article in the car, the rate would be prohibitive. The lumber would then have to go forward on class rates or less than carload rates, or, as another alternative, the consumers would use some other wood. Mr. Bloss compared cypress as a commodity in the lumber market to fancy pickles in a grocery store. He said that cypress stumpage was very high in price and manufacturers leave very little in the swamps aside from the foliage.

MR. NELSON RECITES SOUTHWESTERN CONDITIONS.

M. B. Nelson, vice-president and general sales manager of the Long-Bell Lumber Co., Kansas City, Mo., stated that his company operated nine saw mills manufacturing yellow pine and one manufacturing oak and that these mills were located in Arkansas, Louisiana and Texas. His company produced 475,000,000 feet of yellow pine annually and 18,000,000 feet of oak. Mr. Nelson was asked particularly regarding the technical points of lumber manufacture from the woods to the car. He stated that the present classification of lumber and forest products was not working any hardship on the lumber interests. He was asked about box factories, but said that the company at one time operated two box factories, which were not now in operation because the company had reached the conclusion that it did not know anything about the box making business; that it could be conducted successfully only by those who specialized in the trade and were located near to consuming points. He stated that waste in the woods and at the mill was utilized in one way or another, but instead of turning it into boxes the company found that more could be gotten out of the waste by making lath or short lumber. The company might have made money had the railroads been willing to haul the boxes for nothing. He did not think there was much money in the business excepting to those who made a specialty of it.

In answer to a question made by Attorney Burchmore, Mr. Nelson stated that fir manufacturers on the Pacific coast would ship doors and sash in their cars with lumber and this, however, did not interfere with the sale of yellow pine in the states west of the Mississippi.

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July 12, 1916

The Northern Pine Association, with a membership of sixteen concerns operating twenty-four mills manufacturing white pine lumber, was represented at the hearing by L. S. Case, of St. Paul, who is in charge of the general Weyerhauser sales interests.

POSITION OF THE NORTHERN PINE MEN.

The testimony of L. S. Case, of St. Paul, was reinforced by exhibits of lumber of various grades and worked in various forms, mostly 6 inches in length and in the shape of mouldings, flooring, siding and other standard products. Mr. Case stated that the Northern Pine Association represented two-thirds of the white pine cut of Minnesota and that it is satisfied with the existing classifications of lumber in its territory. Mr. Case took each of these samples which were exhibited and explained the method of grading. He showed first a board in the rough and then the corresponding board dressed. This enabled the commissioner and his assistants, as well as others interested, to obtain a good idea of what has been described by some of the witnesses as planing mill products.

Mr. Case testified as to the process of manufacturing lumber and showed photographs of the Cloquet Lumber Co., among them being the picture of the interior of a car loaded with rough lumber, flooring, lath and shingles. In the course of his testimony he defined lumber as being the product of logs where manufacture has not proceeded further than running through a planing machine or a resaw.

Regarding transit cars, Mr. Case stated that there were two legitimate reasons for reconsigning, one of which was that the consignee refused the shipment or that the consignor was bankrupt. He was asked by Commissioner Meyer whether he thought that if one reconsignment were permitted per car it would stop the evils complained of, but Mr. Case expressed the opinion that it would not. The commissioner further asked that if reconsigning were entirely dispensed with whether it would not result in transit shipments being made to rate-breaking points and this would admit of the continuance of reconsignment.

In the course of his testimony Mr. Case stated that the dressing of lumber is primarily for the convenience of retailers in order that they might keep their stocks in good condition under the smallest investment possible.

TESTIMONY FROM A RETAIL STANDPOINT.

J. R. Moorhead, Kansas City, Mo., secretary of the Southwestern Lumbermen's Association, presented his views regarding the shipment of mixed cars. In a general way his testimony reinforced that of the manufacturers on this point. Members of his association, he said, were in harmony with the position maintained by the manufacturers on classification. He thought if any changes were to be made it would be desirable to have the same classification throughout the country. The retail trade, he believed, could not be satisfactorily conducted without the advantageous purchase of mixed cars, containing both rough and dressed stock, and if this were discontinued, in his opinion, many of the retail yards in the small towns would be closed. He estimated that 80 percent of the lumber purchased by members of his association was in mixed cars. He stated that in thirty years' experience he had known of less than ten claims for loss and damage on dressed lumber. He believed thoroughly in the idea that the place for dressing the lumber was at the mill, as if a dealer came into a lumber yard and wanted 2x4 dressed and was not able to get it excepting in the rough, he would do without rather than go to the expense of having it dressed. One of the great advantages in having lumber dressed at the manufacturing plant is that orders may be filled rapidly and accurately and he believed that the retail lumber trade appreciated these features.

Wednesday Afternoon's Session
July 12, 1916

More testimony was taken regarding the position of the retailers on the question of a change in classification at the afternoon session. Those who testified were E. F. Hunter, of Chillicothe, Ill., operating a line of retail yards in central Illinois, and John W. Barry, of the Hawkeye Lumber & Coal Co., Cedar Rapids, Ia.

RETAILERS ENDORSE PRESENT CLASSIFICATION.

Mr. Hunter stated that experience and observation had led him to believe that dressing and surfacing lumber at saw mills where the lumber is produced instead of at custom mills, located at some intermediate point between the saw mill and the dealer, was in the nature of economy, not only for the retail lumberman but for the consumer. If there were any higher cost of dressed lumber inaugurated, it would result in higher prices to the consumer who buys his stocks from the country yard. He expressed the opinion that small retailers would lose much of their business if this differential were placed in effect, because it would result in reducing the consumption of lumber materially.

John W. Barry testified along the same general lines as Mr. Hunter and Mr. Moorehead. He said that the saw mills were able to dress lumber cheaper than were the custom mills, which might be located anywhere between the saw mill and the retailer. He believed that the loading of mixed cars was in the interest of both the consumer and the dealers. If lumber were dressed at the custom mills there would be an inevitable rehandling charge, but also probably there would be the reshipment of this lumber to the retailer on local instead of through rates, which would make the lumber cost much more. Where the dressing is preferred at points of production the manufacturer can more easily sort up his stocks to meet the requirements of the retail trade. He thought if mixed cars were done away with it would result in a large number of retailers going out of business. The only benefit that could be derived from this change in reclassification would accrue to the carrier.

STATEMENT OF NORTHERN MANUFACTURERS.

F. M. Ducker, representing the Northern Hemlock & Hardwood Manufacturers' Association, presented a statement prepared by his association, which was in substance as follows.

He said that the product of the eighty-two members of his association comprised hemlock, maple, birch, elm, oak, basswood and ash, of which 60 percent was hemlock, 14 percent maple, 14 percent birch, 6 percent basswood, 4 percent elm and 1 percent each of ash and oak. Hemlock, which constitutes the bulk of this production, is marketed in Wisconsin, Michigan, southern Minnesota, northeastern Iowa, northern Illinois, northern Indiana, nothern Ohio, Pennsylvania and New York. With regard to hardwoods, the consumption is more general and they are distributed throughout the entire country. The principal competitors of hemlock, he said, were yellow pine and Douglas fir, while the competitors of the northern hardwood originated in nearly every part of the country. The association in 1914 produced 833,513,000 feet of lumber and shipped 626,999,000 feet. Of the quantity shipped, 49 percent went out rough and 51 percent dressed. In hemlock the highest grade produced is No. 1 common and this comprised 44 percent of the total production of the northern mills. He stated the attitude of the association as being in harmony with those in most of the other territories, in that no difference in rates should be made as between rough and dressed lumber.

MR. OSBORN'S TESTIMONY.

The position of Mr. Ducker was reinforced by the testimony of A. L. Osborn, of Oshkosh, one of the prominent members of the same association. Mr. Osborn said that the eighty members of his association produced 1,000,000,000 feet of lumber annually in the ratio of 60 percent of soft woods and 40 percent of hardwoods. He was satisfied with the present classification on rough and dressed lumber. He

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recommended, however, that a lower rate on waste material might permit manufacturers to make useful articles out of that part of the log that is now regarded as worthless, because it could not stand the present freight charges. He thought, however, that a uniform lumber list would prove helpful to the trade.

Thursday Morning's Session

July 13, 1916

The position of the Michigan Hardwood Manufacturers' Association was presented in a statement filed by J. C. Knox, secretary, who was the first witness on Thursday morning.

MICHIGAN HARDWOOD MANUFACTURERS' STATEMENT.

Secretary Knox stated that the Michigan Hardwood Manufacturers' Association was a voluntary organization of sixty-seven lumber manufacturers and was organized in July, 1906. The principal woods manufactured comprise ash, basswood, beech, birch, rock elm, soft elm, maple, hemlock, tamarack, pine, Balm of Gilead, balsam and spruce.

"The products of this association consist of rough and dressed lumber in its various forms, list of which is shown on pages 48 and 49 of report published by the National Lumber Manufacturers' Association entitled "Before the Interstate Commerce Commission" in which report is found the answers to certain questions asked by that honorable body and is now a part of the record of these proceedings.

"The woods manufactured by the members are generally marketed as follows: Hemlock in lower peninsula of Michigan, northern part of Indiana and Ohio and Pennsylvania. Hardwood is marketed in all parts of the United States.

"Yellow pine and fir are the main competitors of our hemlock, while our hardwoods compete with other hardwoods in most sections of the country. Our position is fully set forth and made a part of the record as indicated by our replies to questions asked by the commission under date of August 2, 1915, and in other statements presented through the National Lumber Manufacturers' Association.

"In the experience of members of this association value cannot be considered as a determining factor in the classification of rough and dressed lumber, as the difference, if there be such, is only the added cost of dressing.

"We consider the planing mill to be as important a part of our industry as the saw mill, for the reason that the public will not accept our rough lumber for building purposes, the demand being imperative that the lumber be milled.

"Our lumber requires no special expedition of movement, is not a seasonable crop, but is moving steadily at all seasons of the year in all kinds of equipment, including stock, box, flat or gondola cars.

"Statements presented by us through the National Lumber Manufacturers' Association show a very small proportion of loss and damage to either rough or dressed lumber as compared with the large tonnage hauled.

"It is our opinion that no difference should be made in the rates as between rough and dressed lumber in whatever form they may be and that such changes would only tend to increase the waste, causing a loss of tonnage to the carrier as well as the manufacturer and consumer in general.

MAPLE FLOORING MANUFACTURERS HEARD.

Charles R. Abbott, chairman of the traffic committee of the Maple Flooring Manufacturers' Association and sales manager of the Cummer-Diggins Co., Cadillac, Mich., testified on behalf of the maple flooring manufacturers. He stated that the average annual shipments of the members of the association for the last seven years were about 165,000,000 feet and that this represented 70 percent of the production of maple flooring in the United States. He traced the growth of the industry from its inception thirty-five years ago and while at first it was made up on special order, it has now come to be a regularly recognized commercial article. He described the characteristics of maple and its adaptability for flooring and also gave a description and the uses of the several grades.

Mr. Abbott stated that the average value of maple flooring was as high as that of firsts and seconds [illegible]. He gave a complete description covered by the members of the [illegible]enue derived by the carriers, [illegible]s per car, the average va[illegible]verage contents per car. He showed that the freight paid averaged $92.02 a car and that the average loading was 40,607 pounds. The loss and damage claims were negligible, being only about 3 mills per thousand feet. The average freight charges are 13.6 percent of the value of the product, which he regarded as a high percentage to contribute to the carrier for transportation and asserted that flooring was only dressed lumber and that the large market which has been gained is due to the efforts of the Maple Flooring Manufacturers' Association in its advertising campaign. He asserted that the average value of the flooring is actually less than that of the higher grades of hardwoods and that to increase in any way the freight rate on this product would in reality only penalize the efforts of the lumbermen to utilize all of the hardwood log.

Mr. Abbott also detailed the answers that had been filed with the Interstate Commerce Commission on the twenty-nine questions propounded.

THE ANNUAL BUSINESS MEETING OF THE NATIONAL LUMBER MANUFACTURERS' ASSOCIATION.

The board of governors of the National Lumber Manufacturers' Association held its annual business meeting in the Auditorium Hotel, Chicago, July 11, and transacted little else than routine business and the election of officers for the year. The officers elected were:

President, R. H. Downman, New Orleans, La.

First vice-president, Charles S. Keith, Kansas City, Mo.

Second vice-president, R. B. Goodman, Wis.

Third vice-president, J. H. Bloedel, Seattle, Wash.

Treasurer, John W. Blodgett, Grand Rapids, Mich.

Secretary, R. S. Kellogg, Chicago, Ill.

Bruce B. Burns, of Huntington, W. Va., president of the Hardwood Manufacturers' Association of the United States, was named as director to succeed R. M. Carrier.

R. S. Kellogg was re-elected secretary. E. A. Sterling continues as manager of the trade extension department and H. S. Sackett as forestry expert.

Following the meeting of the National Lumber Manufacturers' Association the Forest Products Exposition directors met and discussed plans for the coming year. Some tentative ideas were really talked of, principally concerning the matter of raising money for any project that might be brought forth. The officers of the Forest Products Exposition Co. were elected and are the same as those of the National Lumber Manufacturers' Association.

Following the general meeting there were meetings of the National Lumber Manufacturers' Inter-Insurance Exchange directors and of the Forest Products Exposition directors.

In conclusion he said that the association emphasized the point that its business was in furtherance of conservation. Hardwood flooring utilizes the short cuttings of lumber down to 9 inches and any effort to make useful the smallest piece of lumber and to eliminate waste is in direct accord with the government's policy of the conservation of natural resources and especially those of the forests.

MR. STRABLE'S TESTIMONY ON FLOORING.

George Strable, president of the Strable Lumber & Salt Co. and also president of the Bliss & Van-Auken Lumber Co., of Saginaw, Mich., and a member of the grades and traffic committees of the Maple Flooring Manufacturers' Association, stated that he had been in the lumber business throughout his business life and in the hardwood flooring business sixteen years. Mr. Strable's testimony was mainly in the nature of describing from a practical standpoint the manufacture of hardwood flooring. He stated that the lumber as it arrived was in the rough and was neither graded nor sorted, comprising all lengths, all widths up to 16 feet, and all thicknesses up to 4 inches. The first effort is to sort and grade the lumber and out of this his company sells the firsts and seconds and select No. 1 common. This leaves No. 2 and No. 3 common which goes into flooring, as well as the poorest of the No. 1 common. The company also utilizes the short pieces from the slab which would otherwise go into the refuse pile and these pieces are cut down to 7 inches in length.

The next step in the process is to kiln dry the lumber and from this it goes into the mill. The rip saw rips it to widths and the next step is the planer, which is in general structure like the ordinary planing machine in a planing mill. This machine surfaces the lumber on each side and also tongues and grooves it, all in one operation. It can also be hollow-backed at the same time that the other dressing is done. The boring of hardwood flooring for nailing has lately been eliminated, he said. From the planer the board goes to the machine which surfaces the lumber on each side and also eliminates the defects and which also end-matches it. After the board is end-matched it is graded and sorted to length and the stock is tied in bundles ready for shipment.

As to the cost of the manufacture of flooring, Mr. Strable said it differed in various localities at various mills. The lumber cost on a thousand feet of hardwood flooring is $5, but a quantity of poor lumber which would not otherwise be used has been recovered. The average selling value of the flooring F. O. B. mill is $33.66 per thousand, which is a great deal less than the value of the better grades of rough maple lumber and that the average value of the lower grades of rough lumber required to produce 1,000 feet of flooring was about $25, plus the labor cost and estimated overhead expense of $3 a thousand feet, making a total of $33.

TESTIMONY FROM CLEVELAND WOODWORKERS.

P. J. Walsh, traffic manager of the Theodore Kundtz Co., Cleveland, Ohio, manufacturing sewing machine woodwork, church work, automobile bodies, school furniture and items of that description, testified regarding the securing of a lower rate on logs. He said that the company obtained its logs in Mississippi and transported them to Cleveland where they were cut up into sizes suitable for their purposes, manufacturing lumber and veneers. Most of these logs are gum, but considerable material was brought from other parts of the south and southwest in log form.

Mr. Walsh stated that the company's mill plants at Cleveland were valued at $250,000 and that between 400 and 500 men were given employment. He was asked by one of the attorneys why the company did not move its plant to Mississippi for the manufacture of veneers and lumber, but stated that the company could not afford to abandon its Cleveland investment and that labor at other centers would not be as favorable in Mississippi as in Cleveland.

Ferdinand Gruess, lumber buyer for the Theodore Kundtz Co., stated that the freight on logs from Mississippi to Cleveland was about $2.40 a thousand feet as a minimum and that the maximum was about $10 a thousand feet. He said that the advantage of having the logs brought to Cleveland was that they were utilized to the extent of 100 percent, there being no waste owing to the fact that all the refuse could be disposed of in Cleveland.

COMPARISON OF PRICES ON ROUGH AND DRESSED STOCK.

George N. Breece, of Charleston, W. Va., president of the West Virginia Timber Co., and also a member of the Grayling Lumber Co., of Monroe, La., and Arkansas City, Ark., gave testimony regarding the utilization of waste lumber and also regarding the production of flooring. Much of his testimony was along lines similar to that given by Charles R. Abbott and George Strable regarding the manufacture of flooring. However, he stated that the price of hardwood flooring on the present market was considerably below the rough lumber of corresponding grade. For instance, firsts and seconds plain oak lumber is delivered in Detroit at $61 to $62, while clear oak flooring is selling there at $54. Select oak boards are sold at Detroit at from $52 to $54, while select oak flooring is sold there at $46 to $47. No. 1 common oak boards are quoted at Detroit at $40 to $42, while No. 1 common oak flooring is selling there at from $34 to $35. No. 2 common oak boards delivered at Detroit are quoted at from $29 to $31.

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while the factory flooring made from this grade is sold there at $16. He said that the operation of making oak flooring was substantially the same as that of maple flooring.

Mr. Breece displayed a number of samples of chair legs, backs and other small parts of furniture which he had manufactured at West Virginia from slabs and edgings and other waste. He presented one piece which he said sold for $20 a thousand feet board measure and the No. 2 common boards from which it is made are quoted at $26 at the mill. The railroad asks 6 cents more per hundred pounds for this material than it does for the lumber. He thought that this sort of stock ought to move for less than the lumber rate. He said that the freight paid on cars of such material range from $145 to $155. The product weighs 4½ pounds to the foot and had a rate of 32.4 cents to New England territory whereas the lumber rate was 26 cents.

INFORMATION AS TO PARQUETRY.

J. W. Mayhew, assistant to the president of the W. M. Ritter Lumber Co., Columbus, Ohio, gave testimony regarding oak flooring largely along the same lines as given by Mr. Breece. However, a large part of his testimony was devoted to parquetry flooring, which, he said, was manufactured into very short lengths 12 inches and up and cost more to manufacture than the regular flooring. A large percentage of parquetry is made from lumber that could not be used for regular flooring. His company's plant employs seventeen men and turns out only 4,500 feet of this flooring a day. It was manufactured largely from slabs and other waste material and in his opinion should be moved at the same rates as lumber. He also spoke to some extent of dimension stock, of which his company is a large producer and which also he believed should be classified under the lumber schedule.

Thursday Afternoon's Session

July 13, 1916

In securing information concerning the California, Washington, Oregon and Inland Empire lumber situation, the first witness placed upon the stand was F. G. Donaldson, of Seattle, traffic manager of the West Coast Lumbermen's Association.

MR. DONALDSON TESTIFIES ON BEHALF OF WEST COAST.

Mr. Donaldson presented a great mass of statistics on behalf of the entire lumber industry west of the Rocky Mountains. He stated that statistics compiled from fifty-two fir mills showed shipments of 33,722 car loads, of which the average freight paid was $200.18 a car. On this great volume of business the claims for loss and damage totalled only $6,700, or 19.6 cents per car. The statistics given represented 25 percent of the movement. He stated that the freight paid on west coast lumber shipped to eastern territory exceeded the value of the lumber on all stock shipped over a 37-cent rate, value being estimated at the mill.

Mr. Donaldson submitted answers to the twenty-nine interrogatories given in the outline of testimony to be developed by the Interstate Commerce Commission as made up by the commission. He submitted a large number of exhibits, among which were the following: A list of the commodities now taking lumber rates from the north Pacific coast and those taking over lumber rates; a table showing the production and distribution of lumber in the states of Oregon and Washington for the three years, 1912, 1913 and 1914; distribution of red cedar shingles by states from representative mills in Oregon and Washington in 1914; average prices of western Oregon and Washington lumber products during 1915; table showing number of car loads of forest products shipped by rail by forty-one representative mills in California and Nevada, thirty-five in southern Oregon and four in Arizona, showing weight, freight charges paid, loss and damage and other data; table showing destination by states of car load shipments of forest products from pine mills in California, Nevada anad southern Oregon for 1910, 1911, 1912 and 1913; table showing car load shipments of pine from points of origin in California for the same years; rail shipments originating at redwood mills in 1914; various tables showing domestic and foreign shipments of redwood from Humboldt, Del Norte and Mendocino counties for various months of 1915 and for each month in both redwood and white wood from January, 1912, to May, 1916, inclusive; table showing redwood shipments by month and year from 1894 to 1915 inclusive.

Mr. Donaldson stated that the average haul of the 33,722 cars of fir to which he had given previous reference, was 1,000 miles and that the average rate on these shipments was 36 cents a hundred. Mr. Donaldson stated that he saw no reason why, because a different name was given a forest product, there should be charged a different rate than that on another item made in the same way and of the same character.

Mr. Donaldson proved a most interesting witness and showed himself thoroughly well posted on every detail of the Pacific coast and Inland Empire lumber transportation questions. He was well fortified with statistical matter and it was so arranged as to substantiate the points he made in various statements as to classification and weights and other important matters.

Thursday Evening's Session

July 13, 1916

At the session on Thursday evening, the testimony of F. G. Donaldson was concluded and he was followed by A. Larsson, traffic manager of the California industries, inclusive of the California Redwood Association and the California White & Sugar Pine Association.

TRAFFIC MANAGER LARSSON'S TESTIMONY.

Mr. Larsson's statement was substantially as follows: He agreed with the opening statement filed on behalf of the Pacific coast lumbermen by Attorney Joseph N. Teal. He also concurred in the replies that had been given to the twenty-nine interrogatories promulgated by the Interstate Commerce Commission under date of June 20, 1916. He said that if any discrimination now exists in the lumber list by not being uniform in different sections of the country, such lists can be easily and justly broadened without serious disturbance in present commercial conditions or to railroad revenue, while a change by splitting up into two or more groups is bound to hurt someone and result no doubt in a general rate advance on articles if placed in two, three or four groups, as the case may be. He expressed the opinion that the railway carriers, wishing to conserve or increase their revenues, would do so generally by upward revision instead of by lowering rates in the first group, if a segregation were made.

Mr. Larsson stated that the same list of articles shown in the present tariff was shown in the Southern Pacific coast local tariff of April 1, 1900, with such commodities as were added from time to time. Also the tariff effective April 1, 1907, on eastern traffic showed that broad mixtures were then included in the joint rates to Central Freight Association territory, comprising substantially all the articles now in the lumber list on a 60-cent rate to Chicago, a 70-cent rate to Cincinnati and Detroit territory, a 75-cent rate to Pittsburgh and Buffalo territory. He believed that in considering any change of long existing policies the burden of proof should rest upon those seeking the change and the real reasons they give for making such a change should be carefully scrutinized.

The Interstate Commerce Commission, in Paper Mills Co. vs. the Pennsylvania railroad, used the following language: "Where a regulation pertaining to transportation has been in force a long period of time, business interests become so adjusted thereto that any abrupt and material change is almost certain to produce undue and therefore unlawful discrimination." He said: "A long distance commodity rate made on blanket zones is not necessarily comparable with rates on mixtures from other points if both commodities scheduled fulfill a reasonable need under different conditions for the district from which each apply. Certain tariffs in the southeast, shown in the list of the Interstate Commerce Commission rate study, state that doors, cement, brick, lumber and other products are moved at one rate, but the witness would not suggest that the Pacific coast should have brick and cement added to the lumber list unless a straight classification based on class rates might be more scientific, if there is such a thing as real science in classification, but not as to commodity rates which are covered largely by commercial conditions.

"In my opinion, one who produces products of lumber remotely situated from source of raw supply should not expect to have rates or classification adjusted for the purpose of taking care of the loss in transporting the waste produce by differences in classification.

"In my opinion fair average commodity rates and liberal mixtures on products of the log, when made to fit the needs of trade adjusted to present commercial conditions, is best for consumer and the public generally.

"For local conditions the list of articles in a commodity rate is not necessarily comparable with rates or mixtures on commodity rates, based on zone system or rates covering long distance hauls.

"Summing up the situation, we believe the list now in use from California in a general way, will stand any fair test and all lists should be amplified rather than restricted to fit commercial conditions and to meet the evolution of new practices in manufacturing, arising from time to time if the carriers secure a fair return and no discrimination results. Generally our lumber list is satisfactory at the present time, except as to recent adjustment in I. C. C. Tariff 1011 (R. H. Countiss, agent) effective July 1, 1916, which adjustment, we understand, to be temporary pending decision in this case."

SECRETARY COOPER PRESENTS TESTIMONY.

A. W. Cooper, of Spokane, Wash., secretary of the Western Pine Manufacturers' Association, said that Mr. Donaldson's testimony had expressed substantially the position of the manufacturers of Inland Empire pine. In a typewritten statement he set forth the character and territory covered by the Western Pine Manufacturers' Association. He stated that it had fifty members who operated sixty-one saw mills and produced annually 1,200,000,000 feet of lumber of a value of approximately $20,000,000. The saw mills in the association covered about 80 percent of the pine production in the territory. Idaho white pine and western pine constitute 60 percent of the total output in that district, the remainder being made up of fir, larch, cedar and spruce. These woods produce almost entirely low grade lumber and are mostly sold below cost of production. The bulk of the production of the Inland Empire mills is shipped into the prairie states west of the Mississippi river and in late years about 10 percent has been marketed in the territory between Chicago and the Atlantic coast. A great deal of this product goes to the retail lumber dealer, although much is consumed by factories. Mr. Cooper said that the greatest problem presented in the Inland Empire lumber industry was to market the mixed woods and the lower grades of pine. The uppers in the two pines do not exceed 15 percent and the mixed woods, comprising fir, spruce, larch and cedar, are 95 percent low grade and cannot, therefore, be marketed at a very great distance from points of production, as the transportation in cost renders the delivered price prohibitive.

Mr. Cooper presented figures taken from reports received from one of its largest mills, which shipped in the trade in the four year period inclusive of 1912 to 1915, a total of 25,635 cars of lumber. The average rate of freight paid was 37.6 cents a hundred pounds. On red fir and larch, which comprise between 25 and 30 percent of the production, the transportation charge on a 37-cent rate constitutes 106 percent of the average mill value of those woods. Over eighty-three percent of the product of the Inland Empire is shipped dressed.

The position taken by the Western Pine Manufacturers' Association is that its members are unable to see any justification for distinction in the classification of rough lumber as distinguished from dressed lumber. The needs of the industry would not be served by such a radical change. From the carriers' standpoint it is a matter of indifference whether they haul a car containing rough or dressed lumber, since there is no difference in the rate involved, the cost of handling or the car loading. The dressing can naturally be performed better and more economically at the producing point than at the point of delivery. Fifty-three percent of the rough lumber shipped from the Inland Empire is in mixed cars with dressed stock and the business has been developed along the line of increasing mixtures of car lots, so that straight car lots have become a small part of the business. Many cars contain from ten to fifteen items and there are cars with as many as sixty or seventy items, this being the result of consuming requirements.

Mr. Cooper said: "A large part of the log sells below the cost of production—some of it very much higher than the cost—but the needs of the consumer require that these move together in mixed cars. What we want, then, is an average rate that will move them in this way. Any effort to differentiate between the products of our man-

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ufacturing plants, either on the basis of value or degree of manufacture in the matter of classification, will only complicate our business without compensating advantage to any one, and it may disrupt its very foundation."

In conclusion Mr. Cooper expressed the views of the association as being entirely satisfied with the present classification of lumber and its products in the Inland Empire territory.

Friday Morning's Session
July 14, 1916

MR. McMILLAN'S TESTIMONY ON REDWOOD.

W. R. McMillan, manager of the Hammond Lumber Co., operating an extensive sash and door plant at Eureka, Cal., in addition to its redwood lumber plant, stated that he had his early lumber education in the northern white pine country. He stated that 80 percent of the lumber product of Humboldt county was redwood, 15 percent Douglas fir and 5 percent white pine. There is considerable waste in manufacturing the redwood logs into lumber, due largely to the necessity of removing the bark before sawing and the large diameter of the logs, which were about 6 to 15 feet in diameter, while the bark was 22 inches thick. Mr. McMillan had an exhibit of several pieces of redwood lumber for the information of the commission. He stated that from 1,000 feet of redwood lumber there could be thirty-five doors manufactured, that these doors cost 76 cents each or $26.60 for the product of 1,000 feet and this did not yield any profit. One of his pieces exhibited was 1¾x1¾—24 inches long. This was a baluster blank. He said if it were 6 to 8 feet long it would be called something else. He expressed the belief that the name of the item made no difference in the classification. He thought that a door, requiring no different means of transportation and supplying an equal weight, should move on the same basis as lumber. He stated that the minimum carload on knocked down sash was 24,000 pounds and on lumber 30,000 pounds. He thought that if there were a more uniform classification of lumber it would help the producer in many ways. The California industry was built up on the shipment of mixed cars and if any differential be made between rough and dressed lumber the mixed car business would be seriously affected. The redwood people, he stated, favored uniform classification throughout the United States as far as practicable. Much of Mr. McMillan's testimony was devoted to demonstrating the large amount of waste to be found in manufacturing redwood logs into lumber.

Friday Afternoon's Session
July 14, 1916

At the opening of the session in the afternoon Judge Wimbish filed a price list of lumber f. o. b. the mill on southern lumber on behalf of the National Lumber Manufacturers' Association.

REPORT ON YELLOW PINE SHIPMENTS AND VALUES.

The southern pine report was compiled by A. G. T. Moore, assistant secretary of the Southern Pine Association. The report on southern pine is a summary of figures received from twenty-seven lumber companies operating forty-five mills during 1914. The statement shows the total number of cars shipped, number of feet of lumber per car, average loading weight per car and average value per car, this latter item being $248.57. Of the total lumber shipped 7 percent was dressed stock. The average value of the lumber shipped in that year was $13.38. The total loss and damage claims on 77,306 cars amounted to $11,161.06. Forty-nine of the subscribers to the Southern Pine Association reported that they had invested in planing mills the sum of $13,975,675, which represents probably between 40 and 50 percent of the total investment in planing mills of the entire association.

Another exhibit submitted by Judge Wimbish and prepared by Mr. Moore was that the percentage of freight charges to the mill value of the lumber was 42.22 and that the average mill value was $14.13 a thousand. Other exhibits presented on behalf of the yellow pine people showed statements of cost, realization and earnings by months from 1912 to 1915 inclusive of twenty-eight representative concerns operating sixty sawmill plants. Another exhibit showed the names and addresses of lumber companies who are subscribers to the Southern Pine Association and their monthly average production.

MR. DAHLBERG'S STATISTICS ON NORTHERN WOODS.

Statistics compiled by B. G. Dahlberg, of St. Paul, were made up from reports furnished to the National Lumber Manufacturers' Association from the other affiliated associations, aside from that representing southern pine. These exhibits cover every activity of the various associations. One gave the total shipments of forest products for the months of January, May and September last year of eighty-six mills throughout the United States. These mills shipped in the months named a total of 17,125 cars, average weight per car 48,368 pounds; average freight rate 20 cents; average invoice value at mill $373.30; average haul, 670.3 miles. It was also shown that the percentage of freight charges at these mills to the invoice value of the lumber at the mill was 26.9 percent; total freight charges paid $1,724,332.73; loss and damage claims filed $1,110.96; average weights per car from 39,969 pounds to 73,478 pounds. Average invoice value per car range from $171.92 to $720.59.

In exhibit No. 2 was shown the average value of lumber shipped per ton, ranging from $10.12 for Georgia-Florida to $18.74 for California and for all territories $15.43. Claims filed on cars of rough lumber average 3.8 cents a car and on dressed lumber 4.7 cents a car. Another exhibit showed that the lumber represented 4.1 percent of the total revenue tonnage for all lines in the United States for the fiscal year ended June 30, 1914. Lumber furnished greater tonnage for the railroads than that of any other exhibit except coal.

MR. WENDLING'S TESTIMONY.

W. R. MacMillan at this time concluded his testimony relative to the position of the redwood

GEORGE X. WENDLING, OF CINCINNATI, O.

lumber and sash and door manufacturers, and George X. Wendling, formerly president and general manager of the Weed Lumber Co., Weed, Cal., but now vice-president and general manager of the Dalton Adding Machine Co., of Cincinnati, O., who for thirty years was actively engaged in the California lumber trade, was placed upon the stand at the earnest invitation of his old time close business associates in California.

Mr. Wendling had been very prominently identified with association work until he took up his new line of business six months ago and displayed a complete knowledge of the subject. He described the growth of the lumber industry in California and also recited the requirements for a first class lumber plant according to modern ideas. He detailed the operation of manufacture and told what was necessary to be done in order to refine the product so that, as shown in the operation of the Weed plant, there was a waste of less than 6 percent. He described the several grades of clear and shop. He took occasion to call attention to the fact that many people have an idea that because the material is surfaced it has been increased in value, which is not true. At efficient plants, he said, the cost of surfacing is so infinitesimal that it hardly enters into the cost of refinement. Modern machines operate with a speed of 250 feet a minute. Surfacing is done mainly for the convenience of handling. The upper grades move largely to the seaboard, while No. 1 shop is very largely moved to eastern territory. The lowest grades of pine are cut into box material.

Mr. Wendling was shown some planks of shop lumber and described how clear lumber was cut out of the No. 2 shop grade. When all the better values are taken out of the shop plank, the balance is reduced to box shooks for the shipment of fruit. Out of some of the small pieces are obtained the sash cuttings, the endeavor of the manufacturer being to save all of the waste.

Mr. Wendling stated that there were about thirty pine mills being operated in California today and that the investment was between $25,000,000 and $30,000,000, while there were in the neighborhood of 22,000 to 25,000 men employed. He stated further that the present groupings in California in the railroad tariff represent a growth of over thirty years and that it was generally satisfactory to producers as well as to users that the classification as now applied be unchanged. Twenty-five years ago there were just two grades of lumber in California, one clear and the balance common. Time has brought great changes in the matter of grading and in the matter of reducing the grades to the ultimate best values.

In Mr. Wendling's opinion a classification that allows the widest manufacture of the greatest portion of the log leads to the widest use of the raw material and to a lowering in price to the public.

Mr. Wendling further stated that the name of an article of lumber has nothing to do with fixing the rates and said that in his opinion the various names by which the products of lumber are known are merely the draperies of the industry, "just as the garments you wear, a collar being a collar and a coat a coat."

With regard to loadings he stated that heavier loadings were made with the mixed cars than with the straight cars, because it was possible to use the visible space of the car to better advantage.

Relative to the stock door as manufactured on the Pacific coast, Mr. Wendling said that it was no more valuable than the trim or frame that goes around the door. It comes out of the same stock. He said that the doors were made out of a cheap product and are brought into a high grade by taking the clear stock out of the waste.

Mr. Wendling reviewed the development of the sash and door industry from the early part of the nineteenth century, when all of the door making and planing was done by hand. He further stated that in his opinion the manufacture of doors should be done where the lumber is manufactured. He described the manufacture of sash and said that in his opinion they should not take a higher rate than lumber. On cross-examination Mr. Wendling stated that about 70 percent of the logs coming to the sawmill go into low grade and about 30 percent of No. 2 shop and better is found. In the plant where he operated at Weed the waste was only about 6 percent out of the 70 percent of low grade. As illustrative of his testimony, two 14-foot pieces of factory plank were exhibited, one No. 2 and the other No. 3, which showed the method of cutting. He was further interrogated regarding the manufacture of panels and built-up material on the coast and stated that an average value of a carload of built-up panels was something like $1,500 or $1,600.

MR. STODDARD, OF OREGON, TESTIFIES.

George Stoddard, a prominent lumber manufacturer of La Grande, Ore., stated that his company, the La Grande Lumber Co., operated four mill plants, one at Perry, Ore., one at Baker, Ore., one at Wallowa, Ore., and one at Santa Cruz, Cal. About 90 percent of the product is Oregon white pine, the balance fir and larch. Mr. Stoddard said that in a general way the operations of the pine industry, as described by Mr. Wendling and Mr. Cooper, entirely expressed the situation. He described the growth of the market since 1889 when he went to Oregon. Mr. Stoddard said that it is desirable that the same rate be applied on various kinds of lumber and lumber products. He said that 95 percent of his company's shipments were in mixed carloads. He stated further that the lumber people in his part of the west were generally satisfied with the present classification.

A. C. DIXON, OF OREGON, TESTIFIES.

A. C. Dixon, general manager of the Booth-Kelly Lumber Co., Eugene, Ore., chairman of the transportation committee of the West Coast Lumbermen's Association, stated that his company operated four plants, two running and two closed down. The four plants have a ten-hour capacity of 100,000,000 feet a year, and the two plants that are now being operated have a capacity of 70,000,000 feet a year. He said that when the company first started operations in 1898 practically all of the cut was shipped rough. Since then conditions have

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changed, so that 85 percent of it is now surfaced or finished.

Further, Mr. Dixon said that he concurred in the testimony offered by the other witnesses from the coast. He was asked by Attorney Teal if he thought it would be practicable to classify lumber by grade or by its being rough or clear. Mr. Dixon stated that if the responsibility rested upon him, he would not be able to advise how to do it and did not think it could be done and leave the industry in a workable condition. He thought it would disorganize the industry for a long time. He did not believe that cut up stock should be given an additional rate above lumber.

Attorney Teal asked Mr. Dixon concerning any competition he might have observed with substitutes for lumber and its products and he stated that there was an intense and growing competition with substitutes for lumber. Within his limited experience, he said, some lumber items had passed entirely out of use, these items being what used to be sold and shipped by the train load. Nothing in this line is sold now because substitutes have taken their place. Two of the items he named were fencing and sidewalk lumber. On the point of the relative value of dressed lumber and rough lumber Mr. Dixon was shown a piece of aeroplane stock which he said was sold in the rough at about $60 a thousand. The purpose of the exhibit was to show that the dressing of the stock did not add any value, as the rough lumber was worth more.

WASHINGTON MANUFACTURER GIVES VALUABLE INFORMATION.

F. B. Hubbard, the veteran lumberman of Centralia, Wash., stated that he had heard the testimony of Mr. Donaldson, Mr. Dixon and the others and that the conditions had been correctly described by them and he concurred in their statements. Mr. Hubbard spoke of his experience in shipping telephone and telegraph cross-arms. These were taken in various sizes from 2¼x3¼—2 feet up to 6 feet, 8 inches. He had shipped 110,000 pounds of these cross-arms in 100,000 capacity cars. He knew of no reason why the rate on these cross-arms should be higher than on lumber. He said that cross-arms were about the best sort of freight the railroads could get on the Pacific coast and they were all after them. Mr. Hubbard spoke of the removal of the Chehalis Sash & Door Co. from his town to the location of the sawmill plant at McCleary, about thirty-five or forty miles distant. The manager of the plant told him that he saw no reason why he should ship his lumber from McCleary to Chehalis for the manufacture of doors. Mr. Hubbard said the plant that was dismantled was worth from $75,000 to $100,000.

Friday Evening's Session

July 14, 1916

Commissioner Meyer announced that the subject of handles would be considered at the evening session and that the west coast inquiry would not be taken up until Saturday morning.

TESTIMONY AS TO HANDLE MATERIAL.

R. P. Wilkins, traffic manager of the American Fork & Hoe Co. and also the National Handle Co., with headquarters at Cleveland, Ohio, submitted a number of exhibits relative to handles. He said there was a lack of uniformity in the classification of handle products. He showed a number of pieces of ash which were used for the manufacture of various kinds of handles and are usually known as handle material turned to shape, but not finished. He understood that in some territories the rate upon the squares and the rounds is the same, but he understood that in the conference held in the rooms of the Central Freight Association June 7 to June 19, 1915, a recommendation had been made to have them take 20 percent over the lumber rate. He said that this material could not stand so much advance. In answer to a question by Examiner Hines, Mr. Wilkins stated that the handle material moved in straight carloads and average loads were above 40,000 pounds; also he said that the average value of a car of rough turned handle material is $972.80. He said that he had been handling the traffic of the company for over ten years and had never had a dollar's worth of loss or damage on handle material with one exception and that was when a car was destroyed by fire.

FURTHER INFORMATION AS TO HANDLES.

John H. Frame, general superintendent of the National Handle Co., Fort Wayne, Ind., was called upon to testify as to the classification on handles. He said that his company operated at Blytheville, Ark., Fort Wayne, Ind., Frankfort, Ind., and Findlay, Ohio. The timber at Blytheville was obtained by rail from that vicinity. It was principally ash and mostly came in the log, but occasionally in planks or slabs. Mr. Frame presented some photographs illustrative of the various items, especially samples of implement handles, hay forks, etc.

Saturday Morning's Session

July 15, 1916

Henry G. Klopp, general manager of the Spokane Sash & Door Co., Spokane, Wash., was the opening witness on Saturday morning. Mr. Klopp's testimony was mainly with regard to the transit proposition. He stated that he was thoroughly in accord with the position taken by the other witnesses from the Pacific coast. Mr. Klopp stated that he had formerly been engaged in business in Minneapolis, but had been attracted to the west and before going out there to locate he visited and made a thorough investigation of manufacturing conditions and other features. A great many of the sawmills in the northwest had no planing mills attached to them and therefore had to get their dressing done at some point in transit to the destination of the product. As far as his own factory was concerned, the product was sold mostly in the Pacific northwest. He believed if any change were made in the classification prejudicial to the west coast lumbermen that the consumer would simply have to pay more for his goods. The tariffs were now in the main satisfactory.

Mr. Klopp had investigated very fully the subject of waste and said that in his own operations the percentage of waste was 29.3 percent, of which 18.4 percent was firewood. He said his company cut up in 1914 8,965,786 feet of lumber and shipped out in manufactured articles 6,335,475 feet. He said that he was in favor of a rate basis that would allow a heavy mixture of lumber and the products of the factory in a carload.

TACOMA SASH AND DOOR MAN TESTIFIES.

R. G. Glanville, traffic manager of the Wheeler-Osgood Co., Tacoma, Wash., gave a brief history of the establishment of the company at Tacoma in 1889 and said this was the first concern on the coast to make cedar doors. In the early days they did not believe that fir was adaptable to door manufacture, but now the product was largely of fir and very few cedar doors were made. The company operates a sawmill of a daily capacity of 150,000 feet; has in connection a planing mill and sash and door factory and has about 550 employees. The doors moved in mixed car lots largely. Mr. Glanville said that the mixed car proposition was necessary to the prosperity of the Pacific coast operators.

ANOTHER FIR MANUFACTURER HEARD.

Charles F. Pratt, treasurer of the Robinson Manufacturing Co., of Everett, Wash., stated that his concern operated a sawmill plant, a planing mill and sash and door factory at that point. He had formerly been engaged in the manufacture of hubs and spokes in Wisconsin some thirty-five years ago. He went into the manufacture of sash and doors out west because the raw material was easily obtained. The majority of the product is fir. He stated that he approved of the testimony given by the other Pacific coast witnesses and believed that the shipment of their products in mixed cars would be necessary.

REDWOOD OPERATOR TESTIFIES.

Captain E. A. Selfridge, jr., president of the Northern Redwood Co., of San Francisco, with mill at Korbel, Cal., stated that his company had been manufacturing redwood during the last fifteen years. Out of the twenty-one mills producing redwood in the state, fifteen of them belong to the redwood association and represent 85 percent of the output of that lumber. He thought that doors should move at the lumber rate and in general concurred in the views expressed by Mr. McMillan in his testimony. He was also in accord with the testimony of F. G. Donaldson, who was the first witness on behalf of the coast lumbermen. Captain Selfridge stated that he was satisfied with the existing classification on lumber and lumber products and thought that the ordinary output of the California mills should take the same rate to eastern territory.

Saturday Afternoon's Session

July 15, 1916

At the opening of the session Saturday afternoon Judge Wimbish presented a statement for the record covering carload weights on North Carolina pine products.

J. H. Townshend, secretary and manager of the Southern Hardwood Traffic Bureau, read a statement prepared jointly by John W. McClure, of Memphis and himself. The principal feature in this statement, which is published almost in full in the first part of this report, was that all lumber should not necessarily take the same rate.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, approved thoroughly the position outlined in the Townshend-McClure statement and stated that it represented the views of the manufacturers of red gum. Mr. Pritchard was questioned briefly by Mr. Townshend and also by J. V. Norman as to the veneer industry.

EASTERN SASH AND DOOR INTERESTS HEARD.

A. P. Bryant, traffic manager of Curtis Bros. & Co., manufacturers of sash and doors at Clinton, Iowa, stated that he represented not only that concern but also the sash and door factories on the Mississippi from Muscatine to Dubuque. Mr. Bryant stated that he had been engaged in the sash and door traffic department since February, 1910, and prior to that had been engaged in the railroad freight business from 1884. He stated that his company received its white pine mostly from California and Oregon; its fir from Oregon, Washington and Idaho; its spruce largely from Washington and Oregon; its yellow pine chiefly from Arkansas, Louisiana and Texas; its cypress from Louisiana and its oak principally from Arkansas. He introduced an exhibit showing the inbound shipments of lumber according to the territory in which it originated and by species as received by eight sash and door factories on the Mississippi river last year. Another exhibit showed the outbound carload shipments of sash and doors and other mill work in 1915, according to the territory to which shipped and also covering the shipments of the same eight factories. He stated that there was a considerable lack of uniformity in the rates on sash and doors, some of which were lower than the lumber rate and some higher.

Mr. Bryant stated that the opinion of the members of the Wholesale Millwork Association was that sash and doors should take a rate 20 percent higher than the lumber rate. Some of the illustrations given on the sash and door rates in eastern territory as compared with lumber to Trunk Line territory, Central Freight Association territory and to Texas as applied to lumber were as follows: The rate from Clinton to New York on lumber is 27.3 percent, while the sash and door rate is 36.5 percent. From Clinton to Columbus, O., the lumber rate is 14.7 percent, while the sash and door rate is 18.9 percent. From Clinton to Texas common points the lumber rate is 38 cents and the sash and door rate is 33 cents, in this instance the sash and door rate being below the lumber rate. However, a lumber rate from Clinton was not a factor, as there is no lumber now produced there. He did not believe it fair for the carriers to put sash and doors and mill work on a lumber basis, but they should be higher, as sash and doors are manufactured articles. After a brief cross-examination by Attorney Teal, the inquiry was adjourned until Monday morning.

Monday Morning's Session

July 17, 1916

A. P. Bryant, of Clinton, Ia., who began his testimony on Saturday afternoon, was the witness on the stand at the opening of Monday morning's session. Mr. Bryant stated that his concern had to meet the competition of those manufacturers who are situated closer to the consuming territory than his concern. He spoke of Clinton having formerly been a large lumber manufacturing point, having at one time the largest sawmill in that state. He spoke of the cut stock used by his company, which he said came from the McCloud River Lumber Co. mill at McCloud, Cal. It was planed and cut up at Sisson, Cal., and came to Clinton on a lumber basis. He thought that it would be to the advantage of the industry to have a uniform classification of lumber.

Mr. Bryant was shown several samples of cut up stock, among which were items that heretofore had taken the lumber rate. He gave an illustra-

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tion of the various combinations of rates to Clinton, thence to Goshen, Ind., and other points where the lumber rate is very much out of line. On cross-examination by Attorney Donnelley, he stated that he was dissatisfied with the entire rate adjustment. He said, however, that rather than have the present relationship changed he would prefer to retain the existing classification.

Attorney Rixey, of the southern lines, spoke of the different rates for northern shipment and for southern shipment. For instance, from Louisville to Atlanta the rate is 19 cents, while from Atlanta to Louisville the rate is 22 cents and he asked of Mr. Bryant which of these rates should be used as a basing rate.

MR. MORGAN, OF OSHKOSH, TESTIFIES.

J. Earl Morgan, president and general manager of the Morgan Co., one of the large sash and door factories of the country, stated that his company operated a factory at Oshkosh and had jobbing interests at Chicago, Detroit and Baltimore; also operated a sawmill at Foster City, Mich., and at Colville, Wash. He described the nature of the business done and the methods employed in the manufacture and distribution of their products. He said that the sash and door trade of the country was divided into four sections, the eastern, southern, middle western and Pacific coast. The Morgan Co., he said, used pine from the west, yellow pine from the south and all the hardwoods. He made a very enlightening description of a modern planing mill. In his opinion moldings should be considered on a higher rate, although there is some difference of opinion on this subject.

Mr. Morgan was shown a piece of wood and was asked what it was and stated that it was an "astragal." The piece was an inch and a half wide and is made from 6 feet, 6 inches to 10 feet long, this length depending on the length of the door where it is used. At the request of the attorney, Mr. Morgan stated that the astragal was used on folding doors as a sort of stop and was similar to a weather strip. Mr. Morgan was also shown balusters, stair-rails and other millwork items and explained their uses and gave his ideas about how they should be classified. He said that in his factory the raw material was mostly No. 2 shop, though they used some No. 1. Most of this stock comes to the factory surfaced on two sides and is kiln dried, although there is some in the rough. The core blocks, which are brought from the coast, cost about $26 a thousand feet delivered at Oshkosh, the average weight being 3,250 lbs. Mr. Morgan described cut stock as lumber, being generally in the knock-down, surfaced two sides and cut to specified lengths. He explained the difference between stock work and odd work, stating that his factory produced over 60 percent of stock work and distributed both odd and stock work over the country.

Monday Afternoon's Session
July 17, 1916

The testimony of J. Earl Morgan, of Oshkosh, having been unfinished at the forenoon session, was continued. Mr. Morgan was shown photographs of stickers, mortisers and other sash and door machinery and was asked to explain their uses, which he did. Also he explained the whole process of manufacturing sash and doors, there being brought in for the purpose a door put together, but not glued, so that it was easily taken apart and each piece described. In a similar way he explained the manufacture of open sash and of outside blinds. He expressed the opinion that there should be a difference in the rate between lumber and finished mill work. He thought that there should be one classification on doors and mill work, stating that doors are always shipped in completed form.

On cross-examination by Attorney Teal, Mr. Morgan stated that he had been in active charge of the Oshkosh factory since 1893. At the present time the product is 50 percent pine doors and 50 percent hardwood doors. He stated that yellow pine doors were not regarded by the trade as being the equal in quality to either pine or fir.

SASH AND DOOR TRAFFIC EXPERT'S TESTIMONY.

W. E. Clumpner, traffic manager of the Oshkosh Traffic Association, Oshkosh, Wis., stated that he represented the six sash and door companies at Oshkosh, the Moore & Galloway Co., of Fond du Lac, the Cream City Sash & Door Co., of Milwaukee, the Rockwell Manufacturing Co., of Milwaukee, the Hardwood Specialty Co., of Neenah, the Anson, Gilkey & Hurd Co., of Merrill, and the Curtis & Yale Co., of Wausau.

Mr. Clumpner presented tables for the record regarding lumber and sash and door rates to and from Oshkosh and to and from various points. He said that the product from the factories he represented was distributed as follows: Eastern Trunk Line territory, 26.56 percent; Central Freight Association territory, 27.21 percent; Chicago territory, 7.33 percent; Western Trunk Line territory, 33.68 percent; southeastern territory .80 percent; southwestern territory, 1.35 percent; western and Canada territory, .74 percent. He stated that the sash and door rate to points south of the Ohio river was 20 percent higher; to Memphis, Tenn., 20 percent higher, and to the southwestern territory 30 percent higher than the north-bound rate. From Wisconsin points to west coast points building material took a 50 percent higher rate than the east-bound rate. He stated that he did not think that there should be any difference in the classification on thin lumber or veneer than on thick lumber. He said that there were very few carloads of open sash shipped long distances in recent years. Being asked the rate from Oshkosh to Louisville on building material, he stated that it was 21.1 cents. While he did not think that furniture should be shipped on a lumber rate, he believed that veneers less than one-sixteenth of an inch thick should be where the line is to be drawn in the way of a higher rate.

CHICAGO WHOLESALE LUMBERMAN TESTIFIES.

Henry A. Sellen, vice-president and general manager of the Morgan Sash & Door Co., Chicago, stated that he is chairman of the Wholesale Mill Work Association committee which had in charge the answers to the interrogatories propounded by the Interstate Commerce Commission in Docket No. 8131. The Wholesale Mill Work Association, comprised the principal manufacturers and distributers of mill work in the territory east of the Rocky Mountains excepting the southern lumber producing areas. The members of the association distribute their mill work in the southeast into Florida, in the southwest to Texas, into the Missouri river territory and also into eastern territory. Mr. Sellen stated that he did not think it was proper that sash and doors should be carried upon the lumber basis and that the members of his association were of the same mind.

A large part of Mr. Sellen's testimony was upon the lines of the answers to the seventeen questions, which gave a list of articles taking building material rates and a list of articles considered as ordinary products of saw and planing mills.

In cross-examination by Attorney Teal, Mr. Sellen stated that the Wholesale Mill Work Association had sixty-seven members, of which about fifty are affiliated in one way or another with manufacturers of doors, the other seventeen being independent.

Monday Evening's Session
July 17, 1916

Sam Fryer, of Chicago, traffic manager of the Sash & Door Credit Bureau and a leading rate expert in the door trade, stated that there is no fixed relation between sash and door rates and lumber rates at the present time. Mr. Fryer said that he had record of 524 cars of mill work received in Chicago from Wisconsin points, of which 411 were mixed cars, 57 were straight cars of sash and 32 straight cars of mouldings. Also he had record of 128 cars received from Mississippi river points, of which 115 cars were straight doors, 109 mixed cars and 4 mouldings. From the Pacific coast he had record of 314 cars and of these 161 were doors, 100 mouldings and 50 mixed. There was no track kept in his bureau of the lumber receipts in addition to the above. However, there were 128 cars of mouldings received from the southwest and 3 cars of mouldings received from the southeast. Of the outbound cars from the Chicago territory there were 418 cars which went into Central Freight Association territory, 62 to Eastern Trunk Line territory, and 84 into the southeastern territory, 24 into Western Trunk Line territory, 3 to Utah and Colorado, and one to the territory comprised of Arkansas, Texas and Louisiana, making a total of 752 cars. The average loadings of these cars was 31,571 pounds. Mr. Fryer stated that claims for loss and damage on outbound cars averaged $1.05 a car and on inbound cars, 4 cents a car.

D. H. Devins, of the Central Local Service Bureau, Columbus, Ohio, represented the opinion of eighteen wholesalers east of the Indiana-Ohio line. These comprise jobbers at Toledo, Ohio; Wheeling, W. Va.; Pittsburgh, Pa.; Buffalo, N. Y.; Cleveland, Ohio; Akron, Ohio; Columbus, Ohio; Cincinnati, Ohio, and Baltimore, Md. Another witness who testified along the same line as Mr. Devins was H. S. Straussberger, of the Radford & Wright Co., Duluth, Minn.

VENEERS AND BUILT-UP PANELS.

D. E. Kline, of the Louisville Veneer Mills, Louisville, Ky., and chairman of the transportation committee of the National Veneer & Panel Manufacturers' Association, was the first witness called on behalf of the veneer interests. Mr. Kline is a pioneer in the veneer industry, in which he has been engaged for twenty-seven years. He gave a brief history of the industry and referred to the statement of the Forest Service made in its report in 1911, which is: "Veneer is very thin lumber." Mr. Kline stated that 97½ percent of the production of veneers in this country is for domestic use. Out of the total, 37½ percent is red gum and one of the principal uses of these veneers is mirror backs.

Mr. Kline described the process of manufacturing rotary cut, sawed and sliced veneers and said that as a rule it was similar to the manufacture of lumber. He stated that the veneers were the product of the log and not of the lumber and the only difference between veneers and the rough lumber is the thickness, or rather thinness, or that they are cut with a knife instead of a saw, as might be the case. He stated that loss and damage claims were almost unknown in the veneer trade, as he had been compelled to file but two claims in his entire career, covering twenty-seven years. He stated that in his opinion a uniform classification of veneers would simplify matters to a great extent.

AS TO UNIFORMITY AND CLASSIFICATION.

A. E. Solie, traffic manager of the Central Wisconsin Factory Bureau and of the Rotary Birch Club with headquarters at Wausau, Wis., testified regarding the lack of uniformity in veneer rates and also in built-up veneers in the several territories. In his opinion veneers should take the lumber rate and built-up veneers might take a slightly higher rate, but he would be inclined to restrict this proportion to about 10 percent above the rate on lumber. He stated that owing to the present classification considerable veneer was being disposed of one-fifteenth of an inch in thickness where the line was drawn on one-sixteenth of an inch on the fifth class. The remainder of Mr. Solie's testimony was postponed until Tuesday morning.

Tuesday Forenoon's Session
July 18, 1916

A. E. Solie, of Wausau, testifying on behalf of the Rotary Birch Club, and other veneer manufacturers of Wisconsin, again took the stand at the opening of the Tuesday morning session. His testimony generally was to the effect that veneers should take the regular lumber rate.

SOUTHEASTERN VENEER MAN ON STAND.

J. T. Ryan, secretary of the Southeastern Veneer Association, High Point, N. C., testified on behalf of his association and the manufacturers of veneers generally in the southeast. He expressed the opinion that there should be no discrimination against lumber on account of its thickness and that the same rate should apply whether it is one-thirtieth of an inch in thickness or one inch. He told something about the classification and rates on veneers in the southeastern territory and gave an exhibit prepared from data furnished by the members of his association, which gave all the essential features that might enlighten the commission. He stated that wood panels have a lower rate than doors.

DOOR RATES COMPARED WITH FINISHED PRODUCT.

Bruce Clark, general manager of the Cabinet Veneer Co., Greenville, N. C., stated that he agreed with the evidence introduced by Mr. Kline on the previous evening. He said that doors can be moved from the Ohio river to southeastern points at lower rates and longer distances than built-up wood panels can be moved out. Some of the raw materials used in the manufacture of doors take a higher freight rate than does the finished product. He estimated that there were $250,000 worth of veneered doors shipped into the southeast from northern plants. In several ways he confirmed the testimony regarding veneers heretofore produced.

O. C. Lemcke, president of the Underwood Veneer Co. Wausau, Wis., stated that the company's production was mainly in veneers, heading and lumber. He stated that the most valuable grade of

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veneer was the one-eighth inch thickness and all veneers are shipped in mixed cars rather than in straight cars. Mr. Lemcke manufactures mainly birch.

Further evidence was given by C. B. Allen, manager of the veneer department of the Anderson-Tully Co., Memphis, Tenn. Mr. Allen stated that No. 3 oak was offered at $12.50 a thousand; that quartered oak was shipped out as high as $90 a thousand. He confirmed the testimony advanced by his competitors relative to the value of the average car of veneers and he said they were worth from $300 a car to $2,700. The rate now in effect is 3 cents above the lumber rate to the Ohio river on compound rates.

Statistics had been compiled on forty cars on which the average loading was 44,845 pounds and the average value $1,383.98 a car. In the compound wood he said he had records of thirty cars of which the average weight was 36,719 pounds and the average value $747.36. Mr. Allen testified as to the samples of built-up box shooks and described their manufacture and distribution. He said that the box shooks took the lumber rate. Regarding claims, he stated that only three had been filed for damage in the last five years and these were mostly for amounts less than $100.

TIE INTERESTS ARE HEARD.

Howard Andrews, president of the National Tie Co., Nashville, Tenn., was the next witness and testified regarding railroad ties. Commissioner Meyer said that the only question regarding railroad ties was whether they should take a rate lower than lumber, the commission having already held that they should not take a higher rate than that commodity.

Mr. Andrews stated that he had been engaged in the exclusive tie business for sixteen years. In his opinion the tops of trees and the product of the large limbs could not be moved on the present rates. He stated that the treatment of ties had caused the use of low grades of timber and that they were of a much lower value than ordinary lumber. In his territory treated ties were based on a value of about $3.25 a ton as compared with lumber at $8 a ton, while logs were valued at $3.50 a ton. The average loading as compared with lumber is about 25 percent below. Tie loads are about 60,000 pounds, while lumber weighs about 45,000 pounds and logs 30,000 pounds. The railroads pay a freight of 27 cents per tie to Chicago territory and 15.2 cents a tie to eastern points, making a total of 42.2 cents a tie for freight. In Mr. Andrews' opinion it would be better to lower the rate for ties and by that means the railroads could get them very much cheaper. Some of the roads in the south allow treated ties to move on the basis of 75 percent of the lumber rate where they are low grade and are manufactured from cull timber.

Examiner Fred H. Esch, of the commission, heard the remainder of the testimony regarding ties in the large room on the ninth floor of the Auditorium, while the main inquiry regarding box lumber was held in the south room.

Tuesday Afternoon's Session
July 18, 1916

The box interests had a hearing on Tuesday afternoon with R. J. Goodwillie, of the Goodwillie Bros. Co., on the stand. Mr. Goodwillie made a statement of the position of the box industry, in which he said that it utilizes the very lowest product of the log. The box makers, he stated, did not ask for lower rates, but if any change be made they requested that box lumber be given a lower rate than other lumber. Probably from 80 to 90 percent of the lumber that goes into the manufacture of box shooks would have no other market.

The position of the box makers, as announced by Attorney Jefferys, was that the classification of box lumber in its present state is satisfactory, but if there should be a reclassification that the box industry would ask for a lower rate than lumber.

Mr. Goodwillie stated that the material of which boxes are made is sold at 25 cents a cord in the woods, but when it gets to the box factory it is worth $3 a cord.

EXPERT TESTIMONY ON BOX LUMBER.

Charles F. Yegge, manager of the box department of the Chicago Mill & Lumber Co., Chicago, stated that he had been engaged in the manufacture of box shooks since 1892. He stated that a large part of the box shooks turned out by his concern in the southwest was from gum, the stumpage of which was supposed to be worth about $1 a thousand. He said that the average waste on that product was from 40 to 45 percent. The use of containers of all descriptions is increasing in use every year. He was asked if he would be satisfied with a net profit of $1.50 a thousand on box shooks, after deducting all expenses, and said that he would be. He denominated box makers as the "scavengers of the forest" and was unable to see how their industry could be profitable if the freight rate on box lumber would be increased. Box makers had not thought of asking for anything, but if the Commission is going into the question of reclassification, the box interest ought to have a lower rate. If the lumber rates are to remain as they are, the box people will be satisfied. Mr. Yegge stated on cross-examination that whenever there was a good market for red gum, the company sells it to outside parties, but when the market is poor the company uses it for the manufacture of boxes. There have been several periods during the last five years when the company was unable to sell any gum lumber whatever.

INROADS OF THE SUBSTITUTES.

B. F. Masters, of the Rathborne, Hair & Ridgway Co., Chicago, which operates two factories in Chicago and one at Cloquet, Minn., stated that he approved the statements made by Mr. Yegge and Mr. Goodwillie regarding the classification of box lumber. He expressed himself to the effect that he would be well satisfied with a net profit of $1.50 a thousand in the manufacture of boxes. He stated that there was considerable competition from fiber board and corrugated stock and that the use of these products had deprived the box manufacturers of a large part of their output. He stated that the fiber board and corrugated board boxes entered the market about a dozen years ago and that the use of those packages was growing all the time. He said that the raw material had advanced from about $6 to $18 at the mill. In the ten years last past the prosperity of the wooden box business has decreased. In his opinion, box shooks and raw material should take lower rates than lumber.

MR. NUFER TESTIFIES.

W. L. Nufer, of the Virginia Box & Lumber Co., Petersburg, Va., stated that his company had two plants in Michigan, four in Pennsylvania, one in West Virginia, three in Virginia and one in North Carolina. He said that his company did not utilize waste materials to the same extent as some of the other companies, but used low grade lumber. The difference between the value of the raw material and the finished box was largely labor, and that about $9 a thousand could be ascribed as straight labor cost. In his opinion, the wooden box industry was on the wane, largely through the competition of other kinds of containers. This condition seems to be general. He said that he had nothing to add to the testimony of the other witnesses, but endorsed their views. Any advance in rates on box lumber would mean an advance in the cost of boxes. As far as he was concerned, he would not be satisfied with a profit of $1.50 a thousand.

A MEMPHIS CONCERN TESTIFIES.

T. J. Morris, sales manager of the box department of the Anderson-Tully Co., of Memphis, Tenn., stated that the product of his department was largely rotary cut box lumber, sometimes called veneer. He had observed the tendency of the railroad companies to conserve the interests of the lumbermen on their own lines. He spoke of the use of willow for boxes. This product had never been sold prior to three or four years ago. At some points the rates on willow are higher than either cottonwood or gum. He stated that freight rates play an important part in the marketing of the product, as well as getting the raw material in. In his opinion, any change made in the rates on box lumber should be in a downward direction.

A VETERAN BOX MAKER TESTIFIES.

J. G. Goodwillie, of the Goodwillie Bros. Co., Chicago, with factory at Wausau, Wis., stated that he went to Wausau about thirty years ago in order to get nearer the source of supply of box lumber. He himself had established the industry in that section and had by agreement established rates on the production. He had been able to secure labor at favorable wages and had built up a satisfactory industry. However, his profit during the last ten years, he said, had averaged only $1.37 a thousand feet on the lumber used. He thought it would be a grave injustice, after having established this industry where none had existed before, to be threatened with annihilation by readjustment of the rates. The general testimony of all box men was that the present rates on box lumber should be lowered and that box shooks should be maintained on the present basis.

Tuesday Evening's Session
July 18, 1916

At the session on Tuesday evening, the box interests were again heard, the first witness being F. C. Gifford, of Chicago, secretary of the National Association of Box Manufacturers. Mr. Gifford stated that he had had a traffic experience of twenty-one years and had been engaged with the box manufacturers over two years. He said that the box makers were paying either too high a freight on their raw material or too much on their product. They were not seeking reclassification, but are satisfied with the present situation. If any change is made, they desire to establish a lower rate than lumber. Mr. Gifford stated how often the box industry contributed to railroad earnings, from the raw material in the forest to the shipment of the boxes and their use afterward in many cases. He stated that an advance of 1 cent a hundred pounds would mean 21 cents a thousand feet and this 21 cents, taken from the $1.37 profit shown, is a big cut. Mr. Gifford was unable to recall any reduction in the rates on raw material for many years; all have had a tendency to advance. In his opinion, the industry is loaded down about as heavily as it can be. Attorney Rixey asked Mr. Gifford if he would favor different rates on different grades of lumber and the witness replied that it would be a very difficult proposition.

SLACK-BARREL-COOPERAGE INTERESTS.

V. W. Krafft, of St. Louis, Mo., chairman of the freight committee of the National Slack Cooperge Manufacturers' Association, and traffic manager of the Ozark Cooperage & Lumber Co., said that in a general way he was opposed to any change in lumber classification. In his opinion the reconsignment privilege was almost indispensable. He explained the difference between slack cooperage and tight cooperage, and spoke of the uses and values of the respective products.

Wednesday Morning's Session
July 19, 1916

The slack cooperage interests continued their testimony on Wednesday morning when F. S. Charlot, president of the Ozark Cooperage & Lumber Co., St. Louis, Mo., presented the case from his company's standpoint. He stated that the average carload of slack cooperage was 37,000 pieces of staves, 16,000 sets of heading and 6,500 hoops, and that the annual consumption of the industry was about 2,600,000,000 board feet. He gave a complete description of the methods of manufacturing staves, heading and hoops, and said that the industry could not stand any increased cost of transportation. On cross-examination he said he was not suggesting any changes in the present classification. The value of staves is about $6.25 for No. 1 and $4 for No. 2, with the mill run at $5. The value of a car of staves, hoops and heading in Arkansas ranges from $400 to $450.

MR. HARRISON TESTIFIES ON SLACK COOPERAGE.

C. L. Harrison, of Cape Girardeau, Mo., secretary of the Himmelberger-Harrison Lumber Co., stated that he had been engaged in the lumber business fourteen years and in the manufacture of slack heading about three years. He thoroughly agreed with the position taken by Mr. Charlot. He said that the utilization of timber for slack cooperage materially aided in clearing land for agriculture, his own company having sold about 30,000 acres of land thus cleared. Before going into the manufacture of slack cooperage, the company had made an extensive investigation as to the best method of utilizing the small stumpage. He stated that the timber used in the cooperage plant was exclusively small stock, ranging from 8 inches to 16 inches in diameter, and if the small trees were not utilized for this purpose they would be left on the land and deadened.

HEARING OF TIGHT STAVE MANUFACTURERS.

The manufacturers of tight cooperage were given a hearing on Wednesday, the first witness being Walker Wellford, of Memphis, Tenn., president of the Allied Cooperage Interests of America. Mr. Wellford said that he had been engaged in the tight cooperage business in the Memphis territory since 1887. He said that as a rule cooperage stock is moved at or less than the general rate on forest products. About 1,114,000,000 feet were used annually in the industry. He described

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the process of the manufacture of tight barrel staves and said that the product was made direct from the tree, being a parallel process with the manufacture of lumber. He described the various items of tight cooperage, including whiskey staves, oil barrel staves and the cheaper staves used for heavy commodities. He showed samples of barrel shooks in one package assembled for export, in order that it could be in a small compass for storage in the ocean steamers. He told how the tight barrel staves were manufactured with the use of a drum saw and exhibited samples of staves and heading in various stages of manufacture. On cross-examination Mr. Wellford stated that he was satisfied with the present classification and that rates on tight cooperage should not be higher than the rates on lumber.

Wednesday Afternoon's Session
July 19, 1916

Before Examiner Esch a hearing was accorded to the telegraph and telephone pole industry, especially that relating to the northern and Inland Empire territory.

THE POLE INDUSTRY DESIRES RELIEF.

C. P. Lindsley, of the Lindsley Bros. Co., Spokane, was the first witness and he stated that the principal trouble with the industry was in the shipment of long poles, where two or three cars were required for their transportation. Because of the high cost of the idler car, the shippers of the northwest were not able to compete with cypress and chestnut poles at, for instance, Cincinnati. The minimum weight of poles loaded on two cars is 66,000 pounds and on triple car shipments 99,000 pounds, and these are shipped on the lumber rate. However, 50-foot cypress poles would be delivered in Cincinnati at $12 to $12.50, while 50-foot cedar poles from his territory could not be delivered for less than $16, this on account of the higher charge made for the idler cars. He said he knew of no arbitrary on any other product besides cedar poles and long timbers.

Attorney Donnelley, of the Transcontinental lines, stated that in his opinion this hearing was outside of the Commission's province as it related to a question of rates and not of classification.

N. E. Boucher, Minneapolis, Minn., secretary of the Northern White Cedar Association, stated that the rates on doubles and triples on long poles was 10 cents above the carload rate.

THE TIGHT COOPERAGE INQUIRY RESUMED.

Before Commissioner Meyer, at the main hearing, the tight cooperage inquiry was resumed, with F. P. Cory, vice-president of the McClure Co., Saginaw, Mich., on the stand. Mr. Cory testified chiefly in regard to the silo business. He said that he had been manufacturing silos for eleven years, principally of fir and yellow pine staves. During all this time there has never been but one claim for damage and that was when a car jumped the track. In his opinion, silo staves should take the same rate as lumber. The value of a car of silos containing about five silos in the knock down is about $1,000.

G. J. Bolender, traffic manager of the Kalamazoo Silo & Tank Co., Kalamazoo, Mich., stated that the chief trouble with the silo business was that his company had to pay fifth class rates from Kalamazoo, whereas his competitors pay the lumber rate upon their product. Because of this a uniformity in rates is greatly to be desired.

VEHICLE AND IMPLEMENT STOCK.

E. W. McCullough, secretary and general manager of the National Vehicle & Implement Association, stated that 70 percent of the production of this stock was within a radius of 300 miles of Chicago. He was shown samples of axles, spokes, rims, hubs, double trees, and described each product.

John Kittredge, of the International Harvester Co., stated that implement stock moved on a class rate instead of a commodity rate. He displayed various shapes of implement material in the rough and also some of the finished material, in hubs, pole stock, rims, singletrees, etc.

Wednesday Evening's Session
July 19, 1916

At the session on Wednesday evening the testimony of John Kittredge, of the International Harvester Co., was concluded and H. J. Milling, rate clerk of the same company, testified. His statements generally regarded the rate of freight on various classes of implement and vehicle material.

M. R. Campbell, of M. R. Campbell, Inc., manufacturer of hubs and spokes at Tullahoma, Tenn., and Jasper, Ala., stated that in the manufacture of spokes he was ahead of the log scale by from 25 to 50 percent, while in quartersawing the manufacturer falls short of the log scale by from 25 to 33 percent, thus showing how closely the log is utilized in making this class of stock as compared with any other process of manufacture. He stated that if the classification were changed, about one-half of the spoke manufacturers would have to get out of business. The industry is not prosperous, principally on account of the increasing use of automobiles. At the present the hubs and spokes are paying the lumber rate, which was as much as the industry could stand.

Thursday's Session
July 20, 1916

The business of gathering in all of the evidence that was to be offered to the commissioner was simplified on Thursday by starting a subsidiary hearing, conducted by Fred H. Esch, examining attorney for the commissioner, who, during the last day, listened to evidence from E. H. Scott, assistant commission counsel of Iowa, and Walter Huncke, traffic superintendent of the Western Silo Co., of Des Moines.

THE VERY HEART, CORE AND PURPOSE OF THE HEARING AS EXPRESSED BY CHAIRMAN MEYER ON FRIDAY, JULY 21.

The Chairman:—Let me suggest before we go further with this cross-examination that, as has been stated here before by other witnesses, this is an inquiry by the commission and not a lawsuit, and the functions of those participating are primarily affirmative rather than negative; and it is not for you to insist that everything that has been placed on the table that is not in accordance with your judgment must be removed. Rather it is for you to put your offerings on the table and then let the commission exercise its judgment as to what it will accept and what it will refuse.

Mr. Scott testified for the lumber shippers of that state and declared that he and those he represented wanted prevailing rates. Mr. Huncke testified in like manner.

During the progress of the hearing B. Faisst, of Silica, Ark., claimed the attention of the examiner as a witness, praying for such a classification of tent-poles and the like as would make the rate uniform, however high or low it might be. Mr. Faisst was of the opinion that there were not more than 100 cars of this material shipped annually and that it was only a by-product of his business.

The principal witness in the general hearing under Commissioner Meyer was Henry Blakely, general freight agent of the Northern Pacific Railway, about whose testimony it might be said the whole thing was summed up in this one expression of Mr. Blakely: "The Transcontinental lines, in subscribing the opening statement of the Pacific coast lumber manufacturers and shippers, declared they were willing to continue under present arrangements and that means they are willing to let the rate classifications of lumber stand as they are at present."

Several hundred pounds of white metal could easily be used up in recounting the ins and outs of Mr. Blakely's testimony, but nobody loves a printer well enough to do that. The quoted words above tell the story.

THE FIRST RECONSIGNMENT PROTEST.

There were three endeavors to place testimony in the records to justify the reconsignment of lumber custom which has been discussed so much recently in connection with railway rate matters and reclassification.

This movement was started by A. Fletcher Marsh, of the Lumbermen's Association of Chicago, and entered into without much preparation and consisted in the production of two witnesses—the first A. J. Aldworth, of the Fullerton-Powell Lumber Co., of South Bend, Ind., and P. S. Fletcher, of the D. S. Pate Lumber Co., of Chicago.

Mr. Aldworth appeared in the afternoon of Thursday, July 20th, before Examiner Esch, declaring his affiliation, that he was interested in hardwood shipments, practically all oak, around 5,000 cars of hardwood lumber a year and 85 percent of which was reconsigned, 90 percent of that reconsigned before arrival at reconsigning points.

Mr. Aldworth said that he understood that testimony had been introduced on the reconsignment and diversion of lumber in transit and that it had been proposed to the commission that a fixed and uniform charge of $25 a car be assessed. Witness had no information as to why the proposition had been made. He claimed that in the conduct of a wholesale lumber business free reconsignment is absolutely a commercial necessity, and the discontinuance of it would have a demoralizing effect, not only on the wholesale business but would result in a terrible hardship on a number of small sawmills scattered throughout the country. Mr. Aldworth said that "in addition to this it would embarrass the consuming trade, who depend largely upon quick buying and prompt delivery, and that there are thousands of sawmills located throughout the country whose operation virtually depends upon the wholesale lumber dealer, these small mills being in active competition with the large sawmill manufacturers." Mr. Aldworth said that small mill owners were without capital to finance their operations and were thus compelled to obtain capital from the wholesaler, who advances certain moneys to enable the small mill men to cut their product; so Mr. Aldworth argued that any condition of the character mentioned imposed upon the wholesale dealer would react upon the small sawmiller.

Mr. Aldworth also advanced the opinion that the privilege of reconsignment largely made the wholesaler possible by the consequent keeping apart of the manufacturer and consumer, and that it was not only a necessary part of the wholesale lumberman's equipment, but was recognized as such by the act to regulate commerce, in the fifteenth section thereof.

Mr. Aldworth also advanced the necessity of reconsignment as a means of securing qualified weights on carload shipments, and said that the commission should take into consideration the testimony of same during their recent investigation of weighing practices. The witness entered into a technical discussion of that reason which is of interest only to the record. He quoted the Central Commercial Co. vs. Louisville & Nashville, 27 I. C. C. 114-115, quoting the statement of the commission, by page and paragraph. He thought also that a "reconsigning privilege has been voluntarily extended without cost by a large majority of the carriers," so that it was "only fair to assume that the cost of reconsignment, prior to the arrival of the cars at first destination, is so immaterial as to be of little consideration." He thought that if it had been material the carriers would have long since discontinued the practice. He considered that the big manufacturers were fathering the movement on account of "greed and selfishness, simply trying to put the small millman and the wholesaler out of business."

EXAMINATION OF P. S. FLECTCHER.

An evening session was held by Examiner Esch for the examination of Percival S. Fletcher, sales manager of the D. S. Pate Lumber Co., Chicago, and the Stuart Lumber Co., Brinson, Ga., the first named being a wholesale house and the last named a manufacturing institution.

Mr. Fletcher was very positive in his statement and predicated his opinion on over twenty-five years of active experience as a lumberman. He said: "A number of sawmills are not equipped to ship to anyone but wholesalers, as they manufacture only a few items and it would be impossible for them to market their output in any other manner." Continuing Mr. Fletcher said: "Reconsignment of cars is necessary under present conditions and if cancelled or penalized would cause great injury to the wholesaler of lumber, to a large number of manufacturers, to the railroads, to the retailer and to the public."

At one place in his testimony Mr. Fletcher summed up his reasons as follows: "That a wholesaler could by this method take better care of his customers, make better deliveries, handle a great-

er volume of business and be in a position to keep a line on his shipments and know exactly how they were traveling."

Mr. Fletcher was cross-examined by A. G. T. Moore, of the Southern Pine Association and H. H. Snell, of the Lathrop Lumber Co., the witness reaffirming his statements and especially insisting that transit cars were made necessary because of delays in shipment.

MR. BERGK GIVES DELAYED TESTIMONY.

Before Examiner Fred H. Esch, a hearing was accorded to E. J. Bergk, assistant to G. L. Curtis, general manager of Curtis Bros. & Co., and the Curtis Lumber & Millwork Co., of Clinton, Ia., who had not been able to attend on Monday. Mr. Bergk stated that the loss in weight as between the lumber and the finished door was about 33 1-3 percent and the loss in weight in making cut stock into doors from 18 to 23 percent. He stated that the fir door sells for 2 points or about 20 cents less than the pine door as made in the Mississippi river district or in Wisconsin.

Friday Morning's Session
July 21, 1916

J. E. Crosland, of the Louisville & Nashville Railway, took the stand and his testimony throughout was in affirmation and in defense of "Central Freight Association P. S. M. No. 878 proceedings and conferences to consider uniform list of articles which lumber rates for differentials higher shall be applied," held at Chicago, August 4 and 5, 1914, May 12 to 14, 1915, and June 7 to 19, 1915, as well as "the facts and answers submitted by the southern lines in response to questions propounded by the Interstate Commerce Commission in a printed circular June 20, 1916, entitled "Outline of Testimony to be Developed."

Mr. Crosland's testimony might be summed up as first maintaining that carriers "cannot conceive that conservation has any bearing on rate making;" that "rough lumber rates are the basis under which nothing in the form of logs, bolts, bark, wood or other forest products are entitled to a lower rate." From this basis forward in four groups under an attenuated cross-examination, he insisted that rates higher than lumber, taking 5, 10 and 20 percent plus in Groups 2, 3 and 4, were arrived at in the committee's recommendations, of which he was chairman, without regard to technical knowledge of the subject of remanufacture, but were based upon the general experience as carriers' ratemaking representatives. The list taking the increased rates include products in each case representing "a degree higher in manufacture."

Friday Afternoon's Session
July 21, 1916

R. N. Collyer, of New York, chairman of the official classification commitee, was one of the important witnesses at the hearing on behalf of the railroads and the questions which he answered had been prepared before hand and the answers similarly prepared. His testimony was in the general way of opposition to any change in the present classification.

E. R. Oliver, assistant general freight agent of the Southern Railway, testified in line with practically everyone, carriers and representatives. He said that it was not practicable to have a uniform list of lumber covering the entire country, that the principal producing territories and carriers serving them should have a list that would apply and meet the demands of peculiar local conditions looking into the best all around compromise as between them in competitive, distributing and consuming territory.

Saturday Morning's Session
July 22, 1916

Charles Barham, general freight agent of the Nashville, Chattanooga & St. Louis Railroad, was the first witness called and went voluminously into the experience of his road in making low rates and getting low grade tie material, which would otherwise go to waste, into the market. He was specifically in accord with the demand that where the exigencies of a local nature were sufficient that the railroads should be permitted within certain limits to engage in such practice. He qualified his attitude, however, in this regard with the statement that where a rate of this sort was in contemplation that would work a hardship to the neighboring and competitive roads or producers, it should be stopped. In conclusion, he epitomized his attitude with the statement that he "would like to feel free to make rates high if I commercially can; low if I commercially must."

E. P. Bates, assistant freight traffic manager of the Pennsylvania railroad and also representing the Trunk Line Association, was the second witness and introduced his testimony with a statement of opposition to transit privileges on lumber. He said that the policy of his concern in connection with diversion of cars in transit was that if a car could be caught before arriving at its original destination, a charge of $2 was made for diversion. Otherwise, a charge of $5 was made. He was also opposed to a uniform classification for rate basis to be applied to all sections of the United States and insisted that the present rate structure was the result of many years of experience through which hundreds of millions of tons of lumber and its products had been handled on a basis satisfactory both to the carrier and producer.

Mr. Bates was followed by W. K. Sanderson, general freight agent of the Maine Central, who testified against the practicability of a uniform rate reclassification applicable nation-wide and asked to be permitted to make rates to fit peculiar necessities and exigencies of the case.

W. W. Collin, jr., legal representative of the Central Freight Association and assistant to the general solicitor of the Pennsylvania Lines West of Pittsburgh, anounced that they would accept and adopt the testimony presented by J. E. Crosland and in reply to an inquiry from Commissioner Myer stated that this acceptance also covered his testimony after cross-examination.

TRAFFIC EXPERT BRADLEY TESTIFIES.

H. S. Bradley, traffic manager of the Ann Arbor railroad, representing the Central Freight Association, was put on the stand for supplemental testimony and went on record as being absolutely opposed to any readjustment of rates from their present basis and testified that present conditions were satisfactory alike to roads, carriers and shippers. He was also opposed to any uniform lumber list applicable to all sections of hte country. While this was more or less in contradiction to replies to the interrogatories of the commission, he stated that after having heard all of the testimony submitted from the various sections of the country, he could not but admit that any uniform list would at once and automatically constitute an unnecessarily rigid freight structure debarring carriers from important and other producing sections from meeting conditions, not only as they might be peculiar but as they might change in their relationships. He insisted that each territorial group had and must of necessity have its peculiar rate levels based on local conditions.

SOME CHANGES THAT ARE SUGGESTED FOR THE REVENUE BILL WHICH ARE OF INTEREST TO TIMBER OWNERS.

Washington, D. C., July 22.—(Special Telegram to the LUMBER WORLD REVIEW.)—Whether or not any changes will be made in the revenue bill of special interest to the lumber industry by the senate cannot be foretold at this time. The paragraph of interest to the lumber trade, as reported by the ways and means committee to the house, reads: "A REASONABLE ALLOWANCE FOR THE EXHAUSTION, WEAR AND TEAR OF PROPERTY ARISING OUT OF ITS USE OR EMPLOYMENT IN THE BUSINESS OR TRADE; AND IN THE CASE OF MINES, INCLUDING OIL WELLS OR GAS WELLS, A REASONABLE ALLOWANCE FOR DEPLETION OF RAW AND OTHER MATERIAL DEPOSITS NOT TO EXCEED 5 PERCENT OF THE GROSS VALUE OF THE MINE FOR THE YEAR IN WHICH THE COMPUTATION WAS MADE, AND IN THE CASE OF TIMBER A REASONABLE ALLOWANCE FOR STUMPAGE NOT IN EXCESS OF OR CAPITAL ACTUALLY INVESTED IN THE TIMBER SOLD OR REMOVED DURING THE YEAR IN WHICH THE RETURN IS MADE."

The house, before passing the bill, adopted the following amendment to the timber end of the clause on the suggestion of Claude Kitchin, chairman of the ways and means committee: "With respect to timber purchased prior to March 1, 1913, a reasonable allowance not in excess of the fair cash value of such timber on March 1, 1913."

L. M. LAMM.

Saturday Afternoon's Session
July 22, 1916

The first witness in the afternoon was J. L. Sheppard, of Memphis, assistant general freight agent of the Illinois Central. He testified on the same exact lines as the Southern Railway witness, E. R. Oliver.

The substance of Mr. Sheppard's testimony was that on the Illinois Central conditions were such that it would not be practical to establish any relationship as between lumber and other products of wood, such as sash, doors, etc., that might be uniform; that their own conditions were such that it was necessary that the rates on these other products of the forest should be made without relation to lumber and he testified that veneer should take higher than lumber rates.

After Mr. Sheppard, Mr. Padget, of the Queen & Crescent, testified along the same lines.

J. M. Souby, who is general attorney for the Kansas City Southern railway, stated that he represented the Southwestern lines and he would put on the stand a man who was with the Cotton Belt, a Mr. Lehman, who testified that he thought that rough and dressed lumber should all take one rate; no differentiation should be made between rough and dressed lumber but that one classification throughout the United States was not practical. There was nothing else of any particular consequence in his testimony, except that he also thought veneer should be higher than lumber and he was also subjected to cross-examination.

THE CHAIRMAN'S FINAL REMARKS.

The chairman announced he had previously given out dates for the briefs, but said they would like to have them made November 1 and answers November 20, and he said all argument would be heard in December, probably the first week. He expressed pleasure for the way the case had been conducted, at the wide interest taken during the proceedings and that so many men were willing apparently to make some sacrifice of time to attend. Then some one got up and thanked the chairman for his almost unbelievable patience. There was a general all-around handshaking and the most interesting conference on lumber classification that was ever held was—formally—at an end at 4:15 p. m. However, before the final breaking up, Chairman Meyer, as he glanced at the lumber which had accumulated in his chambers during the two weeks of the hearing, suggested that all the "exhibits" should be taken to Washington, as the other commissioners might want to see them. Some one wanted to know if "mixed car rates" might be allowed on the lot. That was the last word.

KANSAS CITY WHOLESALERS PROTEST CONCERNING RE-CONSIGNMENT.

R. E. Renfro, president of the Byrne-Renfro Lumber Co., of Kansas City, Mo., arrived in Chicago on Saturday morning, July 22, with the idea of making an endeavor to put in oral testimony before Commissioner of the Interstate Commerce Commission Meyer, but was too late to enter the program and so addressed a letter to Chairman Meyer, signed by the Byrne-Renfro Lumber Co., Buschow Lumber Co., Greason-Grayson Lumber Co. and the Saunders-Turner Lumber Co., of Kansas City, expressing practically a similar line of argument as was presented on Thursday before Examiner Esch by A. Fletcher Marsh, with this difference—that they argued that by no other method than the reconsignment method could many thousands of small tracts of timber ever be marketed.

These Kansas City people introduced a letter, also, from the Garrison Lumber Co., a small mill, which concern said that even a charge of $5 per car would be an order to shut down many hundreds of saw mills.

A FIRST AID MANUAL FOR LUMBERMEN.

The industrial department of the international committee of the Young Mens Christian Association has issued a "Lumbermen's Safety First—First Aid Manual" for the general information of those engaged in the lumber industry and for instructing employees in first aid to the injured. The pamphlet is profusely illustrated with practical examples of first aid and the subject is covered thoroughly in its seventy pages. The pamphlet was prepared by Dr. J. E. Sparks, superintendent of the hospital of the Crossett Lumber Co. at Crossett, Ark., and Dr. E. H. T. Foster, of Charlotte, N. C., secretary of the industrial department of the international committee of Young Men's Christian Associations.

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The Latest News of the Lumber World

VERY LATEST WORD CONCERNING PACIFIC COAST CONDITIONS AND GREAT MASS MEETINGS THERE.

Portland, Ore., July 24.—(Special Day Press Telegram)—The continued longshoremen's strike and the lack of tonnage are forcing Pacific coast cargo mills into the rail trade in the middle west and east. On Thursday and Friday, July 27 and 28, as previously wired, there will occur what at this late hour promises to be the largest conference of all Pacific coast lumber interests which ever convened at Seattle.

The Inland Empire and California sugar and white pine men will hold a joint conference at Bend, Ore., August 9 and 10.

Preparations are going on rapidly for the meeting of the Western Forestry & Conservation Association and the Pacific Logging Congress, which will gather at Portland, Ore., October 24 to 28 inclusive. There never has been such a prospect of a general eastern invasion of trade by west coast and Inland Empire products as at the present time. There will be difficulty in prognosticating what the result will be.

STAFF CORRESPONDENT.

VIOLENT HURRICANES SWEEP THE SAWMILL SOUTH.

A variety of hurricanes, cloudbursts and other wet and windy visitations have very materially damaged the sawmilling interests from Jacksonville to Mississippi. The L. N. Dantzler Lumber Co., of Gulfport, lost a 3-masted schooner, the captain, his wife and the crew also being lost.

The storm in the neighborhood of southern Alabama and northern Florida seemed to have damaged the Alger-Sullivan Lumber Co. at Century to some extent, put the Stuart Lumber Co.'s plant at Brinson under water and placed the Babcock Lumber Co at Babcock, Ga., in the same category. It has strongly interfered also with the business of the Atlantic Coast Lumber Co. at Georgetown, S. C.

The severest damage seems to have been done, however, in western North Carolina, where at least a score of lives were lost and several millions of dollars of damage done. The damage to lumber interests in that section seems to have been so great as to have elicited the active co-operation of that enterprising body of men, the Western Carolina Lumber & Timber Association, who, through the governor of North Carolina, are taking methods of salvaging the lumber which would otherwise be lost.

IN THE WAKE OF THE STORM.

Hattiesburg, Miss., July 12.—The tropical storm that struck here last Wednesday afternoon did not do as much damage to timber as was at first thought. In the immediate vicinity of Hattiesburg the timber loss is very little. Practically all of the timber that has blown down is defective and very little was uprooted, probably due to the fact that the heaviest wind came before the ground was thoroughly wet. The wind was followed by a heavy downpour of rain, which washed out dummy lines, and this will put the little mills out of commission for several weeks, as well as the railroads running into the city. The N. O. M. & C. has so far been unable to get trains through to Mobile. The G. & S. I. has not been able to get any trains through to Gulfport, also the N. O. & N. E. has been unable to get trains through from Hattiesburg to New Orleans. All of which is due to washouts.

All telephone and telegraph wires have been down along these lines, but the wires have been repaired, and reports received from the towns in the [illegible] of the storm are to the effect that little timber was blown down. The timber section southeast of here has not been heard from, but it is thought that the timber damage will be much less than damage done to plants and railroads. Directly west of here the damage was very slight.

A number of mills had their stocks demolished and sustained other damages. Several suffered some loss by fire, and nearly all had timber damaged, a good part of which they will be able to recover without heavy loss.

BUILDING OPERATIONS FOR JUNE, 1916, SHOW LARGE INCREASE.

The official reports of building permits issued during June, 1916, in 103 of the principal cities of the country, compiled by the American Contractor of Chicago, show a great increase, amounting to 44 percent, over the operations in the same cities in June, 1915. The total figures for building permits last month in the 103 cities were $91,768,080 as compared with $63,890,860 for the corresponding month last year. This is the largest increase of any month thus far in 1916.

Of the 103 cities for which figures are given, sixty-seven show gains and thirty-six losses. The greatest gain in percentage in any of the large cities was shown in New York, which, with Brooklyn and the other boroughs, shows a gain of 117 percent over last year. The gain in Chicago was 45 percent and in Philadelphia 33 percent. Other notable gains were: In Cincinnati, 14 percent; Cleveland, 15 percent; Denver, 106 percent; Detroit, 85 percent; Indianapolis, 48 percent; Kansas City, 29 percent; Memphis, 12 percent; Minneapolis, 25 percent; New Orleans, 120 percent; Portland, Ore., 114 percent; San Francisco, 130 percent. A rather contradictory situation is shown in the Puget Sound country, where Seattle shows a loss of 29 percent and Tacoma a gain of 260 percent. The condition of the building industry is especially gratifying when it is considered that a large amount of construction work is held up because of the scarcity and high price of steel and other forms of building material, save lumber, which is available at low prices, comparatively speaking.

During the first six months of the year the total value of building operations in the cities named was $484,786,616, as compared with $381,264,854, for the first six months of 1915, this showing an increase of 27 percent. An analysis of the six months' building operations by sections shows a gain in New England territory of 17.1 percent; in the middle states of 20 percent; in the western states of 23.6 percent; in the northwestern states of 57.3 percent; in the southwest of 6.1 percent; in the southern territory of 22.5 percent and in the Pacific coast states of 30.4 percent.

Reports from eleven cities in Canada show a decrease during the first six months of 11.2 percent from the record last year. The figures for June, 1916, are as follows:

City.	June, 1916 Estimated cost	June, 1915 Estimated cost	Gain	Loss
Akron, Ohio	$1,323,455	$355,225	272	....
Albany, N. Y.	307,455	359,405	....	14
Allentown, Pa.	165,730	151,780	9	....
Atlanta, Ga.	252,776	334,246	....	24
Baltimore, Md.	541,791	557,979	....	3
Bayonne, N. J.	102,594	32,784	213	....
Berkeley, Cal.	254,475	214,650	18	....
Binghamton, N. Y.	175,123	155,208	13	....
Birmingham, Ala.	179,560	240,960	....	25
Boston, Mass. (and vicinity)	5,634,000	5,628,000	....	....
Bridgeport, Ct.	523,300	779,899	....	32
Brocton, Mass.	256,905	83,257	209	....
Canton, Ohio.	336,945	135,670	148	....
Cedar Rapids, Ia.	291,000	135,000	114	....
Chattanooga, Tenn.	58,645	61,435	....	4
Chicago, Ill.	11,050,700	7,613,500	45	....
Cincinnati, Ohio	1,082,580	940,635	14	....
Cleveland, Ohio.	2,742,570	2,378,510	15	....
Colorado Springs, Colo.	16,583	15,355	8	....
Columbus, Ohio.	557,370	410,370	36	....
Dallas, Tex.	311,440	142,125	119	....
Davenport, Ia.	115,572	90,008	28	....
Denver, Colo.	370,250	179,745	106	....
Des Moines, Ia.	204,220	150,252	36	....
Detroit, Mich.	4,941,635	2,669,265	85	....
Dubuque, Ia.	45,134	33,650	34	....
Duluth, Minn.	420,572	398,240	6	....
East Orange, N. J.	112,398	66,739	68	....
East St. Louis, Ill.	68,635	98,995	....	31
Elizabeth, N. J.	251,464	109,614	129	....
Erie, Pa.	353,989	155,254	128	....
Evansville, Ind.	115,452	53,717	115	....
Ft. Wayne, Ind.	335,875	173,250	94	....
Ft. Worth, Tex.	87,138	52,553	66	....
Grand Rapids, Mich.	460,153	216,908	112	....
Harrisburg, Pa.	126,155	221,950	....	43
Hartford, Conn.	814,703	462,523	76	....
Haverhill, Mass.	135,500	94,150	44	....
Hoboken, N. J.	16,480	64,140	....	74
Holyoke, Mass.	146,250	93,015	57	....
Huntington, W. Va.	76,451	114,480	....	33
Ind'apolis, Ind.	779,792	526,299	48	....
Jacksonville, Fl.	213,307	100,830	111	....
Kansas City, Kans.	117,547	72,531	62	....
Kansas City, Mo.	974,425	752,245	29	....
Lincoln, Neb.	144,935	137,257	5	....
Los Angeles, Cal.	1,037,532	997,240	4	....
Louisville, Ky.	260,145	332,420	....	19
Manchester, N. H.	137,702	316,917	....	56
Memphis, Tenn.	320,640	285,275	12	....
Minneapolis, Minn.	1,686,850	1,350,535	25	....
Montgomery, Ala.	54,245	26,286	106	....
Newark, N. J.	1,307,541	770,884	70	....
New Bedford, Mass.	210,925	201,150	5	....
New Haven, Ct.	257,580	451,025	....	43
N. Orleans, La.	614,932	279,731	120	....
N. Y. City	26,616,500	12,265,764	117	....
Boroughs of—				
Manhattan	18,322,110	4,392,190	317	....
Brooklyn	4,102,609	4,526,677	....	9
Bronx	2,322,278	1,286,041	80	....
No.ueens	1,346,141	1,744,075	....	23
Richmond, S. I.	523,362	316,781	65	....
Oakland, Cal.	423,193	27,718	1,427	....
Oklahoma City, Okla.	113,675	85,327	45	....
Omaha, Neb.	604,900	594,590	2	....
Pasadena, Cal.	103,064	163,839	....	37
Passaic, N. J.	163,520	61,940	164	....
Paterson, N. J.	121,114	313,748	....	61
Peoria, Ill.	116,625	178,500	....	35
Philadelphia, Pa.	5,147,115	3,873,850	....	35
Pittsburgh, Pa.	940,762	1,212,472	....	22
Portland, Ore.	983,215	460,095	114	....
Quincy, Mass.	269,139	130,612	106	....
Reading, Pa.	69,750	152,900	....	54
Rochester, N. Y.	662,042	969,632	....	32
Sacramento, Cal.	303,012	94,498	221	....
Salt Lake City, Utah	219,650	199,958	10	....
San Antonio Tex.	109,450	98,325	11	....
San Diego, Cal.	98,725	82,578	19	....
San Francisco, Cal.	2,046,756	891,007	130	....
San Jose, Cal.	77,086	23,370	230	....
Savannah, Ga.	97,050	115,580	....	16
Schenectady, N. Y.	118,493	91,883	29	....
Scranton, Pa.	228,086	343,491	....	33
Seattle, Wash.	447,390	631,045	....	29
Sioux City, Ia.	526,250	150,250	250	....
So. Bend, Ind.	66,721	91,477	....	27
Spokane, Wash.	138,415	240,390	....	42
Springfield, Ill.	95,135	157,225	....	39
Sp'gfield, Mass.	898,918	451,538	99	....
St. Joseph, Mo.	35,310	74,985	....	53
St. Louis, Mo.	1,215,520	1,465,695	....	17
St. Paul, Minn.	1,206,075	1,169,946	3	....
Stockton, Cal.	60,800	70,611	....	14
Superior, Wis.	187,120	73,948	154	....
Tacoma, Wash.	204,617	56,828	260	....
Tampa, Fla.	64,320	240,266	....	73
Terre Haute, Ind.	74,415	28,850	158	....
Toledo, Ohio.	595,104	762,845	....	22
Topeka, Kans.	37,625	39,065	....	4
Trenton, N. J.	286,249	486,267	....	41
Troy, N. Y.	55,753	93,475	....	40
Utica, N. Y.	129,725	272,400	....	52
Washington, D. C.	1,040,487	1,142,482	....	9
Wilkes - Barre, Pa.	117,351	58,111	102	....
Wilmington, Del.	231,575	105,296	120	....
Worcester, Mass.	660,152	348,148	90	....
Youngstown, O.	279,025	433,080	....	35
Total	$91,768,080	$63,890,866	44	....

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THE RECONSTRUCTED CITY.

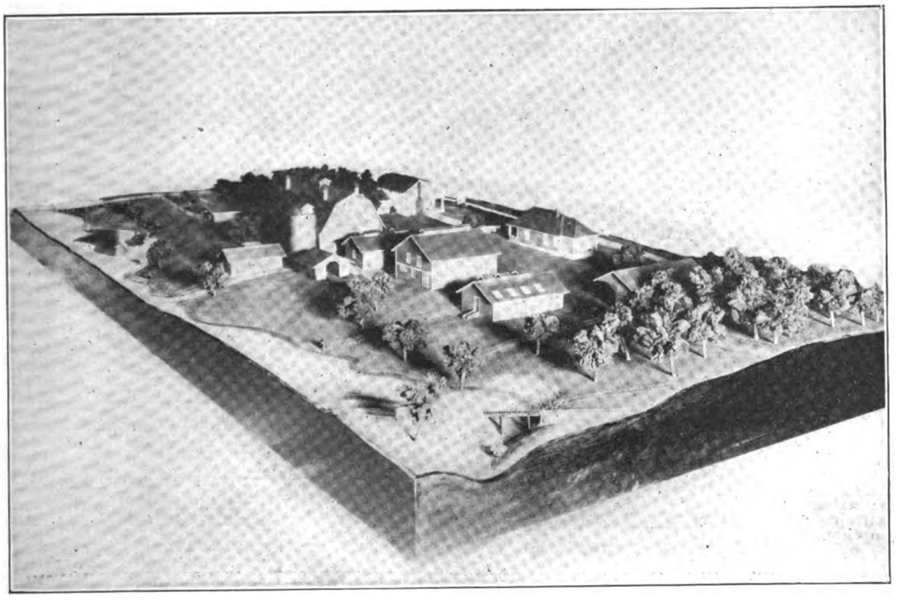
"The Reconstructed City" is the name of the world's exposition now being held in Paris, France, beginning on May 15, and lasting for four months. "The Reconstructed City" is a French national exposition to teach, even at this early date, how to rebuild the war-wrecked portions of northern France, when the war is ended. That the French government is already planning on an entire reconstruction of the cities destroyed by the movements of armies back and forth across the northern provinces is evidence of foresight of an unusual type.

It is to be a French exposition entirely, and America's part has been only the sending by lumber manufacturers of an exhibit showing the possibilities of American timber in this work of reconstruction.

"The Reconstructed City" is in several sections, different parts of the exposition being devoted to such departments as road-building, city planning, city residence construction, city industrial buildings, and rural work. In some cases the city planning department will work for an entire reconstruction on entirely new lines of the cities which have been wrecked by bombardment. In other cases only building construction along the old streets will be required. The road work will be important, also, for shells have raised havoc with the famous highways of northern France. Ruined farms will be no small part of the problem of reconstruction.

The Southern Pine Association, through its European agent, learned of the projected exposition, and was able to get an exhibit, not only of southern building types, but of typical American structural work on the last ship leaving New Orleans before the exposition. The American lumbermen have a series of models of buildings for city and farm, including a small mill construction building for industrial purposes, and models particularly of farm buildings, such as an ideal barn, swine house, poultry house and granary. Photographs of groups of these buildings are included and the balance of the exhibit is made up of samples of southern pine in various stages, from the original timber to the finished lumber. One of the unique features of the exhibit will be a relief plan of an ideal farm, with model buildings worked in, and a landscape effect with hills in relief, streams and roads.

THE EXHIBIT OF THE SOUTHERN PINE ASSOCIATION AT THE EXPOSITION OF THE RECONSTRUCTED CITY IN PARIS, IN CHARGE OF W. J. DREWRY, EUROPEAN REPRESENTATIVE OF THE SOUTHERN PINE ASSOCIATION, WHERE MR. DREWRY DISTRIBUTES SOUTHEN PINE LITERATURE PRINTED IN FRENCH. THIS HAS CAUSED MORE INTEREST IN PITCH PINE IN FRANCE THAN ANYTHING ELSE THAT HAS EVER BEEN DONE.



PICTURED OF "MODEL FARM" DONE AT THE INSTANCE OF THOSE IN CHARGE OF THE "EXPOSITION OF THE RECONSTRUCTED CITY" NOW BEING HELD IN PARIS, FRANCE, IN WHICH THE SOUTHERN PINE HAS FAITH AND OF WHICH THIS IS ONE OF THEIR EXHIBITS.

SCIENTIFIC RESEARCH DISCREDITS ASPHALT SHINGLES IN BOSTON AND UPHOLDS THE BUILDING COMMISSIONER IN HIS OPPOSITION TO SPECIAL LEGISLATION.

They have had a parrot and monkey time of it over asphalt shingles in Boston recently and apparently will have as long as Patrick O'Hearn remains the building commissioner of that learned city.

There is in Boston an organization called the United Improvement Association, which may be honest enough in its purpose, and which desires to see that asphalt roofs are given to the citizens of Boston and even went to the extent of seeing to it that special legislation was passed by the state legislature to bring this about.

It seems though that some conservative got at the bill before it finally passed and put in the saving clause that the building commissioner of Boston, while he might not prevent the use of asphalt shingles on Boston roofs, still was given discretionary power as regards the standard of asphalt shingles. This building commissioner, Patrick O'Hearn, objects to wooden shingles, although he admits that they make tight and durable roofs; and he objects to asphalt shingles because they are not in his opinion made thick enough.

The United Improvement Association recently issued to the citizens of Boston, a plea for the asphalt shingle introducing statements concerning the fire resisting qualities of the shingles by reference to the ordinary layman's method of testing fire resistance with a blow-pipe, and generally urging the people to get out and make public sentiment against Mr. O'Hearn's rulings.

Whether all this inspired the shingle demand for a REAL test of the asphalt does not appear. Nevertheless a real test has been made by Arthur D. Little, Inc., the National and Internationally known chemist of Boston and an announcement was made there on July 19, which shows that the asphalt shingle is not sufficiently fire resistant; that it practically contains no wool binder; that it is now running 15 percent or something like that to wood pulp, old rags, etc., establishing without question the contentions of Patrick O'Hearn, whose ruling was evidently based upon common sense and practical knowledge, which people sometimes arrive at without scientific assistance.

At all events asphalt shingle's claims over slate and the like are nil in the land. This Boston decision will have a very damaging effect on the sales of asphalt shingles, which thirty-five manufacturing firms are making and selling in this country, unless they make the shingle of such a standard of excellence as to actually meet the requirements.

NORTHERN HEMLOCK AND HARDWOOD ASSOCIATION.

The summer meeting of the Northern Hemlock & Hardwood Manufacturers' Association, it is announced, will be held at the Hotel Pfister, Milwaukee, Friday, July 28. There will be no set addresses and papers and the meeting will be primarily a business session, discussing hardwood grading and inspection and the steps that are being taken in the way of safe-guarding the interests of the members.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

APPROPRIATION FOR FOREST SERVICE AND FOREST LANDS PASSED.

Washington, D. C., July 22.—The senate last week passed the agricultural appropriation bill, which includes the annual appropriations for the Forest Service.

The appropriation this year for the Service aggregates $5,574,735, as against $5,553,256 for last year. In addition this year the bill carries an appropriation of $1,000,000 for the acquisition of forest lands on navigable streams, which is for the continuation of the National Forest Reservation Commission under the old Weeks Law. In addition the bill provides an appropriation of $2,000,000 for purchases for next year under the same act.

An appropriation of $25,000 is also included in this year's bill which was added as an amendment by Senator Ransdell, of Louisiana and which is for further experimentation of the use of wood in the manufacture of kraft wrapping paper. Experiments have already been carried on by the Forest Products Laboratory, at Madison, Wis., but the experts there want to make some "commercial runs" at various paper mills to see if their theories developed in the laboratory are commercially practicable. The appropriation will be utilized in this way.

NEW PROCEDURE IN LUMBER INVESTIGATION GOES INTO EFFECT.

Washington, D. C., July 21.—Federal Trade Commissioner Will H. Parry is no longer in charge of the lumber investigation being carried on by that body. The lumber investigation, together with all other investigations and any that may be taken up in the future, will be under the direct charge of a board of three economists. In other words, instead of any one commissioner being in charge of any one investigation, as has been done in the past, the new economic board will handle all of them. This new procedure has just gone into effect.

There has been much speculation here relative to this investigation and when any report could be expected from the commission. According to officials of the commission much has been done but a great deal yet remains to be done. It was expected that a report would be made to congress before this time but it is doubtful at this writing if a report will be made to this session of congress, it being assumed that it will adjourn on September 1 or thereabouts.

REPORT OF EXPORTS AND IMPORTS FOR YEAR ENDING JUNE 30.

Washington, D. C., July 20.—According to government reports the exports for the fiscal year ending with June amounted to $4,345,000,000 and the imports were valued at $2,180,000,000, making a total foreign trade for the year of over six and a half billion dollars, which is much larger than any previous total in the history of American commerce.

Statistics show that it was in 1872 that our foreign commerce first exceeded one billion dollars. By 1900 it had crossed the two billion dollar mark, by 1907 it had exceeded three billion, and by 1913 had risen over four billion, remaining around that level until the year just ended, when the six billion dollar mark was exceeded. Imports first exceeded one billion dollars' value in 1903 and are now a little more than twice as much as at that time. Exports first rose above one billion dollars' value in 1892 and are now four times as much as in that year.

THE RURAL CREDITS BILL BECOMES A LAW.

Washington, D. C., July 20.—President Wilson has, since our last issue, signed the rural credits bill, providing for the establishment of a system of farm land mortgage banks to handle the long-time mortgage loans of the farmers of the country.

The enactment of this law presents an achievement in four years that is almost unparalleled. A definite need existed, but the term rural credits and the systems in successful operation in Europe were little understood by the masses of the people of this country.

The movement was initiated at a meeting of the Southern Commercial Congress in Nashville, Tenn., in 1912, and approximately $100,000 was raised by that organization to commence the work afterwards completed by congressional action.

TARIFF COMMISSION BILL INCLUDED IN NEW REVENUE BILL.

Washington, D. C., July 6.—Provision is made in the revenue bill which has just been introduced in the house by Representative Kitchin, chairman of the Ways and Means Committee, for a tariff commission. The tariff commission as planned in the bill is really the Rainey bill, or in other words, the administration's tariff commission bill. Few and slight changes only are contained in the committee's bill.

The bill provides for six members for the commission, to be appointed by the president, not more than three of whom are to be members of the same political party. After the first appointments the members of the commission are to hold office for twelve years. A provision is made in the bill that "no person shall be eligible for appointment as a member of the commission who has been elected to or served in the Senate or House of Representatives of the United States."

Each of the members of the commission, according to the present bill, is to receive an annual salary of $10,000. The bill further provides that the commission shall have power to "investigate the tariff relations between the United States and foreign countries, commercial treaties, preferential provisions, the effect of export bounties and preferential transportation rates, the volume of importations compared with domestic production and consumption, and conditions, causes, and effects relating to competition of foreign industries with those of the United States, including dumping and cost of production." Other duties are also imposed upon the commission such as the making of investigations as requested by the president and congress.

The Cost of Production Division of the Bureau of Foreign & Domestic Commerce, Department of Commerce, is to be transferred to the commission when it comes into existence.

Provision is also made in the revenue bill for "unfair competition."

PROFESSOR COMPTON JOINS STAFF OF FEDERAL TRADE COMMISSION.

Washington, D. C., July 6.—Prof. Wilson Compton, of Dartmouth University, a well known writer on lumber economy has just joined the staff of the Federal Trade Commission. It is understood that Prof. Compton's first assignment will be on the lumber investigation, where it is expected he will do some very good work. Prof. Compton has given much study to the question and has written quite extensively for the lumber trade press.

INTERSTATE COMMERCE COMMISSION HEARINGS

Only one lumber hearing is now on the docket of the commission in a lumber case between now and our next press date, that being the one to be held on July 29 at Houston, Tex., before Examiner Bissell, of the Commission, in case No. 8728 of the West Lumber Co. et al., against the M. K. & T. Ry. Co. of T., et al. Practically no cases will be heard during the month of August.

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until January 9, 1917, the operation of certain schedules contained in tariffs of R. H. Countiss, agent, and F. W. Comph, agent. The suspended items contain increased rates on lumber and other forest products from points in California to points in New Mexico.

The operation of certain schedules appearing in supplements Nos. 11 and 12 to Agent F. A. Leland's I. C. C. tariff No. 1096 has been suspended until January 31, 1917. The items named in these supplements name increased rates on lumber, carloads, from certain points in Arkansas and Oklahoma to Chicago, Ill., and various other destinations.

The commissioners have suspended until February 18, 1917, the operation of certain items contained in supplements to I. C. C. tariffs of the Missouri Pacific and the St. Louis & Iron Mountain.

The suspended items name increased rates on lumber, carloads, from Arkansas City, Ark., to Memphis, Tenn., and other destinations.

INTERSTATE COMMERCE COMMISSION DECISIONS.

Among some of the lumber decisions handed down the last two weeks are the following:

In the case of the Nashville Lumbermen's Club against the Louisville & Nashville et al., the commissioners say:

"Rates and regulations applied to the transportation of hardwood lumber shipped to Nashville, Tenn., and subsequently reshipped to points north of the Potomac and Ohio rivers, not found unreasonable or unduly discriminatory. Complaint dismissed."

Commenting on case No. 7607 of the Advance Lumber Co., of Birmingham, Ala., against the Atlanta, Birmingham & Atlantic Railroad Co., et al., the commissioners say:

"Demurrage charges at Birmingham, Ala., on five carloads of lumber shipped from Chelsea and other Alabama points to Avondale, Ala., milled there, and reshipped to interstate destinations, found to have been unlawfully assessed. Reparation awarded."

An opinion in case No. 8346, involving J. V. Stimson, of Huntingburg, Ind., and a portion of Fourth Section application No. 1548, has been rendered by the commissioners. They say:

"1. Defendants' rate of 10c per 100 pounds for the interstate transportation of carload shipments of lumber from Huntingburg, Ind., to Shelbyville, Ind., not found to have been unreasonable or unjustly discriminatory. Complaint dismissed.

"2. Fourth Section, Application No. 1548, denied to the extent that authority is sought in it to continue rates on lumber from Rockport, Rock Hill, Troy, Tell City, and Cannelton, Ind., to Shelbyville, Ind., which are lower than the rate contemporaneously applicable on like traffic from Huntingburg, Ind., and other intermediate points to Shelbyville."

The commissioners have handed down a rather important decision in regards to their investigation into the lumber rate changes in the Pacific coast-southwest changes. They say:

"Proposed increased rates on lumber and lumber articles from points in Oregon, Washington, Idaho, Montana, and Western Canada, to points in New Mexico, Oklahoma, and Texas, not justified."

Relative to their investigation into the changes of rates on forest products from Arkansas points they say:

"Proposed cancellation of joint carload rates on lumber and on rough stave bolts from certain stations on the Blytheville, Leachville & Arkansas Southern Railroad to certain stations on the St. Louis & San Francisco Railroad, justified."

In disposing of their investigation into lumber rates from Louisiana points the commissioners say:

"Proposed increased rates on lumber in carloads from Leesville and other points in Louisiana on the Kansas City Southern Railroad to Galveston and intermediate points in Texas on the Gulf, Colorado & Santa Fe Railway, found not to have been justified and the schedules under suspension directed to be canceled."

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Personal News Notes

D. W. Ferry, Chicago manager of the McLeod Lumber Co., 1329 Monadnock building, this city, has been spending a few days during the heated term at South Haven, Mich., where his family is located for the summer.

Frank N. Snell, of the Louisiana Red Cypress Co., New Orleans, La., and Charles L. Barnett, of the Collier-Barnett Co., sash and door wholesaler of Toledo, Ohio, were in Chicago together a day or two last week. Mr. Snell installs his family every summer at Green Lake, Wis., and was on a visit in the north. He delivered one of the leading addresses at the World's Salesmanship Congress at Detroit, Mich., on July 12. The connection of Mr. Snell's name with Mr. Barnett's arises from the fact that these two prominent lumbermen have been close friends ever since their boyhood days and they never miss an opportunity to fraternize when they meet, which is usually at a lumber gathering.

C. Perry Lindsley, general manager of the Craig Mountain Lumber Co., Winchester, Ida., and of the Lindsley Bros. Co., Spokane, Wash., was in Chicago last week and participated in the reclassification hearing. Mr. Lindsley is especially interested in the long pole proposition, his testimony being to the effect that rates on the "idler" car used in transporting the long poles and the minimum weights on the shipments are somewhat to the disadvantage of the Idaho pole interests.

M. J. Fox, general manager of the Von Platen Lumber Co., Iron Mountain, Mich., was one of the interested attendants at the classification hearing here held recently. Mr. Fox reported an excellent demand for lumber, and combined a few advantageous sales of hardwoods during his visit here.

A. H. Whitmarsh, manager of the Wm. Buchanan interests of Texarkana, Ark., and one of the best known yellow pine lumbermen in the southwest, passed through Chicago last week on his way to his southern home after having spent some time with his family, who are located at their summer home at Charlevoix, Mich. Mr. Whitmarsh made a welcome call on his friends in the LUMBER WORLD REVIEW office.

The Kraetzer-Cured Lumber Co., of Moorehead, Miss., of which Ben F. Dulweber, of Cincinnati, is the principal owner, has recently established an office in Cihcago in charge of Henry F. Hooper, son of Edwin E. Hooper, secretary of the Lumbermen's Association of Chicago.

One of the most welcome visitors at the Interstate Commerce Commission's reclassification hearing held in Chicago recently, was George X. Wendling, vice-president and general manager of the Dalton Adding Machine Co., of Cincinnati, O. Mr. Wendling has been in the adding machine business only about six months and his large army of friends in the lumber trade have not forgotten him and as a result he was most cordially greeted by those who were in attendance at the hearing. He says that he likes his present business and is making a great success of it, as his friends knew he would do. It will be remembered that he was formerly, for many years, the head of the Weed Lumber Co., Weed, Cal., and was one of the most active lumbermen on the coast and in fact, in the entire country.

A new warehouse for the better distribution of oak flooring has been opened in Chicago by the E. L. Bruce Co., of Little Rock, Ark. The company has leased premises at Twelfth and Canal streets and will have its offices in connection. It is one of the most convenient locations for this class of business that could be found. Mr. Bruce expects to get in plenty of stock right along and will soon have the office and warehouse fitted up for his occupancy.

A. L. Porter, of Spokane, Wash., secretary of the Western Retail Lumbermen's Association and president of the National Builders Bureau, with offices at 1839 Transportation building, this city, arrived in Chicago from the coast last week and after a conference with his associate, W. L. Denniston, went right back west. Mr. Porter is very proud of the July number of the "Western Retail Lumberman," which he publishes in the interest of the retail association and the latest number of which was just issued. Mr. Porter has some very good articles in the paper for the retail lumbermen and especially adaptable to those in his territory, which covers a considerable slice of the western half of the country. He reports that the National Builders Bureau is progressing favorably.

Alfred J. Cross, of the C. L. Cross Lumber Co., this city, is spending his week ends at Oconomowoc, Wis., where his family is occupying a cottage.

W. L. Saunders and Charles R. Abbott, of the Cummer-Diggins Co., Cadillac, Mich., and Henry Ballou, general manager of the Cobbs & Mitchell interests, of Cadillac, were among the prominent lumbermen who were in attendance from Michigan at the classification hearing. Charles T. Mitchell, president of the Michigan Hardwood Manufacturers' Association, and J. C. Knox, secretary of the association, were here several days on the same mission.

NATIONAL COMMISSARY MANAGERS.

Russell E. Lee, secretary of the National Commissary Managers' Association, announces the seventh annual convention to be held at the Hotel La Salle, Chicago, Tuesday, Wednesday and Thursday, August 8, 9 and 10. No man interested in company store management can afford to miss the program that will be presented at this meeting. Men of national reputation will speak and it will be a splendid opportunity for the commissary men to meet hundreds of other men in the same line of business and discuss problems of commissary management.

HARDWOOD INSPECTION IN JUNE.

The National Hardwood Lumber Association has issued its monthly report of inspection work for June, showing 8,524,566 feet of lumber inspected by the salaried inspectors and 4,400,360 feet inspected by the fee inspectors, a total of 12,924,926 feet. The amount reinspected by Chief Inspector H. A. Hoover was 162,646 feet, which makes a grand total of 13,087,572 feet.

Applications for membership have been received during the month from the following concerns: Nelson-Jacks Lumber Co., Shreveport, La.; Beaumont Lumber Co., Beaumont, Tex., Southern Star Lumber Co., McKenzie, Tenn., Clearfield Lumber Co., Inc., Clearfield, Ky.

Secretary Frank F. Fish announces that a man representing himself as D. E. Willis or G. E. Willis, whose permanent address is unknown, has recently been in the Kansas City district and also at several Louisiana mill points. Mr. Fish states that this man has no authority whatever to issue certificates for his association nor has he any connection with the association.

OBITUARY

CHARLES G. SCHILLING.

St. Louis, Mo., July 20.—Charles Gerhard Schilling, sales manager of the Crossett Lumber Co., Crossett, Ark., died at the Alexian Bros. hospital, St. Louis, Monday evening last, at 7 o'clock. He had a nervous breakdown from overwork about ten days previous to his death and was taken to the hospital. The funeral took place from the Wagoner Undertaking Co.'s parlors, Wednesday afternoon at 2 o'clock and the body was taken to the Missouri crematory where it was incinerated.

Mr. Schilling was born in Cologne, Germany, December 28, 1875, and came to this country when a child. After attending school at St. Mary's, Kansas, he was employed in the post office at that place from 1893 to 1894. In 1894 he entered the employ of the J. T. Thomas Lumber Co., at Topeka, Kan., and remained there until 1898, when he became associated with the Saline River Lumber Co., at Draughon, Ark. Then he went to Chicago and became connected with Crandall & Leavitt in the hardwood lumber business. From there he came to the W. T. Ferguson Lumber Co., with which company he was connected for several years as sales manager. Later he became sales manager of the Crossett Lumber Co. and came to St. Louis a couple of weeks previous to his death to open a sales office. Mr. Schilling is survived by his wife and one son.

F. D. TORRENCE.

Findley D. Torrence, one of the leading retail dealers of the country and at one time president and for many years treasurer of the Ohio Retail Lumber Dealers' Association, of which his son, Findlay M. Torrence, is now secretary, passed away at his home in Xenia, Ohio, on June 25.

Mr. Torrence was engaged in the lumber business in Xenia for sixty years and was president of the McDowell & Torrence Lumber Co. at the time of his death. He was also treasurer of the Lumbermen's Mutual Insurance Co., Mansfield, Ohio, which he aided in organizing many years ago. He was president of the Home Building & Loan Co., of Dayton, Ohio, and a director in the Xenia National Bank at Xenia. He took a great interest in public affairs and served for several years as president of the Xenia city council. Mr. Torrence was a gallant soldier in the civil war, serving in the Sixteenth Ohio Battery and was mustered out at the close of hostilities. There were none who knew Mr. Torrence who did not admire him for his splendid social qualities and uniform courtesy.

Beside his widow he leaves two sons, Ridgley Torrence, of Boston, Mass., and Findlay M. Torrence, of Xenia, and a daughter, Pauline Torrence. The son Ridgley is a literary man and widely known as a poet and playwright.

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Clear cuttings count. They make the difference between lumber price and lumber cost. Southern hardwoods cut in our mills at Deering, Mo., and Huttig, Ark., give the largest percentage of clear cuttings. Send us your inquiries.
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Business Changes, Incorporations and Fires

New Concerns

Pawnee, Ill.—The Farmersville Lumber Co.; $20,000 capital. H. H. Allen, T. J. Galloway, Fred A. Baker.

Galveston, Tex.—The Southwestern Lumber Co.; $50,000 capital.

Hugo, Tex.—The Caylor-Chandler Lumber Co.; $10,000 capital. Floyd Caylor, George W. Chandler and M. W. Chandler.

Franklin, Ind.—The Ideal Veneer & Lumber Co.; $40,000 capital. James H. McCrea, Minor W. Davis.

Westby, Mont.—The Equity Lumber Co.; $100,000 capital. Maud H. Perkins, John C. Perkins and Chas. E. Perkins.

Chicago, Ill.—The Grand Avenue Lumber Co.; $2,500 capital. Jacob Swath, Nicolas J. Pritzker and Laura Miller.

Minneapolis, Minn.—The South Side Lumber Co.; $50,000 capital. John F. McGovern, Lee Byard and G. J. Gustafson.

Pana, Ill.—The Paddock-Houghton Lumber Co.; $25,000 capital. Joseph W. Paddock, Charles D. M. Houghton and William H. Sumption.

Boston, Mass.—The Eastern Lumber Co.; $10,000 capital. Allen Robinson, president; George L. Dillaway, treasurer, and Julia M. Troy.

Syracuse, N. Y.—Dorr Lumber Co.; $6,000 capital.

Eagle Pass, Tex.—United States Indestructible Tie Manufacturing Co.; $100,000 capital. W. F. Foust, C. W. Holly and F. C. Shearer.

Seattle, Wash.—Carnation Lumber & Shingle Co.; $100,000 capital. L. B. Swafford, Carton Burnett.

North Yakima, Wash.—Rovig Lumber Co.; $100,000 capital. R. D. Rovig, I. Rovig and Gus Lindman.

Damascus, Va.—Rainey-Minton Lumber Co.; $15,000 capital. E. T. Rainey, president; W. A. Minton, secretary and treasurer.

Bath, Me.—Morse Bros., Inc.; $100,000 capital. (Lumber, etc.) Herman L. O. Lingg.

Texhoma, Okla.—The Resident Lumber Co.; $10,000 capital. H. L. Choate, W. F. Cline and R. B. Choate.

Detroit, Mich.—National Lumber & Manufacturing Co.; $25,000 capital.

Buffalo, N. Y.—Pearce & Pearce, Inc., realty, construction, lumber, etc.; $10,000 capital. A. E. Sullivan, L. L. Pearce and A. H. Pearce.

Wilmington, Del.—Castner, Curran & Bullitt; $1,500,000 capital. (To deal in coal, coke, lumber, etc.) Herbert E. Latter, Norman P. Coffin and Harry T. Farrow.

New York, N. Y.—The Mayer Lumber Co.; $10,000 capital. Robert Kloor, James F. Reynolds and Hugo Mayer.

Wauseon, O.—The Weldon Handle & Lumber Co.; $10,000 capital. G. W. Evilsizer, Howard Lewis, Frank M. Hackett and others.

Orlando, Fla.—Southern Millwork Co.; $50,000 capital. J. L. Payne, president; T. Picton Warlow, vice-president, and J. P. Williams, secretary-treasurer.

Maytown, Fla.—Maytown Lumber Co.; $10,000 capital. R. C. Middleton, president; W. H. Dean, general manager.

Tampa, Fla.—Bates-Hudnall-Jetton Co.; $50,000 capital. J. E. Bates, president; J. L. Hudnall, vice-president and secretary; M. M. Jetton, general manager and treasurer.

Lockridge, Okla.—Lockridge Grain & Lumber Co.; $10,000 capital. S. W. Hogan, J. B. Plum and N. M. Hogan.

Bon Weir, Tex.—J. H. Coffman Lumber Co.; $25,000 capital. J. H. Coffman, B. J. Parritt and R. E. Pearson.

Meridean, Wis.—The Meridean Lumber & Fuel Co.; $10,000 capital. Harold A. Shaw, George B. Orlady and Frank Pierce.

Spokane, Wash.—The Jurgens Lumber Co.; $5,000 capital. Adele M. Jurgens.

Vancouver, Wash.—Etna Logging Co.; $20,000 capital. W. W. McCredie, J. R. Harvey and A. C. Chumasero.

Tuscaloosa, Ala.—The McGehee Veneer & Lumber Co.; $30,000 capital. A. M. McGehee, J. T. Harne and H. H. David.

Ottawa, Ill.—The L. M. Bayne Lumber Co.; $35,000 capital. L. M. Bayne, C. M. Bayne and Bert E. Cook.

Chicago, Ill.—The Hayes Lumber Co.; $5,000 capital. Roger Hayes, Charles Kramer and F. Pullman.

Everett, Wash.—The Everett Sash & Door Co.; $10,000 capital. William Rasmussen, Louis L. Rasmussen and George A. Bell.

Waycross, Ga.—The Southern Pine Products Co.; $300,000 capital.

Shreveport, La.—The Colfax Timber Co.; $5,000 capital. J. B. McKnight, president; J. H. McNeeley, vice-president; S. B. Strother, secretary and treasurer, and Frank Conly, manager.

McCaysville, Ga.—The Copperhill Timber & Mineral Land Co.; $340,000 capital. Jos. P. Vestal, John H. Vestal, J. W. Brooks and others.

New Mills

Nelson, B. C.—C. L. Wiley, of Seattle, Wash., is building a shingle mill near here.

Emmett, Ida.—The Boise-Payette Lumber Co. will erect a new lumber mill which will have a daily capacity of 200,000 feet.

Macon, Ga.—The Macon Veneer Co., lately incorporated, will erect two buildings and install equipment to manufacture veneers; daily capacity 15,000 feet.

Homestead, Fla.—The Miami Lumber Co., lately incorporated, of Miami, Fla., will operate a lumber plant here with a daily capacity of 10,000 feet.

Jonesboro, Ark.—The Wegman-Mason Milling Co. will erect a sawmill which will have a large daily capacity.

Albany, Ga.—The Reynolds Bros. Lumber Co., of Franklin, N. C., will build a mill to cut cypress and hardwood timber with a daily capacity of 40,000 feet.

Houlka, Miss.—Geo. C. Brown & Co., of Memphis, Tenn., have purchased a hardwood timber tract and will build mill.

Johnson City, Tenn.—The Doe Mountain Lumber Co. has purchased 12,000 acres timber land and will build mill.

Townsend, Tenn.—The Little River Lumber Co. will rebuild its plant lately burned.

Business Changes

Chino, Cal.—The William Sullivan Lumber Co. has been succeeded by the Chino Lumber Co.

Arriba, Colo.—The E. S. Johnson Lumber Co. has been succeeded by Charles G. Carlbom.

Cerro Gordo, Ill.—B. F. Huff has been succeeded by the Cerro Gordo Lumber Co.

Chicago, Ill.—The Osgood & Richardson Co. has been succeeded by the George B. Osgood Lumber Co.

Woodson, Ill.—W. G. Russell & Son have been succeeded by the La Crosse Lumber Co., of Louisiana, Mo.

Correctionville, Ia.—The Smith-Hovelson Lumber Co. is out of business.

Louisville, Ky.—The Boyd Hardwood Lumber Co. has changed its name to the Boyd Hardwood Lumber & Coal Co.

Edgar, Mont.—The A. P. Stewart Lumber Co. has been succeeded by John Rogers (Inc.) with headquarters at Billings.

Homestead, N. J.—The Hollingshead-Kernan Co. has consolidated with the Edward Kernan Co.

Bridgewater, N. C.—Abernathy, Lyerly & Co. have been succeeded by the Lyerly Lumber Co.

Toledo, O.—The Tolelo Bending Co. has reduced its capital stock from $60,000 to $52,500.

Falls City, Ore.—The Falls City Lumber Co. has been succeeded by the Falls City Lumber & Logging Co.

Sauk City, Wis.—Dresen Bros. are now the Dresen Lumber Co.

Bringhurst, Ind.—The Voight Lumber Co., of Lilbourn, Mo., has opened a yard here.

Indianapolis, Ind.—The American Lumber & Export Co. has closed its office here.

Louisville, Ky.—H. A. McCowen & Co., Inc., have moved to Memphis, Tenn.

Grand Rapids, Mich.—Maley & Wertz, of Evansville, Ind., have opened an office here.

Stanford, Mont.—The Basin Lumber Co. has sold out to the Stanford Mercantile Co.

Newark, N. J.—The East Side Building & Lumber Co. is now known as the Port Newark Building & Lumber Co.

Wheeling, W. Va.—The John W. Beltz & Sons Co. is now the J. W. Beltz & Sons Construction Co.

Ladysmith, Wis.—The Flambeau River Lumber Co. has increased its capital from $200,000 to $300,000.

Stewart, Ala.—A. M. McGehee, of Tuscaloosa, has purchased the entire plant and equipment of the Stewart Veneer Co. for a consideration upwards of $30,000 and will assume charge and operate this concern immediately.

Minneapolis, Minn.—M. Bintner, of Bintner & Lawson, sash and door manufacturers, has sold his interest in the firm to John Nelson. The company will henceforth be known as the Nelson & Lawson Co.

Marengo, Ill.—The J. H. Patterson Co. has increased its capital from $15,000 to $35,000.

Manatee, Fla.—M. G. Rushton is now the Rushton Lumber Co.

Grand Rapids, Mich.—The Alt & Batsche Manufacturing Co. has increased its capital to $25,000.

Chicago, Ill.—The Kraetzer-Cured Lumber Co., of Moorehead, Miss., has opened an office at 11 South La Salle street, this city.

St. Louis, Mo.—The Hummelsheim Lumber Co. has changed name to the Shellabarger Lumber Co.

Fires

Asherton, Tex—Fire swept the Asherton Lumber Co. yards causing loss of $20,000, fully covered by insurance.

Seattle, Wash.—The dry kilns of the Sobey Manufacturing Co.'s shingle plant at Ballard burned; loss $25,000.

Indianapolis, Ind.—Shed of the Wabash Veneer Co. burned.

Nauvoo, Ill.—All of the lumber and sheds in the yards of the Taber Lumber Co. burned; loss $30,000.

Bellingham, Wash.—Three dry kilns and 2,300,000 shingles at the Bloedel-Donovan Lumber Mills, Lake Whatcom plant, burned; loss about $9,600, covered by insurance.

Wausau, Wis.—The Mohr Lumber Co.'s sawmill, planing mill, box plant and factory burned; estimated loss $100,000.

McNary, La.—Mill of the W. M. Cady Lumber Co. burned; loss estimated at $150,000.

Pharr, Tex.—Yard of the Pharr Lumber Co. burned; will be rebuilt.

Gladewater, Tex.—Fire destroyed the planer belonging to W. W. Bradley. Fifty thousand feet of lumber in the yard burned, also two box cars; the planer was valued at $3,000.

Indianapolis, Ind.—Fire in the plant of the Greer-Wilkinson Lumber Co. caused damage of $3,000.

Stables, La.—Twenty or more buildings owned by the Gulf Lumber Co. burned; loss estimated at $50,000.

Salem, Mass.—The lumber mill of A. M. Joly damaged by fire to the extent of $10,000.

Middleton, Ore.—E. M. Chandler's sawmill burned; loss $12,000.

Townsend, Tenn.—The Little River Lumber Co.'s sawmill, ice plant, dry kiln and engine house burned; loss $75,000.

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The News Miscellany of the Lumber World

Middle States News

BUFFALO, N. Y.

Buffalo, N. Y., July 22.—This city had quite a number of lumber visitors during the Shriners' convention at the middle of the month, but they were on pleasure bent and did not call as a rule at the lumber offices. The convention brought a greater throng to the city than has been seen here for years, the estimated number of outsiders being about 300,000. Among lumbermen taking a prominent part in the proceedings were F. M. Sullivan and Chester Oschuetz, who were at the head of divisions in one of the big parades.

From present indications the building permits for August will nearly come up to those of July, when the total cost was $1,691,000, or a little in excess of last year. During one week this month the permits amounted to $528,000, which is an exceptional record. A good deal of brick, stone and cement building is being done, somewhat to the overshadowing of lumber, but there is nevertheless a good percentage of frame construction and a fair call for millwork.

The shortage of labor is affecting the work of the lumber yards, as well as of the woodworking industries. While it generally pays to advertise, it is not paying as well as sometimes, for certain lumber yards are finding it expedient to keep a standing advertisement in the newspapers in the hope of getting a fuller supply of laborers. Probably every yard here is shorthanded and few questions are asked when an applicant for a job appears. The big industries of the city are also much in need of men. They are paying the highest wages in years.

Wood block paving which was laid on Chapin parkway a short time ago has not met the requirements of the situation—not from any defective conditions in the wood itself, but because of a lack of good foundation underneath, which leaves the finished work in wavy shape.

North Tonawanda interests have formed the Hope Operating Co., with capital of $1,250,000, to develop property near Thessalon, Ont. It consists of 108 acres, with a sawmill and other equipment formerly owned by the Foss estate of Bay City. The timber is mostly white pine, and it will be manufactured during the next six years. Members of the company are G. A. Mitchell, J. L. Crane and L. S. De Graff.

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NEW YORK, N. Y.

New York, July 22.—J. F. Drescher, eastern sales manager of Bloedel-Donovan Lumber Mills, is on a trip to the headquarters of the company at Seattle. Mr. Drescher has been representing the Bloedel-Donovan interests in New York for the past two years, and during his stay here has made a fine record in spite of the unforeseen handicaps to west coast lumber, such as the outbreak of the war and the subsequent closing of the Panama canal. Since the canal slides and the war made water transportation impossible, Mr. Drescher turned about and developed a new line of trade that could be served by all-rail shipments and made a big success of the undertaking.

The Mayer Lumber Co. is the name of a new concern recently incorporated to engage in the retail lumber business in Brooklyn. The head of the concern is Hugo Mayer, who was formerly associated with his father in the lumber, sash and door business in Brooklyn.

Northern States News

LINCOLN, NEB.

Lincoln, Neb., July 20.—The partnership heretofore existing between J. W. Holmquist, A. C. Holmquist, A. G. Heine, Henry Heine, M. P. Miller and John Moseman, in the Holmquist Grain & Lumber Co., has been dissolved by mutual consent. J. W. and A. C. Holmquist will continue business under the old name at Oakland, Craig, Bancroft and Rosalie, while the other partners, under the firm name of Moseman-Heine Co., have taken over the yards at Emerson, Thurston and Pender, with headquarters at the last named place.

The well-known firm of Curtis, Towle & Paine Co. of this city have purchased the sash and door business of E. Horn of Topeka, Kan., and will shortly open a branch of the Lincoln house at that point, which will enable them to give better service to their Kansas trade than they are at present able to do. This branch will be brought up to the standard required by the "Curtis Service," and will be a valuable addition to the Kansas commercial interests. Since the completion of their new addition last fall, and the removal of their offices to the new building, they have one of the most complete and convenient sash and door factories west of the Missouri.

The firm reports a very satisfactory business and attribute a large part of their increase in business to the "Curtis Service" branch of their activities. This service has proved to be of great benefit to the customers who have made use of it, and its use is constantly increasing.

* * *

MINNEAPOLIS, MINN.

Minneapolis, Minn., July 22.—The continued high stage of water is making it difficult for the Mississippi and Rum River Boom Co. to manage the big log drive from Brainerd to Minneapolis, where the logs are destined for the mills of the Northland Pine Co. Even after logs reach the millpond they are often swept out of booms by a sudden rise of water. Extra booms and men are required to keep the vagrant logs in tow.

P. M. Parker, of the Parker-Kellogg Lumber Co., returning from a tour of inspection of mills in the northern part of the state, reported that his firm is doing a big business in lath this year. The various mills under contract with his firm are turning out an average of four carloads a day of lath, and shipments are going forward to supply building demands.

H. W. Squier, well-known representative of west coast lumber manufacturers in Minneapolis territory, is now with the W. L. Joyce Co., wholesalers of hard and soft wood lumber. The firm has an office in the Lumber Exchange, Minneapolis, and Mr. Squier will have charge of the yard stocks and also visit the retail trade.

W. R. Gray is manager of the Park Lumber Co., which has leased the sheds and yards of the St. Croix Lumber Co., in the Midway district between Minneapolis and St. Paul. The new firm will conduct a retail lumber yard.

The Humbird Lumber Co. has added Charles E. Sipes to its sales force, to travel out of the Minneapolis office, and G. B. Patterson, to cover Montana territory.

E. I. Garland, an experienced sales manager, is now handling the sales for the Weyerhaeuser Lumber Co., in territory east of Minneapolis.

W. I. Carpenter, jr., who was graduated from Princeton in June, has joined his father in the lumber business in the Lumber Exchange, Minneapolis.

Pacific Coast News

PORTLAND, ORE.

Portland, Ore., July 12.—An excursion is proposed by Portland business men in which lumbermen will participate, owing to the importance of the district to the lumber industry of the Pacific coast to a considerable extent, to Coos Bay, Ore., where the C. A. Smith interests are located. The excursion marks the opening of the Willamette Pacific railroad from Eugene, Ore., to Marshfield, Ore., and the completion of the railroad bridge at the Umpqua river, and which opens this district to eastern rail trade.

Announcement has been made that the Southern Pacific, the Great Northern and the Northern Pacific railroads will make effective at an early date a tariff allowing shipments of lumber via Portland to territory in Montana, Minnesota and other eastern points on the northern lines at terminal rates. Heretofore the mills on the Southern Pacific railroad in Willamette valley were excluded from these lines.

John W. Blodgett, of Grand Rapids, Mich., heavily interested in western timber lands, has been a visitor on the Pacific coast some time. He was in attendance at the annual meeting of the Booth-Kelly Lumber Co., Eugene, Ore., in which he is interested.

The Oregon branch of the Western Pine Manufacturers' Association held an interesting meeting here recently. The regular semi-monthly meeting of the association will be held at Bend, Ore., early in August. Fifty million feet, out of a goal of sixty million, has been pledged for the organization of a box bureau of the association. This will be organized at the August meeting.

* * *

SEATTLE, WASH.

Seattle, Wash., July 19.—The big six-masted American barkentine E. R. Sterling, of Seattle, has arrived in Sydney, Australia, with a cargo of 2,526,000 feet of lumber loaded here for the Australian government. The lumber was supplied by the Schwager-Nettleton Mills and $85,000 was paid for it. The vessel owners received $45,000 for carrying the cargo. The Sterling is chartered ahead until the latter part of 1917. Including the voyage just ended, the charters will net the vessel owners $150,000.

The codfishing schooner Fortuna has been chartered to take lumber from Puget sound to Chile and Peru. She will carry 250,000 feet. This is one of the smallest boats ever chartered for this trade and indicates how eager lumbermen are to get carriers for their products. The little brigantine Harriet G. also has been chartered to take lumber from Puget sound to South America. She will carry 300,000 feet.

Lumbermen of this city have received information that the Union Pacific system soon will make a reduction in lumber rates from the Pacific northwest to Missouri river, Kansas and Nebraska points of five cents a hundred. It is believed other transcontinental railroads will meet this reduction. This cut, it is declared, will be of great benefit to the lumber interests of this section of the country, as it will enable them to better compete with the yellow pine manufacturers of the south.

The state of Washington's annual payroll in the lumber industry will total $5,700,000, according to an assessment call of the state industrial insurance commission. The commission has issued a call for an assessment of 2½ percent for the months of April and May. The assessment will yield $167,000.

The barge Henry Villard carried 450,000 feet of lumber to the Copper River & Northwestern railroad at Cordova, Alaska, this week.

The Japanese steamer Hokkai Maru, under charter to Mitsui & Co., is in Seattle to take a cargo of lumber to South America.

The Canadian government is asking for bids on 4,000,000 feet of 12x12 Douglas fir timbers and 1,000,000 feet of 3x9-inch stuff to be delivered by rail at ship's side in Halifax. Another interesting order by the Canadian government is a large quantity of spruce for aeroplanes. The government is willing to pay from $200 to $225 a thousand feet for this material, which must be quarter sawed.

Gulf Coast News

HATTIESBURG, MISS.

Hattiesburg, Miss., July 15.—The recent tropical storm which swept over this region did much damage to lumber mills.

The J. J. Newman Lumber Co. had very little timber to blow down, but their mill was unroofed. Some of the blow pipes blew down, which compelled them to close down until Saturday morning, when they started up on full time again.

The Brookhaven Lumber Co. lost part of the roof of their mill. Part of their blow pipe system and slab conveyor was blown down, but the damage has been repaired and they are again operating.

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SHINGLE SATISFACTION

ALL AROUND

FOR

ALL CONCERNED

IN

RITE-GRADE

RED CEDAR SHINGLES

THESE MILLS MAKE 'EM:

ALOHA LUMBER CO., Aloha, Wash.

ATLAS LUMBER CO., Alaska Building, Seattle, Wash.

BAKER RIVER LUMBER CO., Concrete, Wash.

C. A. BLACKMAN & CO., Everett, Wash.

BLOEDEL DONOVAN LUMBER MILLS, White Building, Seattle, Wash.; Eastern Office: No. 17 Battery Place, New York.

CASCADE LUMBER & SHINGLE CO., Snohomish, Wash.; Eastern Offices: Britt Craven, Room L, McKnight Bldg., Minneapolis, Minn.; Sturm & Yaw, First Nat'l Bank Bldg., Great Falls, Mont.

CASE SHINGLE & LUMBER CO., Raymond, Wash.

C. B. LUMBER & SHINGLE CO., Everett, Wash.; Sales Agent: Pacific Timber Co., Everett, Wash.

CHERRY VALLEY SHINGLE CO., Duvall, Wash.

CLEAR LAKE LUMBER CO., Clear Lake, Wash.

COPALIS LUMBER CO., Carlisle, Wash.

CORY SHINGLE CO., Sedro-Woolley, Wash.

CRAFT SHINGLE CO., McCleary, Wash.

DAY LUMBER CO., Big Lake, Wash.

DOTY LUMBER & SHINGLE CO., Doty, Wash.

EAST HOQUIAM SHINGLE CO., Hoquiam, Wash.

EUREKA CEDAR LUMBER & SHINGLE CO., Hoquiam, Wash.

GARNER SHINGLE CO., Everett, Wash.

GLOBE LUMBER CO., INC., Globe, Wash.

GRAYS HARBOR SHINGLE CO., Aberdeen, Wash.

HILLVIEW SHINGLE CO., Montesano, Wash.

HUNTTING MERRITT LUMBER CO., LTD., Vancouver, B. C.; Eastern Offices: MacGillis & Gibbs Co., 1302-8 Wells Bldg., Milwaukee, Wis.; Frank S. Thomas, 100 Ellwanger & Barry Bldg., Rochester, N. Y.

JOHN McMASTER SHINGLE CO., 755 Stuart Building, Seattle, Wash.

JAMISON COMPANY, Everett, Wash.; Eastern Offices: Jamison Company, R. A. Long Bldg., Kansas City, Mo.; Jamison Company, Lumber Exchange Bldg., Minneapolis, Minn.

L. B. MENEFEE LUMBER CO., 1406 Northwestern Bank Bldg., Portland, Ore.

J. N. MOORE, Kelso, Wash.

O'NEIL GOWAN LUMBER CO., 203 Savage-Scofield Bldg., Tacoma, Wash.

M. R. SMITH SHINGLE CO., 1307-08 R. A. Long Bldg., Kansas City, Mo.; Toledo, Ohio; Western Office: Tacoma, Wash.

MUKILTEO SHINGLE CO., Everett, Wash.; Sales Agent: Pacific Timber Co., Everett, Wash.

ST. PAUL & TACOMA LUMBER CO., Tacoma, Wash.

STEARNS LUMBER & SHINGLE CO., Stearnsville, Wash.

SUNSET SHINGLE CO., Montesano, Wash.

THREE LAKES LUMBER CO., Three Lakes, Wash.; Eastern Office: 1401 Long Building, Kansas City, Mo.

THURSTON - FLAVELLE LUMBER CO., Port Moody, B. C.

VANCOUVER CEDAR MILLS, LTD., Vancouver, B. C.; Eastern Offices: Chas. Plant, 251 McKnight Bldg., Minneapolis, Minn.; R. L. Andres, 343 So. Dearborn St., Chicago, Ill.

WESTMINSTER MILL CO., LTD., New Westminster, B. C.; Sales Office: Coast Central Mill Co., New Westminster, B. C.

THE WILCOX SHINGLE CO., Aberdeen, Wash.

WOOD & IVERSON, INC., Hobart, Wash.

FOR OTHER INFORMATION

SHINGLE BRANCH

WEST COAST LUMBERMEN'S ASSOCIATION

SEATTLE - White Building - WASH.

The Poplarville Sawmill Lumber Co., at Poplarville, had several miles of its logging road washed away and the dam of its pond blew out. The dam has been repaired and the mill is in operation this week.

Bentley & Emery, of Richton, lost one stack and water tank at mill No. 1; also portions of the roof from mills No. 1 and No. 2. Their blow pipes at the planing mill are also down. Their railroad is badly washed in places and one long trestle over Bogue Homa creek is damaged to considerable extent. It will likely be ten days or two weeks before they can start their mills. They lost but little timber.

The Robinson Land & Lumber Co., Chicora, who were in the center of the storm, say that the damage to their timber will hardly be over five percent, and a good part of which they will be able to recover without any serious loss. Their railroad was but very little damaged, and only a small trestle or so washed out. The damage to the plant is also small, with several stacks being down and a roof or so somewhat damaged. They are now running one mill and will have everything in shape to go ahead with mill No. 2 within the next few days. It was their large timber that fell and a large percentage of which is red heart.

Southwestern News

KANSAS CITY, MO.

Kansas City, Mo., July 22.—The settlement of the building strike here is the biggest news development of the last two weeks. A compromise satisfactory to all parties was arranged between the striking building laborers and the Builders' Association. The decision affects 2,000 men and a number of the largest construction jobs underway here. The agreement was a compromise, the laborers receiving a 2½ cent advance in wages per hour. Originally they asked a 5-cent increase.

The new scale will give the men 37½ cents an hour and plumbers' helpers 40 cents an hour. Although 22 independent contractors had already acceded to the proposal for a 5-cent advance, the compromise offer of 2½ cents came from the union representatives at the conference.

Another labor agreement that lumbermen were interested in was that in the coal fields of Missouri, Kansas, Oklahoma and Arkansas. So closely related are the lumber and coal interests that the conference of miners and operators just ended here has been closely watched by lumbermen. The miners received a wage increase of from 3 to 5 cents a ton.

Crop reports continue to be an optimistic item in the news and recent rains have done much for the corn, the only farm crop not now safe.

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LITTLE ROCK, ARK.

Little Rock, Ark., July 22.—The Twin City Hardwood Co. of Minneapolis, Minnesota, on July 17 closed a deal with the Pine Bluff Chamber of Commerce for the purchase of a site in Pine Bluff on which will be erected a plant for concentrating and shipping hardwood timber. The company proposes to ship at least three hundred cars from the Arkansas plant during the first year, and probably will double the amount the second year. It is stated that the deal involved some $50,000.

More than 15,000,000 feet of timber in Clay county, Arkansas, owned by the Brooklyn Cooperage Co., of Poplar Bluff, Missouri, was ruined by the recent wind storms, according to reports from Corning, Arkansas. The young and second growth timber was also badly damaged, it is said. On account of this great loss it is estimated that the company will finish cutting its holdings in Clay county about three years sooner than it had expected.

Material and tools for the construction of the Fort Smith, Subiaco and Eastern railroad have been received at Dardanelle. It is proposed to begin the grading work at three points along the line at the same time, so that the work may be better facilitated. The steel for the new road has been purchased from the Rock Island and will be assembled at Dardanelle.

Working on a contract secured by the parent company, the John Deere Plow Co. of Moline, Illinois, the Fort Smith Wagon Co. of Fort Smith, Arkansas, is now busily engaged in getting out the principal parts of 1,000 army wagons for the United States government. All of the wagons, except the wheels, will be made at Fort Smith. The wheels will be turned out by the plant at Moline. Oak, hickory and poplar will be used principally in making these wagons, which are to be of medium weight and built to stand hard service under almost all weather conditions. They are for use by the commissary department of the army and are designated as escort wagons. They will be equipped with heavy canvas tops. The total contract price is said to approach a half million dollars, and an early delivery is specified in the contract.

Central Southern News

NASHVILLE, TENN.

Nashville, Tenn., July 22.—The record of the supervisor of buildings of Nashville shows building permits for June amounting to $290,843, compared with $107,702 the same month last year. Building in Nashville for the first half of the year amounts to several million dollars.

Furniture manufacturers in this territory have inaugurated an organized system of advertising to the public the reasons for the tremendous increase in the cost of manufacturing furniture. It is shown in page newspaper advertisements that raw material has advanced all the way from 2 to 5,000 percent in cost. One manufacturer writes that lumber of all grades has advanced an average of about 20 percent, and finishing materials have shown corresponding increase. Tabulated statements of advances in lumber are printed, showing advances from 2 to 45 percent.

The name of Baker, Jacobs & Co., well known hardwood manufacturers and dealers, has been changed to Henderson Baker & Co. Mr. Baker purchased the interest of A. P. Jacobs, who retired some time ago, and the change in name will not mean any change in the present organization of the company, which operates several plants in Tennessee, and has central distributing offices and yards in Nashville. Cosmo Roberts, well known member of the trade, is associated with Mr. Baker.

The W. F. Bradley Lumber Co., Tracy City, Tenn., has moved its plants to Brewton, Ala., where it will operate mills for the manufacture of oak, ash, dogwood and persimmon dimension stock. A large area of timber land in the vicinity of Brewton has been purchased from Miller Lumber Co., of that place, and will be developed. Owing to recent storms and heavy rains completion of the plants will be delayed.

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MEMPHIS, TENN.

Memphis, Tenn., July 22.—The new bridge over the Mississippi at Memphis has been opened for traffic and both freight and passenger trains have been using this structure since July 15. Only one track has been completed so far but the other will be ready shortly and most of the roads making any use of the Harahan bridge are already routing all their trains that way. This bridge is expected to prove a big aid to the lumber trade because furnishing greatly increased facilities for the handling of logs, bolts, staves and other rough material into Memphis from the west and for sending out lumber and other finished products bound for western points. It is also anticipated that the new bridge will play an important part in the development of West Memphis, the new industrial town across the river, and that it will also add greatly to the value of both timbered and cut over lands in eastern Arkansas. Lumber interests here have extensive holdings in that territory and they are already finding an improved call for both standing timber and cut over lands since the building of this bridge has led to plans for the construction of new roads that will furnish facilities for development not heretofore at hand.

Harry Bonner has opened the new mill at Augusta, Ark., recently acquired from J. H. Bonner & Sons with which he is connected. This mill will be operated in connection with the larger mill of the same company at Jonquil, Ark. Mr. Bonner said before leaving that there had recently been a decided increase in demand for cut over timberlands and that his brother had succeeded in making several quite satisfactory sales for this purpose.

O. M. Krebs, manager of the McLean Hardwood Lumber Co. at Memphis, has been spending a great deal of his time at Little Rock recently, where he is looking after the construction of the hardwood mill of the McLean-Arkansas Lumber Co. This new mill is located at Argenta, a suburb of Little Rock. Mr. Krebs will continue to look after the business of the McLean Hardwood Lumber Co. at Memphis but he will also continue supervision of

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the business of the McLean-Arkansas Lumber Co. The plant at Argenta will be completed by October 1. In the meantime the McLean interests have secured plenty of timber in Arkansas to supply both the Memphis and Argenta plants for a number of years.

Inland Empire News

SPOKANE, WASH.

Spokane, Wash. July 21.—Cascara bark is one of the most valuable assets of the lands owned by the state of Washington, according to Clark V. Savidge, Washington state land commissioner, who made a recent trip to Spokane. Large quantities are to be found on practically all of the state land, and in order that it, together with timber and other valuable material, may be preserved, Commissioner Savidge is sending out a warning to keep trespassers off the state land.

Articles of incorporation have been filed for the Western Cedar Pole Preservers Co. of Spokane, Wash., giving the following named Spokane men as incorporators: Robert M. Fullerton, Edward A. Lindsley, Howard C. Culver, Otto S. Hanson and Milo P. Flannery. The officers of the corporation are: Otto S. Hanson, president; Howard Culver, vice president; Edward A. Lindsley, secretary; Robert M. Fullerton, treasurer, and Frank Culver, of the Sandpoint Lumber & Pole Co. of Sandpoint, state agent. The capital stock of the company is $25,000. The company has purchased ten acres at Sandpoint, Ida., north of Spokane, on which they will erect their creosoting plant. This plant will be equipped with vats and appliances whereby a carload of poles may be treated at one time.

The reclamation service has entered into a contract with the Kittitas Lumber Co. at Ellenburg, Wash., west of Spokane, for the sale of the timber on the Lake Keechelus reservoir site, amounting to approximately forty million board feet. The logging will be done by the reclamation service, who will deliver the logs to the boom in the lake near the sawmill. It is estimated that an average of 75,000 board feet of logs will be delivered to the mill boom daily.

A joint meeting of the members of the Western Pine Manufacturers Association and the California Association of Soft Woods will be held at Bend, Ore., August 8 and 9. At a meeting of the Spokane, Wash., division of the Western Pine Manufacturers' Association, held this week, it was unanimously decided to join with the California lumbermen in a two days' discussion of uniform manufacture and uniform grades.

The new buildings of the Inland Empire Paper Co. at Spokane, construction and equipment of which will cost $225,000, are nearly done. The bleaching plant will be in operation by September and the sulphite plant in November, according to R. S. Talbot, the general manager. Construction of the two main buildings, which will inclose the wet machine and steam rooms, is about at an end. They have an area of 45 by 162 feet, two stories high. The bleaching plant will have an area 45 by 144 feet and a height of two stories. Sixty per cent of the work has been done on the digester building, which will have a floor area 30 by 60 feet and a height of 100 feet. The three acid plants are half done. These will be one story and cover an area 60 by 100 feet.

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COEUR D'ALENE, IDA.

Coeur de'Alene, Ida., July 20.—Supervisor M. H. Wolfe of the Forest Service, stationed at Coeur d'Alene, has closed a contract for 54,000,000 feet of saw timber in the vicinity of Leiberg creek, a branch of the Little North Fork river in north Idaho, with the Rose Lake Lumber Co. of Rose Lake, Ida., for $135,000. It is estimated that 35,000,000 feet of the total is white pine, which was bid at $3.50 a thousand feet. The timber stands on about 3,000 acres but the cutting will only be a partial one. The forestry office has estimated that it will take five years to make the cutting, but this time may be lessened by the company if the work is rushed. The Forest Service will mark the timber which is to be cut. Besides the 35,000,000 feet of white pine, the trees to be marked will be of mixed varieties. The company will pay in amounts to cover about two months' cutting in advance.

The Coeur d'Alene forestry department, at Coeur d'Alene, is placing before the public, in co-operation with other national reserves throughout the country, a modern form of educating the public in the care of the national forests in the way of motion pictures. Films will be released in nine cities, as follows: Missoula, Mont.; Wallace, Ida.; Coeur d'Alene, Ida.; Newport, Wash.; Libby, Mont.; Great Falls, Mont.; Helena, Mont.; Billings, Mont., and Bozeman, Mont. The following is the list which will be shown: "What a Careless Hunter Can Do," "The Work of the Forest Range," "Recreation and Watershed Protection," "In a Forest in Utah," "Live Stock Grazing on National Forest," Yellow Pine Logging in National Forest," "A Forest Fire in California," "Lodge Pole Tie Making in Utah," and "Lodge Pole Lumbering in Colorado."

Ohio Valley News

EVANSVILLE, IND.

Evansville, Ind., July 22.—Grimwood & Hinton, lumber manufacturers, of this city, report that they have been buying up a great many walnut stumps during the past few months. The stumps are sent away to Grand Rapids, Mich., New York and other cities and are cut up into veneer, and the veneer is then sold to piano manufacturers. The company is in the market for walnut stumps, twenty-four inches over at the small end and thirty-six to forty-two inches in length, and these stumps bring from 10 cents to 30 cents a foot.

Final settlement has been made of the estate of the late Bedna Young, who was killed here several months ago when the automobile in which he was riding was struck by another automobile. After the costs had been paid, the estate was valued at about $152,000, and this was divided between the widow, Mrs. Mamie Young, and son, Thomas Young.

Lumber manufacturers are interested in work being resumed on the government dam, No. 48, on the Ohio river, seventeen miles below here. New contractors recently took over the dam, which, it is expected, will be completed some time next year at a cost of over $2,500,000.

Building material men are busy and architects and contractors report plenty of work. The strike of the local plasterers is still on, but it has not materially affected building in this section.

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CINCINNATI, OHIO.

Cincinnati, O., July 22.—The Highland Body Manufacturing Co., of Cincinnati, has been given the contract for furnishing the government with 100 one and a half ton auto bodies at $123 each, and the Troy Wagon Works, of Troy, Ohio, secured a contract for 200 similar bodies at $136.75 and 200 three-ton bodies at $152.60.

Word was received here last week by lumbermen from Ohio senators and First Ohio district representative that the senate had adopted an amendment to the agricultural appropriation bill appropriating $1,000,000 this fiscal year and $2,000,000 next year for enlarging the Appalachian Forest Reserve.

Lumbermen here were advised recently that owing to the great difficulty experienced by lumber exporters in general in securing bottoms and the tremendous increase in ocean freight rates, that the Axim Transportation Co. had been incorporated under the laws of Kentucky to build steamships for its own use and to engage in business as ship owners, brokers, managers of shipping property, barge owners, freight contractors and forewarding agents. The capital stock is $5,000, divided between the three Mengels who conduct the importing firm of C. C. Mengel, Jr., & Bro. Co. The concern is a heavy importer of lumber, especially great quantities of mahogany and some Circassian walnut.

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LOUISVILLE, KY.

Louisville, Ky., July 22.—D. E. Kline, of the Louisville Veneer Mills, has returned from Chicago, where he went to testify in the reclassification hearing on behalf of the National Veneer & Panel Co., of whose traffic committee he is chairman.

The use of trade acceptances is generally approved by local lumbermen, who find that their customers are willing to give acceptances covering accounts which are not taken care of in the discount period. The acceptances can be handled at a lower rate of interest than ordinary commercial paper.

Wet weather in the country districts has made it difficult to get out logs, and some of the mills in this district are beginning to wonder whether their supply will last until conditions have improved sufficiently to enable hauling to be done.

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The Current Trend of the Lumber Market

General Market Review

This is the normally quiet season of the year and it is only in periods of extraordinary activity that there is much life in the lumber movement in midsummer. However, there are numerous factors entering into the problem which are likely to affect the lumber demand when the fall trade opens up, conspicuous among them being the crop situation. Some damage has been developed in the spring wheat territory by rust and there are prospects that the crop will fall short of the report of July 1, but just how much can not be determined until the next government report is issued. Regarding corn, however, the condition is steadily improving and it is likely that the corn crop will show a gain in the government estimates to be made next week.

In the southern pine territory there is some indication that the low point in the trade barometer has been reached and that the volume of business is again on the upward trend. On the west coast the same indications prevail, although demand there is below normal. The fact that a large part of the product that had been intended for export must be marketed eastward, does not promise well for the immediate future of values. Trade in hardwoods, however, is holding up well and while conditions are not all that might be hoped for, the adjustment between supply and demand is fairly well balanced. Reports from the furniture expositions are more favorable than were at first reported, which indicates an increasing demand for the furniture woods a little later.

NORTHERN AND WESTERN PINE.

Just now there is no visible activity in the demand for northern pine and the trade is settling down to possibly a few weeks of subnormal movement. Low grades are moving rather actively for box purposes and there is some trade on factory lumber in consequence of the steady operation of the door and mill work factories. The western situation is unchanged. Prices are holding well and stocks are not crowding the market.

SOUTHERN PINE.

A slightly improved sentiment is visible in the yellow pine trade, there being a better movement of lumber into northern and western territory and more encouragement for stocking up for fall trade by reason of the improved condition of the crops. Some of the line yard buyers have been getting into the market lately, as they usually do when other buyers are not conspicuous. The fact that the line yard people are in the market should help matters materially. Stocks at the mills are very full and any relief of this kind just now is acceptable. However, production has been curtailed materially in the last few weeks and there is evidence that there will be further curtailment, so that by August 1 there ought to be a much brighter condition observed. While no actual advance has been scored it is quite evident that some of those who were making any kind of a concession two or three weeks ago are now disposed to hold for a better figure. There is already some talk about car shortage and for this reason intending buyers are probably looking more favorably on replenishment.

NORTHERN AND SOUTHERN HARDWOODS.

General reports from over the country indicate that hardwoods are in fairly good condition, especially as compared with other kinds of building material. There is no striking demand, but the movement is fair. Prices are well sustained and prospects for trade are improving steadily. The furniture expositions that have been held this month are largely attended and buying is reported much heavier than either a year ago or last January, and it is said that some of the buyers have felt sufficiently encouraged to return to the expositions for a second visit and add to their lines. In the way of interior trim the demand is only moderate, but building prospects are so good that without much doubt the demand for inside finish will score a steady improvement from this time forth.

Some weakness has developed in certain hardwood lines, but oak is holding its own in good shape. It is said that No. 1 common white oak is quoted at about $2 or $3 more than a month ago. Even No. 2 common is bringing a slightly better price. Gum is steady and is getting its share of the going business. Manufacturers report that they are able to dispose of their low grade stock without much trouble and at fair prices, particularly in the way of box grades. Ash is in fair shape, with stocks moving regularly and at prices quoted hitherto.

In the northern woods birch is the feature as usual and is holding its own. Stocks of birch are not particularly large and there is no disposition shown to sacrifice them, unless at profitable figures. Maple has shown no change in either price or demand. The manufacturers of maple flooring report an excellent business, which calls for a great deal of low grade raw material. Thick maple is in continued fair demand and prices are holding at the usual level. The furniture trade is taking considerable of this stock now on the basis of the improvement shown at the various expositions. Automobile stock, in all the various woods and inclusive of maple, ash, birch and poplar, is in good request. Recently walnut has shown a gain in demand and the movement is increasing with prospects of a return to the activity of a year ago.

MR. SIMMONS' REPORT ON THE WEST AND NORTH COAST MARKETS OF SOUTH AMERICA IS READY FOR DELIVERY.

We are delighted to announce the receipt of Special Agent Roger E. Simmons' report as above.

It is an immensely practical report, as was his report on the "East Coast of South America," and should be in the possession of every lumberman of the United States interested in the distribution of lumber in South America. It is a companion piece to the other report, which should ALSO be in the hands of the lumber manufacturers shipping in that direction.

Fifty cents will buy both of these books and anyone desiring them should write direct to the Superintendent of Documents, Washington, D. C.

CYPRESS.

As the result of their splendid advertising, the cypress people are enjoying their full proportion of the somewhat reduced volume of business at this midsummer season. Prospects in the west and southwest, where much cypress is used in a retail way, are stimulating demand in that territory considerably. There is also a fair movement into factory channels. Prices, of course, are held up at the usual figures and there is abundant indication that the fall trade will open up in good shape within the next two or three weeks, evidence of this being already visible.

HEMLOCK.

Northern manufacturers were fortunate in having marketed a considerable proportion of their hemlock product early in the year, so that few of them are carrying any uncomfortable stocks at present. The result is that they are holding their stocks at about the same prices that prevailed a month or two ago, mainly about $2 off the list. The lower prices of yellow pine have naturally affected to some extent the volume of demand at the hemlock mills, but there is no great amount of complaint on this score.

SHINGLES AND LATH.

The reduced output of shingles caused by the strike has been instrumental in keeping the market on a rather firm basis. Trade is not heavy in any section, but the supply of transits is restricted and the market therefore is not crowded. Recent sales have been based on $1.90 at the mills for clears and $1.50 for stars. Occasionary clears bring 5 cents more, making delivered prices in Chicago territory of $3.11 to $3.16 on clears and $2.57 on stars. There is no change in the white cedar shingle price and the movement is slow.

Southwestern Markets

A correspondent writes us from St. Louis as follows: "The yellow pine market has slightly stiffened here, but the volume of business has shown little gain. The better feeling in yellow pine is undoubtedly due to the curtailment which is practically universal throughout the southwestern yellow pine producing country.

ST. LOUIS, MO.

"Retail business throughout the southwest has been exceptionally good considering the fact that the harvest season is in full blast all over the wheat belt. The fact that the crops are again promising and that harvesting weather has been unusually favorable, makes the retailers expect a good fall trade. The Kansas wheat crop will probably surpass that of last year and be second only to the bumper crop of two years ago. As soon as the harvest rush is over a good demand for yard stock is expected.

"Hardwood men continue optimistic. Trade is fully up to normal for this season, with the outlook for fall trade unusually bright. The better grades of oak are in best demand here. An exceptionally large amount of oak flooring will be sold in the southwest this season, dealers predict. Hardwood prices are practically unchanged."

* * *

"During the past two weeks the yellow pine situation in this territory has enjoyed some improvement, both in demand and prices and prospects are considered very bright for a steady increase for the season. Prices generally have held their own during the dull period, which has now passed, and in some instances they are advancing, this being especially true of car siding. Some buyers have voluntarily paid from 50 cents to $1 more for siding. Dimension is held quite strong and seems to be on the verge of enjoying an advance.

SHREVEPORT, LA.

"According to various reports reaching the mills hereabouts, there is a big volume of business waiting to be placed, and the buyers are not going to wait much longer. Crop conditions are unusually promising, and, with the wheat harvest on and cotton laid by, the farmers are getting into the market. The rural demand is expected to prove very healthy and helpful, for the farmers enjoyed prosperity last year and are going to enjoy it again this year, judging by the present conditions.

"The car shortage is about over and all the cars desired are being obtained, but the millmen are apprehensive as to the future. A big crop movement, they fear, will result in another heavy shortage.

* * *

We have received this report from a well-known manufacturer of Kansas City: "With reference to the lumber market, in our opinion, conditions are right now at the turning point for better demand and better prices. We believe that the manufacturer realizes that he is only injuring himself when he makes more lumber than the trade will consume and trying to force his production on a market that does not want it at a reduced price.

KANSAS CITY, MO.

"In this territory, demand is increasing, and buyers are taking the offers made by better class of shippers more readily than heretofore. Crop conditions are excellent and everything points to an upward turn of the market."

And general lumber conditions in the Kansas City district are thus reported: "The yellow pine business here is increasing rapidly with the ending of the rush of the wheat harvest in the agricultural districts, on which this city is largely dependent for business. The fact that the wheat crop will exceed all estimates is one of the things that is encouraging local lumbermen. Yellow pine dealers and manufacturers admit that the present price situation is not all that could be desired.

"Line yard concerns have been buying rather

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freely at the low prices and there seems to be a disposition to stock up rural yards. Both yard and shed stock have been moving freely. There is also a better inquiry from the car builders and some good bills of siding have been booked by local firms.

"Cypress has been selling in larger volume in most parts of this territory. Planing mills have been good customers of cypress dealers. The sale to industrial concerns in the east is also reported good. Local business has not been large, but is expected to increase in the next few weeks, and country trade is also confidently expected to show a big improvement.

"Hardwoods are in good demand for the season of the year, especially country yard business. The rural demand for hardwoods is unprecedented. The mills are cutting almost to capacity and in spite of the season when trade is expected to slacken there is no great surplus collecting, local representatives of hardwood manufacturers say.

"West coast woods are in just moderate demand. Prices are firm and in some cases even strong. The demand for white pine in this district is only about normal. Little redwood is being sold and only a limited quantity of fir, part of that going to silo firms."

Middle States Markets

We have received this report of the metropolitan market: "While the lumber market is now in the midst of the mid-summer dullness,

NEW YORK, N. Y.

there are indications of good times to come this fall, and even the present is not without its good side. Generally speaking, the wholesale market has gone off both in volume and so far as values are concerned.

"It is not difficult to account for the falling off in volume and the reasons also account for the lower prices. It is simply a matter of plenty of stock on hand and bought. The freight situation when at its worst a few weeks ago found many yards short of material and a heavy demand for all kinds of lumber brought the retailers into the market with a deluge of orders, the like of which had not been seen for years. Much of this buying was in the way of forced anticipation, and orders were placed when all indications pointed toward delayed shipment, and there were many duplications of orders made necessary that the dealers might have something in stock to meet the urgent demands of their customers. With the clearing up of the congestion at freight terminals there has been a decline in demand. Labor disturbances, too, have tended to hold back much work that should now be nearing completion, with the result that now the yards have either in pile or on the rails more lumber than usual for this season of the year, and until the market catches up with the supply, buying will be restricted to immediate needs. This is the general situation and makes the market.

"Values are down, in keeping with the market's purchasing power, and as there seems to be plenty of lumber available for such orders as are being given out, there is small likelihood of any change for at least six weeks.

"In connection with prices, it may be noted that the hardwoods are being held generally firm, which demonstrates the soundness of the conditions that led to the increased values in these stocks some months ago."

* * *

Conditions in the Buffalo district are described as follows: "The lumber trade has been rather quiet during the past two weeks,

BUFFALO, N. Y.

but prices are holding steady as a rule, and it is believed that they have passed the minimum, so far as the building woods are concerned, at least. The efforts to bring about curtailment of supplies seem to have met with some success thus far, and dealers say that prices are showing a firmer tendency than earlier in the summer. The storms that have occurred in the south are also having a sustaining effect on prices.

"One of the strongest woods just now is hemlock, with No. 1 stock holding particularly well. Producers have not been able to fill orders promptly for all of this lumber wanted, though they admit that low-grade hemlock has been weak in tone, with prices off $1 or more. It is likely to be several weeks yet before any great additions to the quantity of dry hemlock available are made. Not so much stock is coming down the lakes as in past seasons, due to the scarcity of boats as well as of labor.

"Not much activity is shown just now in the hardwood trade and the tendency is to buy in small lots. The manufacturers of war munitions are buying more cautiously and it is said that their orders are not so numerous as a while ago. However, most of these concerns are still very busy on orders previously taken, and they will probably have work for some months at least. The furniture trade is busy and is employing more mahogany than anything else. Other chief hardwoods at present are maple, oak and ash. Thick stock is strong in price. Maple flooring manufacturers have advanced their quotations and some say they are oversold, though prompt shipments are sometimes getting concessions. Plain oak prices show the effect of a good supply of stock, and no active market.

"Shingles from the Pacific coast are beginning to arrive here in greater numbers, the congestion at the head of the lakes having been cleaned up to a large extent. The receipts are not large enough to pile up any large supplies, but retailers are now able to fill their requirements more promptly. Prices are about steady."

* * *

This report comes to us from Philadelphia: "There has been little change in the market during the past two weeks; what

PHILADELPHIA, PA.

there has been is on the side of improvement. The movement is about normal for this season of the year, but prices are unsatisfactory.

"The building record for June showed an increase in this city of $1,319,170 over that of June last year, reaching a total of $5,193,020 for the month, and the indications are for increasing building of houses and of industrial plants as the season advances.

"The railroads, while doing some buying, are not buying heavily, but the yard trade shows a steady movement of lumber.

"Hardwoods are moving well and prices show fair changes; oak, birch, maple and basswood are in good demand. Cypress and white pine are in fair demand. Yellow pine shows signs of recovery and North Carolina pine is in better demand.

"Lumbermen generally express themselves as expecting a stronger market as the season advances."

South Atlantic News

A lumberman writes us from Jacksonville as follows: "High freight rates and scarcity of bottoms continue to embarrass

JACKSONVILLE, FLA.

the lumber trade, and there are no immediate prospects of the situation improving.

"Trade with the interior is better, though there is nothing of an exceptional nature to mark the trade. The mills are fairly busy, and the market has felt the stiffening of yellow pine prices.

"Lumbermen throughout this section are more optimistic than for some time."

* * *

A manufacturer of yellow pine lumber and shingles in Florida writes us as follows: "Lumber conditions with us have been prac-

HOSFORD, FLA.

tically normal the past four months, with prices varying very little. The demand is still good.

"We could sell all the lumber we are making at prevailing prices if we could get cars. But the car shortage, which has been with us for forty days, is quite serious at present, in fact we are getting only about half the cars we need."

Inland Empire Markets

We have received this report of the Spokane market: "The lumber market in this locality has shown no increase in activity within

SPOKANE, WASH.

the last few days, but lumbermen are confident of good trade soon. The crops throughout the section supplied by the Inland Empire mills are in fine condition and abundant harvests are certain.

"The mills are running on good time and report orders satisfactory and inquiries abundant.

"High water in the regions north and east of Spokane forced a few mills to suspend temporarily last week and menaced the mills. Several million logs and poles were released, but most of them will be recovered by their owners.

"Building in Spokane continues active. Building permits issued by the city during the first eleven days of July nearly equaled the total amount issued for July, 1915."

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Ohio Valley Markets

CINCINNATI, OHIO

This report of satisfactory conditions in the Cincinnati market has been received: "A critical stage in the lumber market in Cincinnati has been successfully weathered the last couple of weeks, the production situation, especially in the case of yellow pine, showing much better signs and the threatened set-back in the price list has been averted, at least temporarily, and experts on the market are inclined to believe permanently.

"The price list still shows some weakness, notably in yellow pine, while the hardwoods, both northern and southern, are strengthening daily, and some material gains are reported from day to day. The yellow pine slump has been caused chiefly owing to over-production, and while the hardwood market in Cincinnati reflects conditions in the yellow pine market to a certain degree, in this instance the weakness in the soft woods is not influencing the balance of the market to any marked degree. Large manufacturers began to curtail their output a few weeks back, fearing a slump in the demand for their finished products, but recently their requests have about reached normal again. This is especially true with the automobile manufacturers, many in this section being favored with big government orders. The furniture manufacturers are ordering again in good volume, especially in the case of gum. The latter wood is quite a feature of the market right now. Oak, in the lower and better grades, shows some material gains.

"Building operations are going along at a lively rate, with prospects of a big late summer demand and well-sustained demand through the fall months."

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LOUISVILLE, KY.

A correspondent well informed on market conditions in the Louisville market writes as follows: "Though the number of orders received during the past month has been somewhat smaller than has been the rule for the past several months, business has been booked in sufficient volume to enable local yards to keep busy. In fact, this has been a better month than usual, as considerable business covered by old orders was taken care of. Buying at present is not in the amounts noted a few months ago, being principally in single-carload lots, but consumption has been sufficient to require rather active buying on the part of many users.

"Prices have been steady, and in view of the activity in the furniture trade, the automobile industry and others, a big fall business is looked for.

"Ash and walnut have been helped some of late by a rather persistent demand for export purposes. Gum is selling well, and poplar is in good call. Plain oak is moving only fairly well and good quartered oak is also somewhat slow."

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EVANSVILLE, IND.

A man well informed on the hardwood situation in Evansville and southern Indiana writes as follows: "There has been little or no improvement in trade with the hardwood lumber manufacturers in this section during the past two weeks. Trade is rather sluggish and the manufacturers express the belief that things will not get any better until about the first week in September, when they look for a decided change for the better in business.

"Some of the large mills in this section are closed down. While business is not at a standstill, things are extremely dull, but manufacturers say this is no more than they had expected for this time of the year. Prices are holding up very well and there is no disposition to cut and slash prices. The demand for quartered white oak remains fairly good and gum is moving along fairly well at this writing.

"Logs continue to come in freely and the prices are about as high as they have been in several seasons past. The various hardwood-consuming plants are being operated on pretty good time, both in this city and at Henderson, Ky.; Owensboro, Ky.; Tell City, Ind., and Jasper, Ind.

"Furniture manufacturers say that this will be the best year in their history from present indications. Table and chair manufacturers, as well as desk, wagon and carriage manufacturers, report a fair volume of business just now. Reports from the south and southwest, where many of Evansville's manufactured products are sold from year to year, say that business conditions are quite promising at this time. Retail lumber dealers report a good summer trade, while sash and door men say that indications point to this year finishing much better than 1915."

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CHARLESTON, W. VA.

A manufacturer of hardwoods in West Virginia writes as follows: "As for general conditions of the lumber market in our territory, we have had good business and satisfactory prices, but shipments have been made on short notice, and we have no orders extending any distance into the future.

"Special construction business is exceptional; however, such orders are all placed for prompt shipment.

"We look for quite an improvement in demand for lumber between now and September first, as conditions in July are really better than we expected."

Pacific Coast Markets

SEATTLE, WASH.

A correspondent sends the following report of the Seattle market: "Curtailment of output continues to be one of the chief features of the market of the Pacific northwest. Some mills are operating only five days a week, and there is considerable talk of cutting down to a four-day week. It is generally believed by manufacturers that this is the only way the market can be stabilized at this time, owing to the small volume of business now arriving on the coast.

"According to a new discount sheet recently issued, it is felt that fir dimension now is at $4.50 off the list. It is not strong at this figure and many dealers look for another concession of 50 cents before the fall buying begins. The yellow pine market is watched with interest by the fir lumbermen, and owing to the softness of the southern product there is little likelihood of the fir market showing signs of firmness.

"Red cedar shingles are in light demand. Mills generally continue to operate, but with logging camps closed there is every indication that the output of shingles soon will be curtailed. Stars are quoted around $1.45 and $1.50, coast basis, with clears at $1.85 and $1.90.

"Most logging camps on the coast are closed and probably will remain so throughout this month, as owners are unwilling to take chances with logs deteriorating in the water during warm weather. The supply now in the water, it is believed, will be entirely adequate for all demands for the next month or two.

"Off shore trade is about the same as it has been for many months. Lack of tonnage and high rates are preventing many shipments."

* * *

PORTLAND, ORE.

We have received the following letter from Portland, reciting conditions there: "High water in the Columbia and Willamette rivers is seriously interfering with the operation of some of the mills in this district. The river at Portland this week reached 23 feet 6 inches above zero, which is the high-water mark of the year. Several mills in the district are temporarily closed until the water recedes.

"The longshoreman's strike and lack of tonnage seriously handicaps off-shore shipments. San Francisco has not taken any lumber since the strike began, and as a consequence cargo mills are suffering. Several of them have been forced to close and will remain down until after the difficulty is settled. These factors, with a general close-down at this time, are effecting a considerable curtailment in this district."

* * *

RAYMOND, WASH.

This report of general conditions in the northwest comes from a lumberman of Washington: "We are looking for a very good fall trade from the middle western states and feel that if the mills will continue their present policy of curtailment for at least another month we will be enabled to have a better than ordinary run of business for the next few months to come.

"Very unfortunately, the cargo mills at this time are not in position to ship their output by boat, and this of course will have quite an effect on the rail trade, as many of them continue to run and force their stock upon a market that under ordinary conditions has not had to assume this extra load. If there were a normal cargo demand off shore and coastwise, the rail prices would be higher than they are now. We understand that stocks at almost all mills are broken and that the market is actually in the mill men's

hands if they will only be judicious enough not to try to sell more lumber than the market will absorb."

* * *

RANIER, ORE.

A leading manufacturer of doors, sash and millwork in the northwest writes us as follows: "We have sufficient volume of business to keep us busy for at least sixty days. However, the door, window and millwork business is the larger end of our business and we cater largely to mixed car business, consisting of house bills. Naturally we reach some trade in that way that is not characteristic of the larger mills.

"While we know there is some business being placed at lower prices than those shown on our discount sheet, we have not found it necessary to make a lower price to secure sufficient business to keep us in operation."

Northern States Markets

MINNEAPOLIS, MINN.

A correspondent sends us this report of conditions in the Minneapolis district: "The slacking season in lumber buying has not been as noticeable this year as formerly. Northern pine has been moving with great regularity and at firm prices. Prices have been of uniform level since early spring. It is expected things will quiet down now for thirty days, but every indication for heavy fall trade is in the air. Small grain crops never looked better. City building is at high tide and the tide seems to be rising. All the sawmills are running full time.

"The present demand is for general stocks, mostly in mixed carlots as dealers are filling broken assortments. Hemlock inquiries are growing heavier from the rural yard dealers, a condition based on the prospective increased demand from farmers later this fall. Factory trade is active, and the call for low grade material is clearing the surplus. Boards and dimensions are in very good demand, and, in this territory prices have been maintained at good level. Considerable green stocks have to be shipped to fill quick call orders, so low have reserve stocks fallen.

"The sash and door factories report business enough booked now to keep them active until increased fall business comes, as they predict it is sure to develop.

"Prices are strong with a tendency to advance. Hardwood stocks, especially northern oak, thick birch and maple, are low. Present prices are not considered satisfactory and an advance is not unexpected.

"White cedar poles and posts have been moving in fair volume, but railroads have failed to do as much buying of cedar ties as dealers have looked for before the fall moving of grain starts. Shed posts are low in supply and prices have a tendency to stiffen."

* * *

OMAHA, NEB.

Market conditions in Nebraska are reported as follows: "Prices of yellow pine and west coast lumber are steadier and show some advance. We have no doubt that the next two weeks will see a marked advance in both woods.

"Weather conditions have been ideal all the season and the crop of small grain is a record-breaker, while the excessive heat of the past two weeks has brought the prospect of a bumper corn crop to almost a certainty. We ought to experience an unusually large fall trade in the yards throughout Nebraska.

"The shingle market continues rather unsatisfactory, with the manufacturers attributing the condition to the removal of the tariff, when most of the trouble really comes from their own laxness in manufacture, which is bringing its owh punishment."

New England Market

BOSTON, MASS.

A lumberman of Boston reports New England market conditions as follows: "Reports from practically all the large retail centers show a fairly active movement of lumber from the yards and that most of the dealers are making fair profits, but complaints are loud of lack of stability in prices of stocks purchased by them.

"Wholesalers throughout New England report a fairly active trade in hardwoods and prices steady; they report business in western woods and in yellow pine as lighter and prices unsettled. Factory stock and heavy construction timbers continue to lead in demand.

"Freight transportation has improved throughout the district, though the embargo over the New Haven lines was tightened during the movement of troops to the Mexican border. The removal of so many men connected with the industry and the excitement incident to the Mexican situation have temporarily affected conditions.

"More serious complications have resulted from labor troubles among the woodworkers in the mills, factories and building trades of Springfield, Lowell and Boston. The strikers demand larger wages, shorter hours and closed shop. The strike situation in Boston is still serious."

Gulf Coast Markets

NEW ORLEANS, LA.

A correspondent writes us from New Orleans as follows: "The export market situation shows little change. No further easing off of freight rates has been reported. There has been an increase in the volume of inquiries, and the indications are for an increase in orders for hardwoods. Exports to South America represent a fair business considering general shipping conditions. The bulk of shipments cleared the last ten days are for Isthmian, Central American and West Indian destinations. Small parcel shipments were made to English and Scandinavian ports.

"There has been a perceptible stiffening in the yellow pine market, due to the curtailment going on throughout the south and to the enforced closing of mills because of damage to mills by storms in many sections. The manufacturers have the situation well in hand."

* * *

ORANGE, TEX.

A lumberman of Orange has written us as follows: "Manufacture of lumber continues unabated at the Orange mills, and preparations for operation on a larger scale go on apace, although neither prices nor demand are altogether satisfactory at present.

"The stocks in the yards here are low as a result of the large quantity of lumber going out through export channels and for the increasing ship-building industries springing up here. There are at present three large schooners in course of construction, all of long leaf yellow pine.

"There is general confidence among lumbermen in the outlook for fall trade, though no great increase in business is looked for before the first of August."

Central Southern Markets

MOBILE, ALA.

A lumberman writes us from Mobile as follows: "The two weeks just past have brought little change in general market conditions. But the terrible storm which practically cut Mobile off from the rest of the world for the greater part of a week made necessary much local building and repair work. There will be a great demand for lumber and other building material for several months to come, as there is hardly a building in the city left intact.

"The river front and the marine interests suffered the heaviest losses. Staves and lumber in great quantities were washed away. Local sawmills suffered such damage that they are not yet running."

* * *

NASHVILLE, TENN.

This brief but comprehensive report of the lumber market has been received: "Demand for lumber continues fairly active, and prices are being maintained. Some members of the trade are of the opinion that dry stocks will be further reduced within the next few weeks, and it is regarded as probable that there may be a shortage of important lines for fall use.

"There is good demand for plain oaks, ash, some grades of poplar and chestnut. The box factories of the Nashville district are reported to be doing good business for this time of the year, and furniture manufacturers have been buying freely.

"Export business has been of little consequence, but not much has been expected in this department. Flood conditions in many southern states have affected the movement to some extent and have caused the closing down of mills in many sections."

NOTICE

It Is to Your Advantage to Buy from

J. V. Stimson

Who Has Successfully Manufactured INDIANA HARDWOODS for a Quarter Century

HUNTINGBURG, INDIANA

"S. O. S."

In this connection, the above does not mean trouble. On the contrary it means avoidance of trouble. It means: SEND ORDERS SOUTH, for Yellow Pine to

Louis Werner Saw Mill Company

Fullerton, Bldg., St. Louis

Northland Pine

"Pine That's Pine"

We have a fine stock on hand and it's "up to you" to get your share while the getting is good and assortments unbroken.

Quotations Promptly Furnished

Northland Pine Co.

Minneapolis, Minn.

PLAIN and QUARTERED RED and WHITE OAK

and other hardwoods

Even Color—Soft Texture

We have 35,000,000 feet dry stock—All of our own manufacture from our own timber grown in EASTERN KENTUCKY.

Prompt Shipments

MADE RIGHT MR OAK FLOORING

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MAIN YARD: 8th and Horne St. CINCINNATI, O.
MILLS { Quicksand, Ky. Westirvine, Ky. Vi er, Ky. Hombre Ky.

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Advertisements will be accepted for this department at the following rates.

25c per line for one issue
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Count 8 words to the line. A heavy type heading counts two lines. No insertion for less than $1.00 Cash must accompany the order.

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Will sell as whole or part.
R. H. 8 foot Allis, 5 Block Carriage.
Allis 6 saw edger, 9 saw auto trimmer.
No. 2 Diamond hog, No. 19 Amer. moulder.
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All in first class condition.

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FOR SALE—MODERN SAWMILL.

And 300 million feet of standing timber in British Columbia most advantageously located on beautiful lake and main line of Transcontinental Railroad, having advantage of $3 per thousand feet in freight rates to best markets on the continent. Logging and manufacturing conditions ideal and very economical. A fortune for the right parties. Will sell on easy terms, and may accept other desirable property in part payment. Principals only. A. C. FROST CO., Corn Exchange Building, Chicago, Ill.

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Complete with sizer, 2 matchers, inside moulder, sticker, 2 circular resaws, 2 heavy band resaws, self-feed rip saw, gang edger, cut off saws, sander, etc., with complete equipment of knives, saws, belts, etc.

Cyclone system and complete power plant, with dynamo.

Located on 37 1-2 acres of land at best transit point in the country. Two railroads on the property.

If interested address
PLANING MILL, Box 766, Indianapolis, Ind.

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FOR SALE.

200,000 ft. 4/4 Log Run Plain Red Oak.
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All bone dry.
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Seymour, Ind.

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YELLOW PINE

BARGAIN

Have 60 day option on mill with 15 miles of railroad contiguous to 180,000,000 feet finest long leaf pine in the South, which can be contracted at $5 stumpage, with ample time in which to cut it.

Mill and railroad cost $300,000 less than three years ago.

CAN HANDLE THIS FOR

$150,000

Address C. W., care Lumber World Review.

Wanted

WANTED.

300 tons first class relaying steel rails, 45-lb., with angle bars.
FORT SMITH LUMBER CO.,
Plainview, Arkansas.

WANTED TO BUY.

One dynamo of standard make—125 volts—Direct Current—from 100 to 150 K. W. Address D. G., care Lumber World Review.

WANTED—POSITIONS FOR SALESMEN.

Lumber concerns desiring traveling salesmen will do well to correspond with T. H. Nelson, secretary Central Association of Traveling Lumber & Sash & Door Salesmen, State Life Building, Indianapolis, Ind.

LOGGING, by Ralph Clement Bryant, professor of Lumbering at Yale University, is a volume prepared as a text book for use in Forest Schools, but makes a valuable addition to the library of any lumberman. Price $3.50 net. Lumber World

Positions

PARTNER WANTED.

A young man of experience and ability with capital and satisfactory references can obtain an interest in a well-established retail lumber and fuel business of thirty-five years' standing in Appleton, Wis.

This yard is located in the heart of the city, is one of the best organized in the state for handling lumber and fuel at a minimum expense.

Young blood is wanted to expand the business.

References: The First National Bank or any other bank in Appleton.

MILLER LUMBER CO., Appleton, Wis.

WANTED.

Good all-around box mill man. Write, with references. BOX B, St. Maries, Idaho.

SALES MANAGER.

Experienced (over twenty years) sales manager would like to correspond with concern with a view to position as sales manager. Has handled southern pine, white pine, cypress and Pacific coast woods. About 40, married, and will go to any section. Address "MO," care Lumber World Review.

WANTED—POSITION AS SALES MANAGER.

A qualified sales manager, with yellow pine manufacturing experience, a clean record, with results, ample endorsements from former employers and well and favorably known to the lumber fraternity and has recently completed a special investigation in certain wood industries for the government with a view to trade extension, is now at liberty and desires to re-embark in the selling of yellow pine.

I do not claim the ability to set the world afire, but I can deliver the goods, as I have done heretofore.

Manufacturers know that the dependable man is not to be found every day.

If you are interested in my proposition, please address J. R., care Lumber World Review.

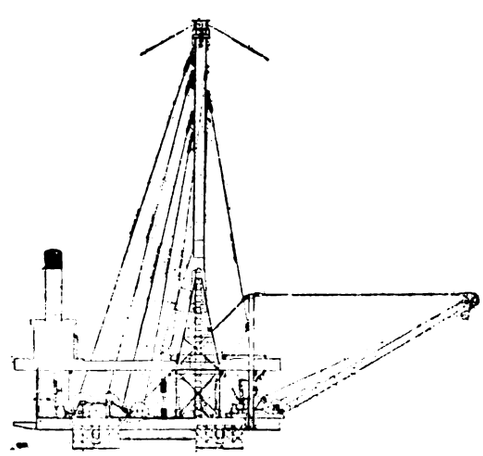
WANTED—SALES MANAGER.

With moderate capital for new screen door factory in Michigan. Experience in sales department necessary. Position will be open in August, 1916. Correspondence invited. Address "T. M." care Lumber World Review, 1740 Transportation Building, Chicago, Ill.

A WELL KNOWN MEMPHIS FIRM INSTALLS TWO NEW MILLS.

Memphis, Tenn., July 22.—The Anderson-Tully Co. is rapidly completing the installation of the band mill acquired some time ago from the Bennett Hardwood Lumber Co. A short time ago this firm began tearing down its old mill with a view to installing the one already mentioned. This step was taken because the Bennett mill is both newer and of larger capacity than the one which it is replacing. The Anderson-Tully Co. is also tearing down its larger hardwood mill at Vicksburg, Miss., and will begin August 1 with the construction of a plant which will cost about $75,000 and which will have a daily capacity of 60,000 to 75,000 feet.

It is estimated that it will require sixty to ninety days to complete the new mill. In the meantime the company will operate its smaller mill at Vicksburg on double shift so that material may be supplied for the big box factory at that point. The Anderson-Tully Co. finds it necessary every now and then to buy both cottonwood and gum in the lower grades for use in its box plants at Memphis, Vicksburg, and Madison, Ark., and the increase in the capacity of its sawmills is being made with a view to reducing the amount of such lumber that has to be bought in the open market.



SHEVLIN INTERESTS ORDER MORE LIDGERWOOD SKIDDERS.

In order to take care of the increased log supply demanded by the new mill which is being erected at Bend, Ore., the Shevlin interests have placed an order with the Lidgerwood Manufacturing Co. for another portable steel spar combined overhead skidder and loader. This skidder will be a duplicate in type, but of a larger size than the one they have now in use at Bend.

This machine, the last ordered, will make the thirteenth Lidgerwood cableway skidder ordered by the Shevlin interests.

The illustration shows the general drawing of the new machine to be furnished, and will represent the modern Lidgerwood overhead cableway skidder and loader.

BOX MANUFACTURERS' SEMI-ANNUAL.

New York, July 22.—The semi-annual meeting of the National Association of Box Manufacturers will be held in this city August 23, 24 and 25. The sessions will be held at the Belmont Hotel. At the same time the North Carolina Pine Box & Shook Manufacturers' Association will hold its meeting.

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North Carolina

The Branning Mf'g. Co.

North Carolina Pine Lumber

Rough and Dressed

Plastering Lath and Bed Slats

EDENTON, N. C.

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Well, don't worry "no more," as you cannot be caught short with our immense line to back you up.

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TOLEDO, OHIO

We take delight in supplying our trade promptly with Good Grade Goods

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"PEERLESS" HARDWOOD FLOORING

In Maple, Beech and Birch, is in a class by itself. Dealers tell us that **Our Flooring Helps Them to Hold Their Trade.**

We also manufacture **Hemlock** Lumber, Lath and Shingles; **Cedar** Posts, Poles and Ties; Hemlock Tan Bark; Heading, Veneers, Staves, Hoops.

We make a specialty of Mixed Cars. Try us next time.

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MAPLE FLOORING

SAGINAW, MICH.

VON PLATEN LUMBER CO.

WE OFFER

100 M ft. 5/4 No. 1 and 2 Common Maple.
50 M ft. 6/4 No. 3 Common Maple.
50 M ft. 4x8 Sound Maple Hearts.
100 M ft. 4/4 No. 1 and 2 Common Birch.
50 M ft. 8/4 No. 3 Common Rock Elm.
50 M ft. 6/4 No. 3 Common Soft Elm.
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100 M ft. 6 ft. Coal door lumber.

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Manufacturer of "Smoothest"

Maple and Birch Flooring

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We offer for immediate shipment:

89,000 ft. 10/4 Good Birch.
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300,000 ft. 4/4 No. 1 and 2 Birch.
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18,000 ft. 4/4 No. 3 and Better Balm of Gilead.
65,000 ft. 5/4 Step Plank Maple.
10,000 ft. 6/4 Step Plank Maple.
6,000 ft. 12/4 Good Maple.
275,000 ft. 4/4 FAS Maple.
900,000 ft. 4/4 No. 1 and No. 2 Common Maple.
650,000 ft. 4/4 No. 3 Common Maple.
490,000 ft. 5/4 No. 3 Common Maple.
51,000 ft. 4/4 No. 2 and Better Soft Maple.

"MARATHON"

MAPLE FLOORING

WARD BROTHERS, BIG RAPIDS, MICH.

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Always in the market for Oak, Gum and Poplar

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Ties and Railroad Material

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Wm. C. Schreiber & Co.

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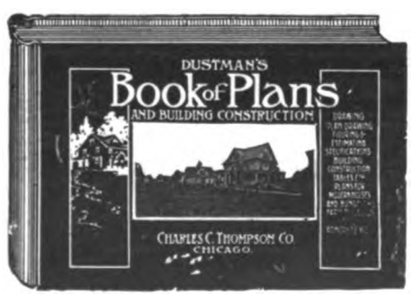
Inventors and Producers of

WEATHERBEST Stained Shingles

Ready to lay—Stained full length

Furnished in any shade



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All Kinds West Virginia Hardwoods

ESPECIALLY

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"Pelican White Pine"

The Finest Quality of

CALIFORNIA WHITE PINE LUMBER

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Seidel, Julius, Lbr. Co.
Southern Pine Lumber Co.
Standard Lbr. Co.
Werner, Louis, Saw Mill Co.
White, J. J., Lumber Co.
Wistar, Underhill & Nixon.

MISCELLANEOUS.

Brookmire Economic Service.
Dalton Adding Machine Co.
Coleman Feed Roller Co.
Lumbermen's Credit Ass'n. (Rating Book).
National Cash Register Co., The.
Sealograph Co.
Semet-Solvay Co.

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NEW SAWMILL RESAW WITH INTERIOR RETURN ROLLS.

In the May-June number of "Yates Quality," a magazine published by the P. B. Yates Machine Co., Beloit, Wis., there appears the announcement of a new type horizontal resaw recently placed on the market by that company.

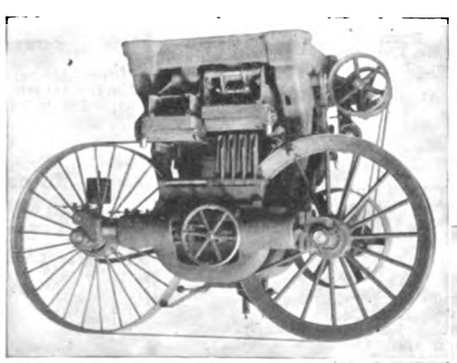
This new machine, which is known as the Type H61 Horizontal Resaw and which is shown in the accompanying illustration, is something quite out of the ordinary for a sawmill resaw and promises to establish a new order of manufacturing methods in many existing mills.

The unique feature of this resaw is the addition of a set of return rolls mounted within the machine itself for returning the uncut portion of the slab or deal directly through the machine to the infeed operator for subsequent sawing. This makes it possible to completely resaw a slab or deal into the desired thicknesses with a minimum amount of handling and the minimum amount of travel of the material. Instead of sending the uncut portion of the slab on a circuitous trip around the mill over a long line of live rolls the outfeed operator simply passes it back through the machine to the infeed end.

The advantage claimed for this resaw is that it can be installed in any existing mill that may have room for a resaw but without enough additional room for the necessary return rolls. With this resaw those mills which have been denied the advantages of a resaw through lack of sufficient floor space for both resaw and return rolls may now profit by the economical methods of manufacture made possible through the use of this type of machine.

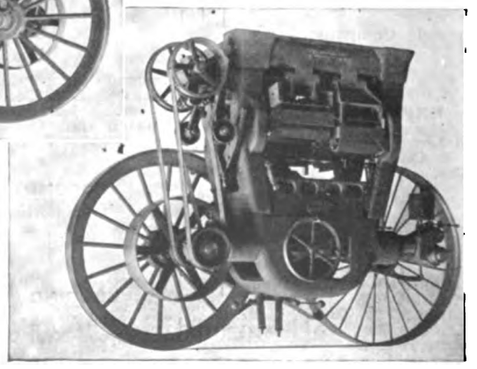
The announcement referred to gives a very complete description of the Type H61, its numerous advantages and possibilities, in addition to which is shown a large mill plan with the position of the resaw shown on the mill floor and its relation to the other mill equipment.

The P. B. Yates Machine Co. announces that a copy of "Yates Quality" containing this and many other articles of interest will be sent free to officials of lumber companies making request of its Beloit, Wis., office.



THE ILLUSTRATION OF THE INFEED END OF THE YATES TYPE H61 HORIZONTAL RESAW AT THE TOP, CLEARLY SHOWS THE ARRANGEMENT OF THE FEEDING AND RETURN ROLLS. THE FEED ROLLS ARE MOUNTED AT THE RIGHT HAND SIDE IN AN ADJUSTABLE FRAME THAT MAY BE **RAISED AND LOWERED TO PRODUCE THE DIFFERENT THICKNESSES OF LUMBER. THE RETURN ROLLS ARE AT THE LEFT MOUNTED IN A STATIONARY FRAME AND**

BELOW IS SHOWN THE OUTFEEDING END OF THE SAME MACHINE. THE MATERIAL COMES FROM THE SAW ON THE LEFT HAND SET OF ROLLS, AND THE UNCUT PORTION IS RETURNED ON THE RIGHT HAND SET TO THE INFEED OPERATOR.



SUFFICIENTLY ABOVE THE SAW LINE TO GIVE AMPLE CLEARANCE TO THE SLAB ON ITS RETURN THROUGH THE MACHINE.

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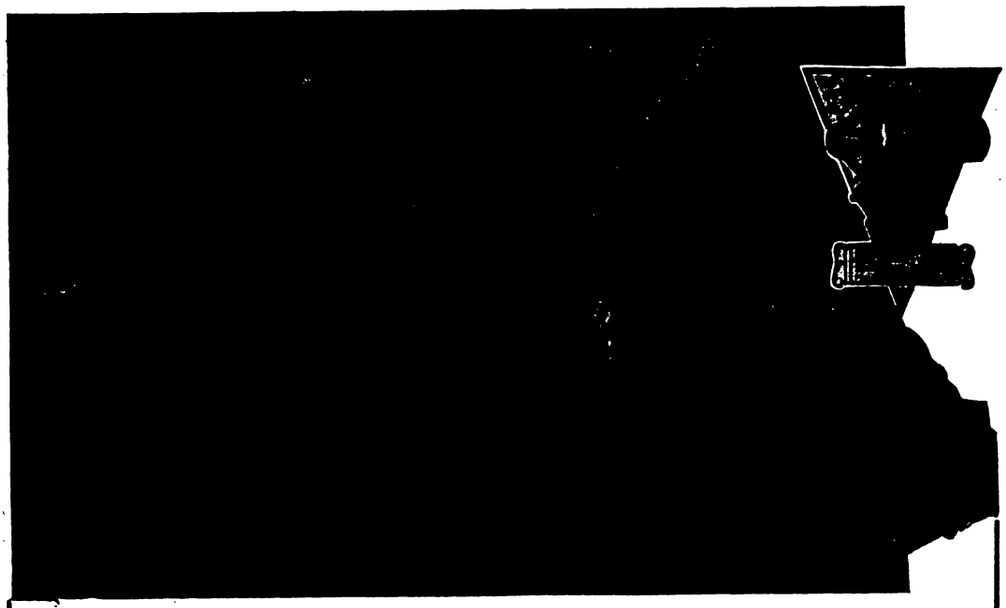

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Great Southern Lumber Co., Bogalusa, La.
Gulf Lumber Co., Fullerton, La.
Hamilton Ridge Lumber Co., Estill, So. Carolina.
Lyon Cypress Lumber Co., Garyville, La.
McNary Lumber Co., Ltd., McNary, La.
Taylor County Lumber Co., Springdale, Fla.

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Ayer & Lord Tie Co., Carbondale, Ill.
Bliss & Van Auken Co., Saginaw, Mich.
Buckley & Douglas Lumber Co., Manistee, Mich.
Central Lumber & Mill Co., Hammond, Ind.
Dover Lumber Co., Dover, Idaho.
Lake Independence Lumber Co., Big Bay, Mich.
McGillis-Gibbs Lumber Co., Clark Fork, Idaho.
Paine Lumber Co., Oshkosh, Wis.
Potlatch Lumber Co., Potlatch and Elk River, Idaho.
Red River Lumber Co., Minneapolis, Minn.

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Hammond Lumber Co., Eureka, Cal.
Hammond Lumber Co., Astoria, Ore.
Inman Poulsen Lumber Co., Portland, Ore.
McCloud River Lumber Co., McCloud, Cal.
McCormick Lumber Co., McCormick, Wash.
Mumby Lumber & Shingle Co., Bordeaux, Wash.
O'Connell Lumber Co., Winlock, Wash.
Onalaska Lumber Co., Onalaska, Wash.
Pelican Bay Lumber Co., Klamath Falls, Ore.
Red River Lumber Co., Susanville, Cal., and Westwood.
Robinson Mfg. Co., Everett, Wash.
Schwager, Nettleton Mills, Seattle, Wash.
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St. Paul & Tacoma Lumber Co., Tacoma, Wash.
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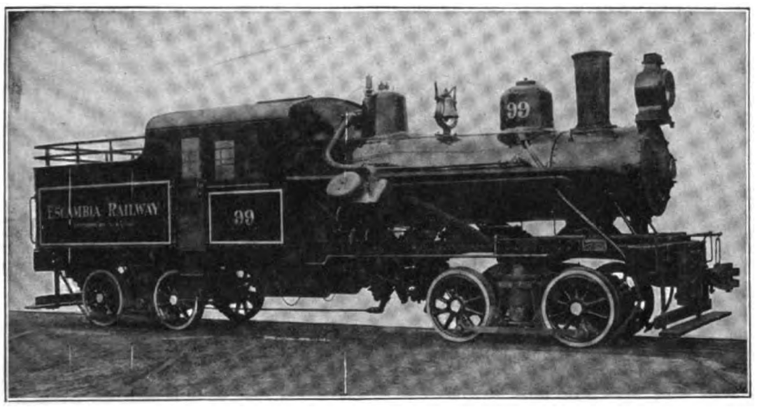

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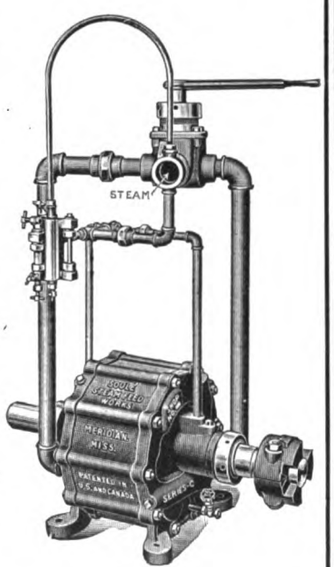

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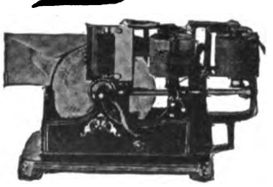

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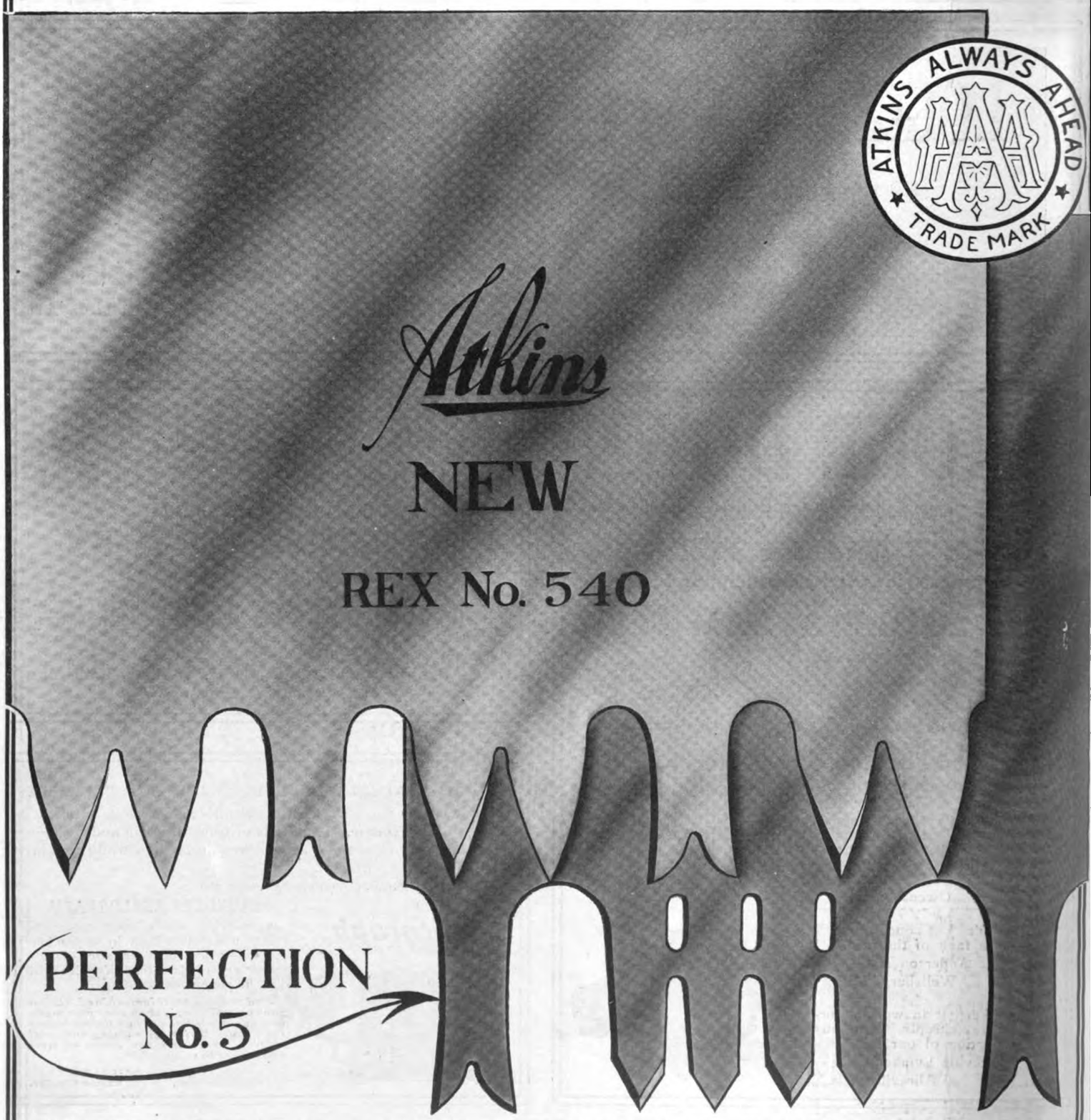

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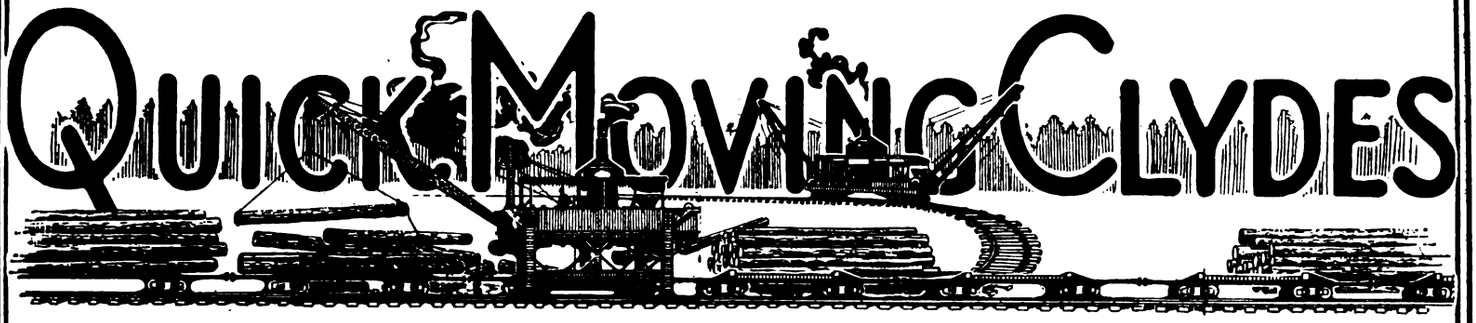

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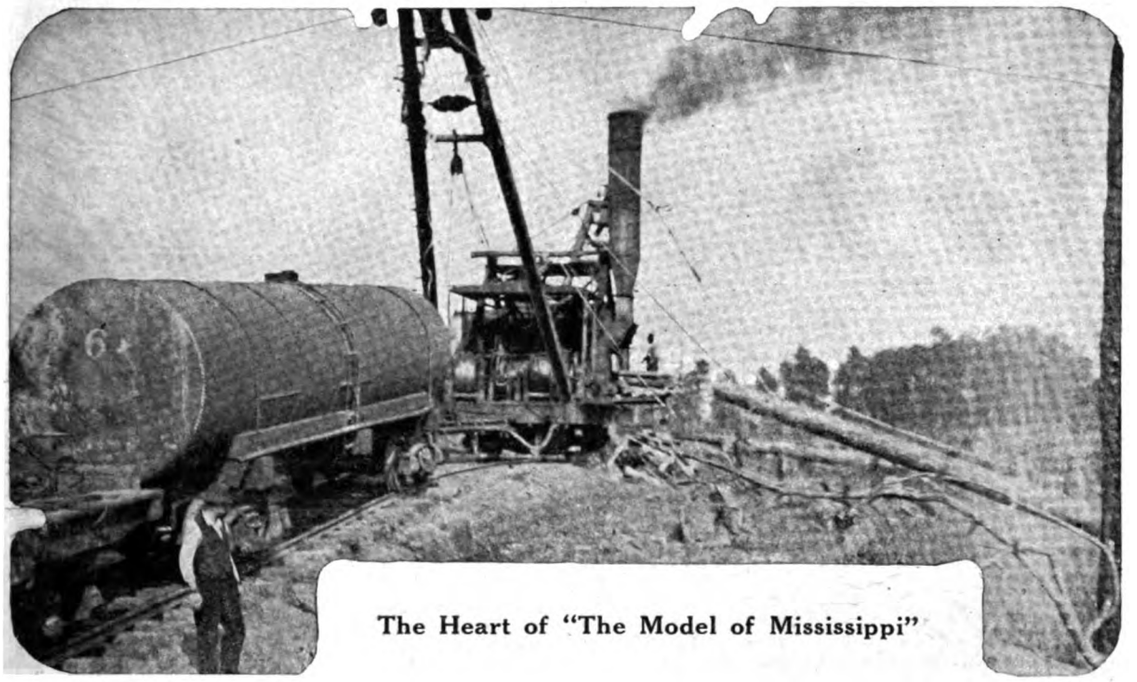

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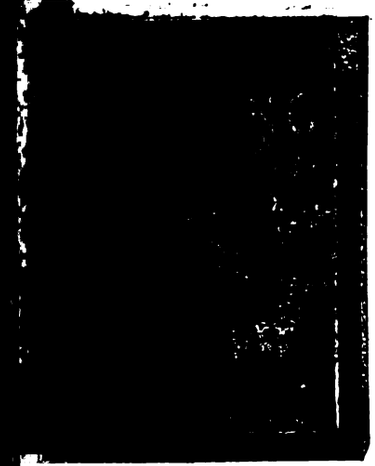

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We manufacture Yellow Pine for Implement and Wagon Factories

Mills at

BRINSON, GA. WAINHURST, GA. POPLARVILLE, MISS.

Telephone Randolph 5940 General Offices: 1221 Lumber Exchange Bldg., CHICAGO

W. O. KING & CO.

Wholesalers and Exporters of

HARDWOODS

Handling both Northern and Southern Stocks

A SPECIALTY OF

THICK MAPLE

2452 South Loomis St., Chicago

THE

COLUMBIA HARDWOOD LUMBER CO.

Kiln Dried Air Dried

HARDWOODS

OAK AND GUM

SHIPMENTS DIRECT FROM MILL

Office and Yard: 2048-84 Dominick St.
CHICAGO, ILL.

M. J. SCANLON, President
A. S. BROOKS, Vice President
S. D. BROOKS, Treasurer
P. A. BROOKS, Secretary
J. S. FOLEY, General Manager

Brooks-Scanlon Company

Kentwood, Louisiana

Manufacturers of Band and Gang Sawed

Louisiana Long Leaf Yellow Pine

Located on Main Lines of Illinois Central and Kentwood & Eastern Rys.

All No. 2 and Better Strips, Boards, Shiplap and Lath—Steam Kiln Dried

DAILY OUTPUT—550,000 FEET

SPECIALTIES:—Uniform and high grades, superior planing mill work, prompt service, for the retail yard, factory, railway and export trade.

OUR TRADE-MARK——————A GUARANTEE

Superior Quality No. 1 Hemlock

We have a Full Assortment of 2-inch No. 1 and Merchantable; also No. 3 in original inch 1x4, 1x6 and 1x8 Nos. 1, 2 and 3. All Thoroughly Dry

A FEW SPECIALS

White Pine.

22M feet 6-4 Shop and Better.
15M feet 1x8 and wider, D and Better, 10 to 16 foot.
10M feet 1x8 and wider, D and Better, 6 to 8 foot.
10M feet 1x4 and wider Shop, 6 to 16 ft.
30M feet 1x8 No. 3 Common, 10 to 16 ft.
36M feet 1x10 No. 3 Common, 10 to 16 foot.
17M feet 1x12 No. 2 Common, 10 to 16 foot.
37M feet 1x12 No. 3 Common, 10 to 16 foot.

No. 1 and No. 2 Hemlock.

130M feet 2x4, 4 foot and 5 foot.
30M feet 2x6, 4 foot and 5 foot.
13M feet 2x8, and wider, and 4 and 5 foot.
75M feet 2x4 and wider, 2 foot to 3 foot 11 inches.
92M feet 1x4 and wider, 2 feet to 5 foot.

Basswood.

50M feet 4-4 No. 2 and Better.
23M feet 4-4 No. 3 Common.

Cedar.

19M feet 1x4 and wider, Shops and Better.
26M feet 1x4 and wider, Nos. 1, 2 and 3 Common.

Miscellaneous.

30M feet No. 2 and Better, Soft Maple.
15M feet 4-4 No. 3 Common Ash.
24M feet 4-4 No. 3 and Better, Elm.

Inquire of Chicago Office for Prices

Oconto Company, 817 Railway Exchange, Chicago
Mills and Yards at Oconto, Wis. and Nahma, Mich.

C. H. BARNABY

Manufacturer of

Hardwood Lumber and Veneers

Our Oak Veneers are sawed from strictly

Indiana White Oak

No Southern Wood Used

Greencastle - - - - Indiana

5-4 Firsts and Seconds

Plain Red Oak

Long-Knight Lumber Co.

Indianapolis, Ind.

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UNIVERSITY OF MINNESOTA
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CO-OPERATION NOT COMPETITION IS THE LIFE OF TRADE

Lumber World Review

THE LUMBER REVIEW
FOUNDED 1897

CONSOLIDATED JANUARY 1912

THE LUMBER WORLD
FOUNDED 1905

Volume XXXI
Number 3

CHICAGO, AUGUST 10, 1916

Single Copies Fifteen Cents
Two Dollars a Year

"OPPORTUNITY!"

A LEGEND: A while ago some poet or philosopher made the statement that opportunity knocks but once on every man's door. That may be the disturbance at your door right now!

THE ELECT: If you are just out of timber and not ready to retire; or if you have yellow pine saw mill sense and manly vigor and need a chance where your knowledge and integrity will matter more than the money in your pocket-book; if you have a clean bill of health—a healthy yellow pine saw mill intelligence, a healthy set of morals and a healthy financial record, whether or not it has amassed you money—then you are of the elect, and it will be impossible for you to avoid investigating this opportunity.

UNUSUAL: The word "unusual" does not henceforth belong to the Pacificcoaster, with which to excuse untimely rains, for it can be applied directly to this proposition, for it is "unusual" for a man to sell a saw mill with timber behind it, that is running profitably, and on a rising market. If you have enough curiosity to make you worth while, you will now open your door and listen!

WE KNOW: Yes, sir, we know of a mill, with yellow pine timber, which can be put into your possession tomorrow, running—if you are the man, and will only speak up and claim your opportunity. Let us tell you about it!

TIMBER SUPPLY: There are ten million feet of beautiful long leaf yellow pine timber, on a twelve-year cutting lease, within half a mile of a river that will run logs all the months of the year except three or four, which is the basis upon which this proposition is founded—plus an opportunity to buy Fifty Millions more of such timber from the farmers in the community. Mill is located higher up on a certain logging river than any of its competitors, so it has "first chance" of purchase of all logs on that stream.

LOGGING COSTS: Both "custom" purchases and "contract logs" have been and will continue to be deliverable at the haul-up chain at $6.00 a thousand. At least a million feet of logs are in the pond ready for cutting, right now.

THE LOCATION: Mill is in a southeastern state, less than 50 miles from tide-water and fine dockage and on the Atlantic Coast Line Railroad.

THE FREIGHT RATES: There is a freight rate of $1.25 a thousand to ship-side; 17c rate to Virginia gateway; 25c rate to Philadelphia; 28c rate to New York and Pittsburgh, and 25½c rate to Chicago. Location near large sea-port where great overplus of empty cars accumulates, making car shortage impossible.

JUST FOR YOU!

MILLING FACILITIES: Plant eercted about four years ago; $10,000 spent during last few months to put it in best possible repair; consists of circular 25,000 feet per day capacity; 2 engines to operate mill; 3 large boilers, plenty of power and all possible collateral machinery; recently erected L. Moore Dry Kiln Co. kiln; storage sheds for dry stock; timber ramp to hold fifteen or twenty car loads; lease on mill site for fifteen years; quarter mile steel rail and small locomotive for switching; ten houses for employees and many others available in the village; has shingle, lath and stave mill.

PRICE AND TERMS: If you are the proper man you can buy this whole outfit, timber inclusive, for $50,000 or, you can purchase a half interest in it, the other half to be retained by a wholesale yellow pine concern which now owns this opportunity. If you are not the proper man you cannot buy it at any price. The owner will agree to handle the cut of this plant or not, just as the purchaser may like, even if the purchaser takes only a half interest.

THE SECRET: Of course you want to know why the present owner will give you such an opportunity. That is completely and entirely his affair, and if you mean business and if you have any interest in the proposition, as we have here truthfully set it forth, drop a line or send a wire to us and we will put you in touch with the owner.

LUMBER WORLD REVIEW,
608 S. Dearborn St., Chicago, Ill.

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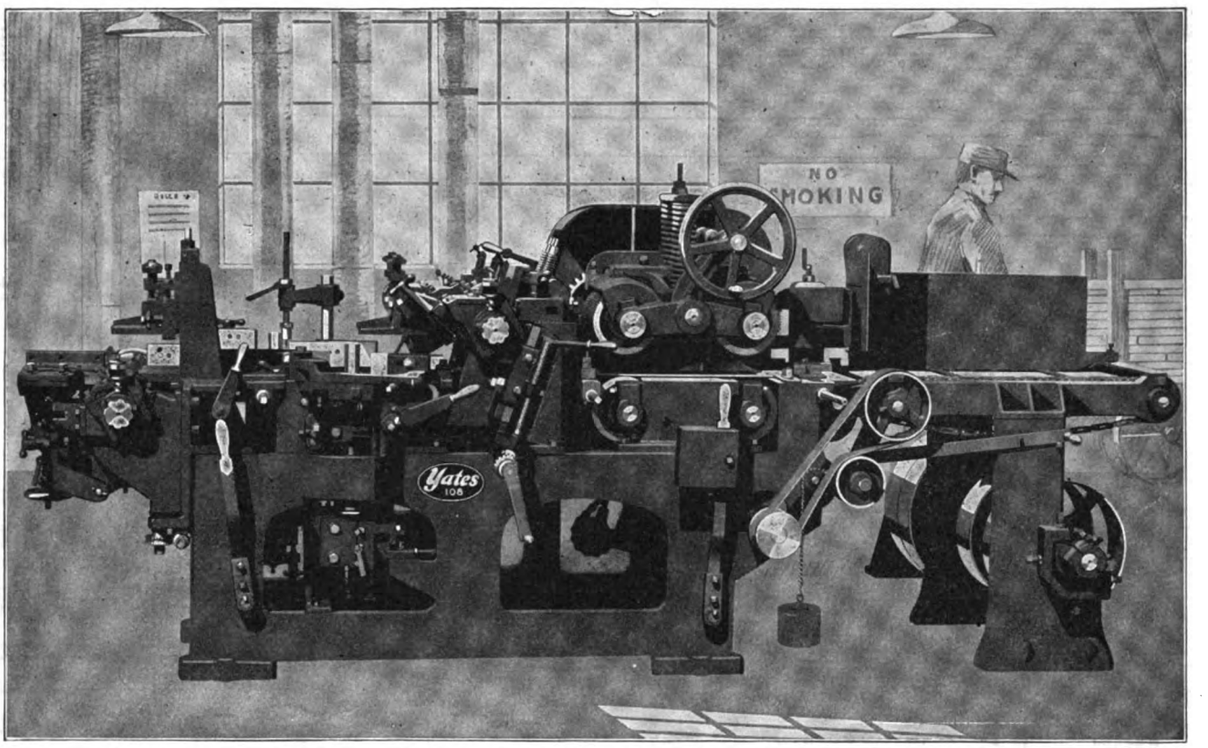
TWO HUNDRED AND TWENTY FOUR MILLIONS MOSTLY OAK

OAK OAK OAK

No Need to Worry
About Holding Labor



A Yates Number 108 Moulder will prevent it. It's a prod that hastens the gait of your production without increasing your pay roll. Its easy adjustments and steady performance solve the migrating labor problem because it makes the workman contented with his job.

Yates - formerly BERLIN **No. 108 Moulder**

is the machine that has prodded production in more than One Thousand Two Hundred plants in America and Canada. Its quick set-ups save production time—its fast feeds multiply output. Four to six times old sticker output is easily possible. Its grinding and jointing devices make best work easy to get and increase profits by bettering grades—often 40 to 60 per cent. When provided with hopper feed it "eats up" short stock as fast as one man can supply it. So strongly built that you can "speed 'er up" with safety to meet rush orders. Gives such universal satisfaction everywhere that it has been called "The Everpresent Moulder."

Detailed information free, without obligation. Ask for Circular 108.

P. B. Yates Machine Co.

BELOIT, WISCONSIN, U. S. A.

Successors to THE BERLIN MACHINE WORKS Canadian Plant with Offices: HAMILTON, ONTARIO

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ISAAC STEPHENSON, Prest., Marinette, Wis.
H. A. J. UPHAM, Vice-Prest., Milwaukee, Wis.
R. E. MacLEAN, Sec'y & Treas., Wells, Mich.

IDEAL

"Ideal" Rock Maple Flooring

We cut from our own timber, manufacture at our own mill and are second to none either in quality of timber or in the manufacturing of Lath, Shingles, Cedar Posts, Poles and all kinds of forest products.

Also manufacture Wood Alcohol, Charcoal and Acetate Lime.

We make a specialty of Bill Stuff and can ship mixed cars of Ceiling, Siding, Moulding and Casings, in Pine, Basswood, Hemlock or Hardwoods. Capacity, 90,000,000 feet annually.

I. STEPHENSON CO., Trustees, Wells, Mich.

SERVICE QUALITY

INTEGRITY DEPENDABILITY

Are the Foundation of the Edifice of Business Success which this Institution has built. The Satisfaction of Profitable Trade binds our Customers to us. From all Lumber Merchants who Appreciate a Product in which these Qualities are Inherent, we respectfully Solicit Correspondence.

WEYERHAEUSER LUMBER COMPANY

THE MILLS OF SERVICE

EVERETT, WASHINGTON

B-S CYPRESS CO.

IN THE HEART OF THE BEST CYPRESS DISTRICT

We supply everything in

The New Grades of Cypress

Rough or Dressed Stock

Our Cypress is more even in Color and Texture

We solicit your inquiries and orders

Same Management
Burton-Swartz Cypress Co.
Burton, La.

Annual Capacity 70,000,000 Feet

Burton = Swartz

Cypress Co. of Florida

PERRY, FLA.

JOHN A. GAUGER & COMPANY

QUALITY CHICAGO SERVICE

Office and Warehouses: Corner Twenty-Second, Laflin and Hinman Streets

RED DRAGON BRAND GAUGER GUARANTEE OF SUPERIORITY

WHOLESALE MANUFACTURERS OF

EVERYTHING IN QUALITY

MILLWORK

DISPATCH, PLUS ACCURACY, EQUALS GAUGER SERVICE

The Most Complete Stock of Millwork in the World at Your Command

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Our Trade-Mark "Electric" is stamped on underside of our flooring

We are members of the Maple Flooring Manufacturers' Association

Maple, Beech and Birch Flooring

In addition to our large production of the standard thickness 13/16 inch flooring, we make annually between two and three million feet of 3/8 inch thick.

This Thin "Electric" flooring is put up in a variety of sizes, woods and selected features to supply the varied requirements of the home builder.

When used in new buildings it is laid over a smooth subfloor. But a great deal of it is laid over old floors to modernize older buildings.

Our superior lumber and manufacturing efficiency make the "Electric" a standard of comparison. Why take a chance? Order the standard.

Practical instructions for laying, finishing and taking care of hardwood floors are yours for the asking.

Cobbs & Mitchell, Incorporated
Sales Department Cadillac, Michigan

White Clear "Rockhard" Maple Flooring

We have about 150 M feet of 13/16 x 2¼" face White Clear Maple Flooring which we want to ship to give us the space in our warehouse. The flooring was made from end-dried white maple lumber and is choice stock.

Will make an attractive price for prompt shipment. State quantity you can use and we will quote accordingly.

Mitchell Brothers Company
Sales Department, CADILLAC, MICH.

LUMBER

We Make "BETTER" Yard Stock
Because that is Our Business
A TRIAL SHIPMENT OF OUR FAMOUS

KANEY KREEK KLEARS
SOUTHERN PINE
WILL DEMONSTRATE TO YOU THE HIGH QUALITY OF OUR PRODUCT

FOSTER LUMBER COMPANY
Long Building Kansas City, Mo

LUMBER LUMBER LUMBER LUMBER

Use modern feed rollers

(instead of a bottle of liniment for the edgerman's back)

COLEMAN FEED ROLLER (that never wears out)

The Coleman Feed Roller removes the dull roller handicap from the edgerman and gives him a chance to make more money for you. Let machinery do the work of machinery—the "armstrong method" is out of date.

Dull feed rollers mean too much "armstrong" and not enough headwork on the part of the edgerman. He's only human and with the shot-gun feed behind him pushing him along he is working for speed and not for grades. He's *got to do it.*

Coleman Feed Rollers take right hold of the stock (without marring) and snatch it along the minute it touches them. They are *always sharp* because they can be resharpened any day AT NOON right where they are. *Nothing to wear out but replaceable feed bars.* They save you hundreds of dollars per year but "cost no more." Ask us to prove this by a few figures.

TO PROVE UP ON THIS: 30 DAYS' FREE TRIAL ON YOUR EDGER

Send for our common sense booklet

COLEMAN FEED ROLLER COMPANY, VREDENBURGH, ALA.
For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.

On exhibition at their branch houses { Atlanta, Ga. Chicago, Ill. Memphis, Tenn. Minneapolis, Minn. New Orleans, La. Hamilton, Ont. New York City Portland, Ore. San Francisco, Cal. Seattle, Wash. Vancouver, B. C. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

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The Virginia and Rainy Lake Company

MANUFACTURERS

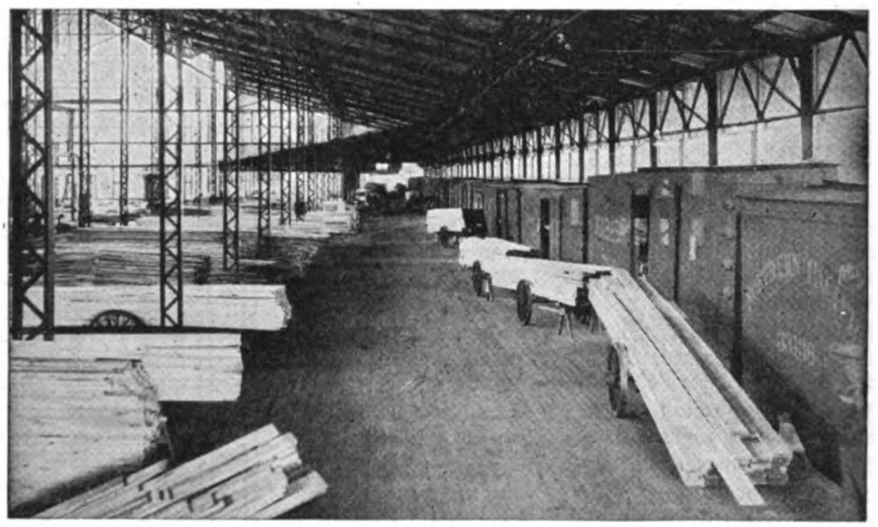
White Pine and Northern Pine Lumber

Daily Capacity One Million Feet

SHIPMENTS BY RAIL AND WATER

The Largest, Most Modern and Complete White Pine Lumber Plant in the World

Genuine Cork White Pine and Plenty of It



Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily

General Offices: Virginia, Minnesota

Branch Sales Offices: Chicago Milwaukee Minneapolis Duluth

EDWARD HINES, President
M. W. TEUFEL, Ass't to President

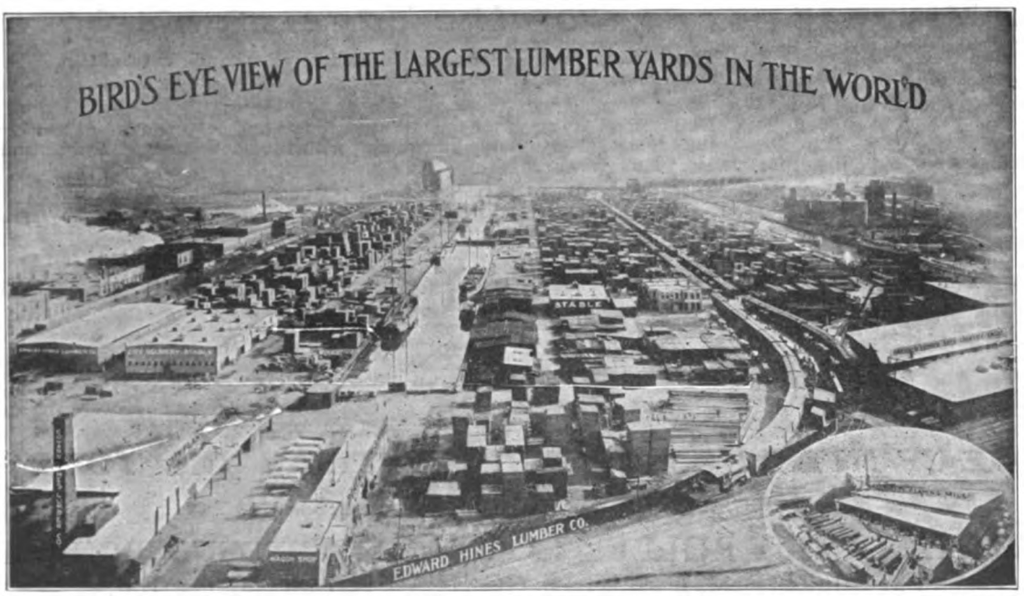
L. L. BARTH, Vice-President

C. F. WIEHE, Secretary
EDWARD H. THOMAS, Ass't Treasurer

Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office. TELEPHONE "CANAL" 340

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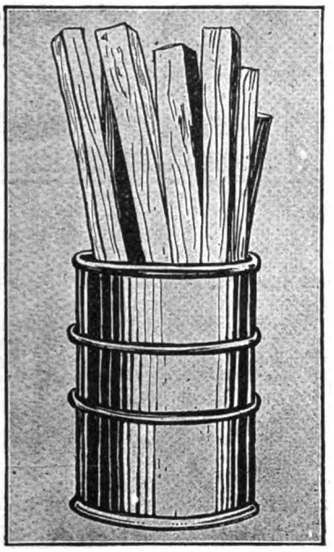

Showing tank treatment of timber with Grade-One Creosote Oil.

LONG LIFE *FOR* WOOD *AT* LOW COST

Showing application of Grade-One Creosote Oil by hand

Barrett's TRADE B MARK Grade One LIQUID Creosote Oil

Will prevent decay of fence posts, basement plankings, sills, stringers, telegraph and telephone poles and exposed timber.

The Barrett Company

New York Chicago Philadelphia Boston St. Louis Cleveland Cincinnati Pittsburgh
Detroit Birmingham Kansas City Minneapolis Nashville Salt Lake City Seattle Peoria
THE PATERSON MANUFACTURING COMPANY, Limited: Montreal Toronto Winnipeg Vancouver
St. John, N. B. Halifax, N. S. Sydney, N. S.

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He Who Looks Before He Leaps

We have occasionally mentioned in this advertising the fact that a large number of electrotype cuts, with suggestions for retail dealer advertising, can be furnished by the Southern CYPRESS Manufacturers' Association and a letter addressed to any one of the undersigned will bring full information with reference to this service.

It is probably a fact that a great many retail dealers do not appreciate the merits of these cuts and the CYPRESS suggestions which go with them. The Secretary of the Lumbermen's Association of Texas, as a part of the service he renders to his members, supplies cuts and printed matter to back up the retail advertising in which the cuts are used, and he has written that these cuts are sent only on demand, but that ninety percent of the stuff going out of his office to the retailer lately has been from the CYPRESS Association. Recent orders from him alone have called for more than one hundred electrotype cuts, all of which have been used several times by different retail dealers.

And now comes Findley M. Torrence, Secretary of the Ohio Association of Retail Lumber Dealers, with a serious criticism in his official Bulletin to all members of the advertising cuts furnished by the lumber manufacturers' associations. He states that, of the five associations furnishing electrotype cuts, the CYPRESS Association is the only one furnishing electrotypes which are of real benefit to the retail dealer and which invariably get results.

We mention these two cases of retail association secretaries merely to prove the statement made at the beginning of this advertisement—that many of you Retail Dealers do not know what complete service will be rendered to you by CYPRESS if you will only give your permission.

Write to any of us and then watch the results.

Be One of Those Who Are Helping T

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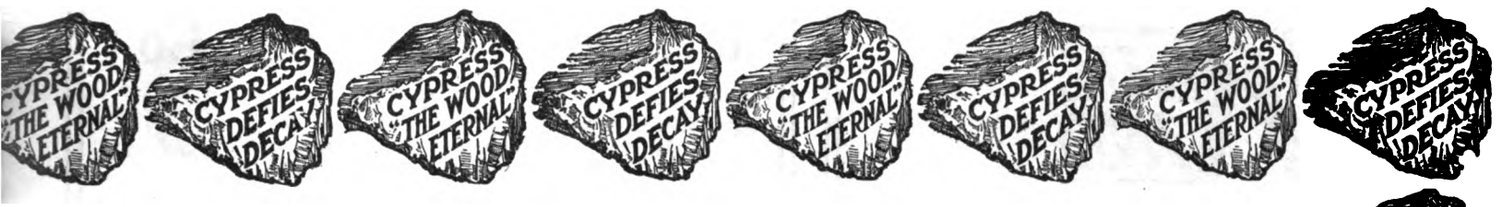

Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL"	Baker-Wakefield Cypress Co., Plattenville, La.
CYPRESS S 77 C M A "THE WOOD ETERNAL"	Baxter, G. S., & Co., Jacksonville, Fla.
CYPRESS S 4 C M A "THE WOOD ETERNAL"	Bowie Lumber Co., Bowie, La.
CYPRESS S 6 C M A "THE WOOD ETERNAL"	Burton-Swartz Cypress Co., Burton, La.
CYPRESS S 78 C M A "THE WOOD ETERNAL"	Cummer Lumber Co., Jacksonville, Fla.
CYPRESS S 11 C M A "THE WOOD ETERNAL"	Cummings-Moberly Cypress Co., Moberly, La.
CYPRESS S 13 C M A "THE WOOD ETERNAL"	Dibert, Stark & Brown Cypress Co., Donner, La.
CYPRESS S 66 C M A "THE WOOD ETERNAL"	East Coast Lumber Co., Watertown, Fla.
CYPRESS S 20 C M A "THE WOOD ETERNAL"	Albert Hanson Lumber Co., Garden City, La.
CYPRESS S 68 C M A "THE WOOD ETERNAL"	Hebard Cypress Co., Waycross, Ga.
CYPRESS S 23 C M A "THE WOOD ETERNAL"	Jeanerette Lumber & Shingle Co., Jeanerette, La.
CYPRESS S 26 C M A "THE WOOD ETERNAL"	Lutcher & Moore Cypress Lumber Co., Lutcher, La.
CYPRESS S 31 C M A "THE WOOD ETERNAL"	Opdenweyer-Alcus Cypress Co., Sorrento, La.
CYPRESS S 33 C M A "THE WOOD ETERNAL"	Ramos Lumber Co., Ramos, La.
CYPRESS S 74 C M A "THE WOOD ETERNAL"	Standard Lumber Co., Live Oak, Fla.
CYPRESS S 43 C M A "THE WOOD ETERNAL"	Whitecastle Lumber & Shingle Co., Whitecastle, La.
CYPRESS S 46 C M A "THE WOOD ETERNAL"	F. B. Williams Cypress Co., Patterson, La.

Put The PRESSure Behind CYPRESS

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THE KAUL KIND

# of Yellow Pine

has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.

BIRMINGHAM, ALA.

Mississippi Lumber Co.

Manufacture

EXCEPTIONALLY FINE

SHORT LEAF FINISH

STEAM KILN DRIED

VERY SOFT AND LIGHT

Also

A full assortment of Long and Short Leaf Yard Stock, Kiln Dried and Soda Dipped.

Also

HARDWOOD

White and Red Oak, Poplar, Sap and Red Gum, Magnolia, Ash, Elm and Beach.
White Oak Bridge Plank and Ties.
Car Material.

Modern Fast Feed Planing Machines

The work is SLICK as GLASS.

WE SHIP WHEN WE PROMISE.

Address Inquiries and Orders to
519 Mississippi Ave.,
QUITMAN, MISS.

Order Our

"BENFORD" STOCK

It is

ALL KILN DRIED—DIMENSION SURFACED

"TWO SIDES and ONE EDGE"

Which Assures Even and Uniform Stock

CONTINENTAL LUMBER COMPANY
HOUSTON, TEXAS

EVERYTHING IN

Louisiana Red Cypress

250,000,000 Feet in Stock All the Time

No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.

WE WANT YOUR ORDERS

Shipments by rail or sea.

Cable Address, "REDCYPRESS"

Louisiana Red Cypress Company

Hibernian Bank Bldg, NEW ORLEANS, LA Frank N. Snell, Sec. & Gen. Mgr

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California White Pine

Manufactured to Shevlin Quality is Unequaled

The Shevlin-Hixon Company

Bend, Oregon

Operators Box Dept.: KNAPP-CHENEY COMPANY, Portland, Oregon

REPRESENTATIVES:

WYOMING—UTAH—COLORADO
G. W. GATES & CO., Portland-Salt Lake City

IOWA
CROWEN & COWAN, Waterloo

NORTHERN IOWA
WILSON-REX LBR. CO., Perry

KANSAS—NEBRASKA—SOUTH DAKOTA
BRADFORD-KENNEDY CO., Omaha

MINNESOTA
N. H. MORGAN, First Nat'l-Soo Line Bldg., Minneapolis

PITTSBURGH-PHILADELPHIA
FOREST LUMBER COMPANY

CHICAGO—DETROIT
A. W. LAMMERS, Continental Com. Bank Bldg., Chicago

No. 3 Western Pine Boards

Our mixed cars of No. 3 Boards, Lap Siding and choice Larch Dimension will equip your yard with the real trade winning material.

Order Now!

The abundant crops throughout the country insure activity in building on farm and in town. Get ready to handle the trade.

Write or Wire

SELLING OFFICE

Blackwell Lumber Co.
Panhandle Lumber Co.
Spokane, Washington

Suite 1310
Old National
Bank Bldg.

FOUR BIG MILLS **ANNUAL CAPACITY 200,000,000 FT.**

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GIRDLING THE EARTH WITH HOUSES

THE STORY OF VOLUME:

The volume of lumber produced in the mills of this company each year is sufficient to build a good-sized house every mile round the earth.

Stop and think what it means to buy **quality lumber** from a company that can so standardize its quality as to keep up a demand for a quantity it must manufacture, sufficient to build one good-sized house every mile round the earth.

Think what it means to have an annual demand for **quality lumber** in such an aggregate as to form a train shipment of twenty-four thousand three hundred and sixty-six cars, each car billed to a lumber buyer or on an export order.

Imagine a train of cars one hundred and eighty-four miles long. That represents the annual output of the Long-Bell Lumber Company's mills.

The largest yellow pine milling capacity under the control of a single organization is the Long-Bell Lumber Company, with capacity for manufacturing over one and a half million feet of lumber per day.

With three hundred working days the capacity shows an output of over four hundred and fifty million feet per annum.

This enormous production of **quality lumber** is possible to be manufactured by one organization only because of the company's efficient management.

It is only possible to manufacture **quality lumber** representing over one and a half million feet per day because of the demand by dealers and consumers in this and foreign countries which is increasing in volume every year.

There is a reason why the Long-Bell Lumber Company manufactures an increased quantity every year and is able to sell its daily output of one and a half million feet.

THAT REASON IS QUALITY

The standardization of lumber began with the Long-Bell Lumber Company a great many years ago.

A **quality standard** was established which made a reputation while it built up the volume and this standard of quality has been guarded with care by the mill managers who are jealous of the splendid reputation thus attained.

But more than all this the record made by the Long-Bell mills for PROMPT SHIPMENT has caused dealers, all over the world, to repeat and continue to repeat their hurry-up orders once they have had a taste of this **quality lumber** and these quick delivery shipments.

Think of a record established by one lumber organization which shows an average time of eight and a half days from the arrival of orders at the mills until the cars were loaded, on the entire 1915 year's production.

It is YOU, Mr. Dealer, who gets the benefits of this **quality lumber** and these record shipments.

It is you, Mr. Lumber Dealer, who makes it possible for these mills to produce **quality lumber** and get it out for you on record time. The Long-Bell Lumber Company is mindful at all times of your needs, your requirements, and your customers' demands.

A large lumber mill organization can increase its business only by the most refined attention to the minutest detail of the finished product.

A leader of quality and volume can only maintain its supremacy by its attention to these details, and so careful and so watchful are the mill managers and their foremen in their constant scrutiny of every step of the progress of lumber manufacturing from the log to the car door that you may be assured your cars of lumber at all times will bear YOUR most careful scrutiny.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company
KANSAS CITY, MO.

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Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

"IS IT AS GOOD AS KIRBY'S"
MANUFACTURED ONLY BY
KIRBY LUMBER COMPANY
HOUSTON CHICAGO ST. LOUIS KANSAS CITY OMAHA
OKLAHOMA CITY WACO SAN ANTONIO HAVANA

Don't Say "Long Leaf," Say "Ragley Long Leaf"

There IS A Difference

We specialize in structural timbers, manufactured from Calcasieu Long Leaf Yellow Pine, but can fill dealers' orders for anything in Yellow Pine : : : :

W. G. Ragley Lumber Co., Ragley, La.

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QUALITY
SERVICE
CAPACITY

MEANS MUCH TO RETAILERS:--

The "Exchange" mill companies spend a substantial additional amount more than necessary to make QUALITY stock, uniform grades, highest manufacture and closest inspection. We do not *add* the word QUALITY to our stock:—WE BUILD IT IN. *Costs us more.*

SERVICE:—Our selling organization follows closely the policy of taking orders for stock on hand only, for immediate release, and as a result, most of our orders for regular stock are completed within one to five days after receipt at mills. (70 per cent of all kinds of orders in January 1916 were shipped during January). *Costs us more.*

CAPACITY great enough, but not too big. 9 plants cut about 750 to 800,000 feet of lumber per day, and every foot of it good lumber.

All this means IN-BUILT VALUE TO THE DEALER. *Costs us more to produce,* but our claim departments are very little expense to us, and we are able to sell with less expense to our mills, because the right kind of stock is quite a bit of a salesman itself, and works without charge. Besides, the satisfaction of doing business on a SQUARE, ROCK SOLID—HONEST—FAIR BASIS is certainly SOME satisfaction.

IF YOU HAVEN'T LINED UP ALREADY FOR "EXCHANGE QUALITY-SERVICE-CAPACITY," YOU'LL FIND A NEW MEDICINE FOR SICK Profit and Loss accounts, and increased satisfaction in selling the best, in commencing NOW.

MISSOURI LUMBER & LAND
EXCHANGE COMPANY

SUITE 1111, LONG BUILDING **KANSAS CITY, MO.**

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Not Only White Enamel

But

Stained and Varnished Finishes

as well

Can Be Successfully Carried Out On

Arkansas Soft Pine

Being a practically non-resinous wood in the finish grades, it is not necessary to shellac the raw surface, but instead the chosen stain of whatever color is applied *first,* insuring a perfectly uniform absorption. Shellacs and varnishes are then applied and rubbed down.

We urgently recommend machine sanding as against hand work on the bench. All finish should be so worked wherever possible. This treatment in combination with the above method of final application insures a beautiful satin-like surface to the completed work.

Arkansas Soft Pine is properly suitable for woodwork in fine residences, apartments, churches and offices. It is being *nationally advertised.* It is identified by a registered trade mark. Its manufacturers *stand behind it.*

What better selling arguments could you put to your trade Mr. Dealer? Better let us quote on your next car.

All stock bearing the Arkansas Soft Pine Trade Mark is manufactured and sold exclusively by the following companies:

Crossett Lumber Co	*Crossett, Ark.*
Eagle Lumber Co	*Eagle Mills, Ark.*
Edgar Lumber Co	*Wesson, Ark.*
Freeman-Smith Lumber Co	*Millville, Ark.*
Fordyce Lumber Co	*Fordyce, Ark.*
Gates Lumber Co	*Wilmar, Ark.*
Southern Lumber Co	*Warren, Ark.*
Stout Lumber Co	*Thornton, Ark.*
Valley Lumber Co	*Reader, Ark.*
Wisconsin & Arkansas Lumber Co	*Malvern, Ark.*
Arkansas Land & Lumber Co	*Malvern, Ark.*
Arkansas Lumber Co	*Warren, Ark.*
Cotton Belt Lumber Co	*Bearden, Ark.*

To secure quotations with the least delay, price inquiries should be sent direct to any of the above companies. Literature, samples and information will be supplied promptly on request, by the

ARKANSAS SOFT PINE BUREAU

LITTLE ROCK, ARK.

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Take George's Advice

He said in his farewell address:

"In time of peace prepare for war."

'Tis well said; and so we say to you:—Now while business is a little slack it is the best time to fill in your stock and prepare for the war of demand which is likely to strike you very soon. Mobilize your forces and be ready when the first gun is fired. Then you can say with Commodore Perry, "We have met the enemy and they are ours."

The best ammunition you can have for this war is

North Carolina Pine

Its value has been proven on many battle fields, where the enemy has been driven off in confusion. Good for every use about the house, but especially valuable and attractive as interior finish, floors, etc.

By-the-way, George Washington's home was built of North Carolina Pine, and has well withstood the wear of the intervening years. You may safely recommend it to your customers. Write us for further information.

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NORTHERN PINE LUMBER

Crookston Lumber Co.
Nichols-Chisolm Lumber Co.
Shevlin-Clarke Company Ltd.

Chicago Office
1986 Continental & Commercial National Bank Bldg.

Minneapolis Office
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We have a Full Assortment of 2-inch No. 1 and Merchantable; also No. 3 in original inch 1x4, 1x6 and 1x8 Nos. 1, 2 and 3. All Thoroughly Dry

A FEW SPECIALS

White Pine.

22M feet 6-4 Shop and Better.
15M feet 1x8 and wider, D and Better, 10 to 16 foot.
10M feet 1x8 and wider, D and Better, 6 to 8 foot.
10M feet 1x4 and wider Shop, 6 to 16 ft.
30M feet 1x8 No. 3 Common, 10 to 16 ft.
36M feet 1x10 No. 3 Common, 10 to 16 foot.
17M feet 1x12 No. 3 Common, 10 to 16 foot.
37M feet 1x12 No. 3 Common, 10 to 16 foot.

No. 1 and No. 2 Hemlock.

130M feet 2x4, 4 foot and 5 foot.
30M feet 2x6, 4 foot and 5 foot.
12M feet 2x8, and wider, and 4 and 5 foot.
75M feet 2x4 and wider, 2 foot to 3 foot 11 inches.
92M feet 1x4 and wider, 2 foot to 5 foot.

Basswood.

50M feet 4-4 No. 2 and Better.
23M feet 4-4 No. 3 Common.

Cedar.

19M feet 1x4 and wider, Shops and Better.
26M feet 1x4 and wider, Nos. 1, 2 and 3 Common.

Miscellaneous.

26M feet No. 2 and Better, Soft Maple.
15M feet 4-4 No. 3 Common Ash.
24M feet 4-4 No. 3 and Better, Elm.

Inquire of Chicago Office for Prices

Oconto Company, 817 Railway Exchange, Chicago
Mills and Yards at Oconto, Wis. and Nahma, Mich.

MARBLE CREEK IDAHO WHITE PINE

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our own luxuriant timber.

Edward Rutledge Timber Co.
Coeur d'Alene, Idaho

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MANUFACTURERS OF
HARDWOOD LUMBER
AND
"Finest" MAPLE FLOORING.

Bay City, Mich.

We are members of the Maple Flooring Manufacturers Association

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Manufacturer of

Hardwood Lumber and Veneers

Our Oak Veneers are sawed from strictly

Indiana White Oak

No Southern Wood Used

Greencastle - - - - Indiana

6-4 No. 1 Common

Hard Maple

Long-Knight Lumber Co.

Indianapolis, Ind.

W. O. KING & CO.

Wholesalers and Exporters of

HARDWOODS

Handling both Northern and Southern Stocks

A SPECIALTY OF

THICK MAPLE

2452 South Loomis St., Chicago

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The success of the Frost-Johnson Lumber Company methods is not a question for argument—it is a proved fact. The evidence is convincing and overwhelming. The list of Frost-Johnson customers is rapidly becoming a roster of the great names of the retail lumber field.

Why? Because lumber dealers are rapidly awakening to the imperative need for better methods of increasing their sales—for the necessity of giving uniform grades of lumber and prompt delivery so as to retain the patronage of the lumber user.

You can enjoy the same advantages that other lumber dealers are enjoying

The promptness with which we ship consignments of lumber, the extreme care with which we assort the lumber in order to assure absolute uniformity of grades, and the efforts made by us to please our customers in every detail of every transaction, have appealed to the highest business judgment of progressive lumber dealers.

¶ It costs you no more in the beginning and it's cheaper in the end

Our six large lumber plants in Texas, Louisiana, and Arkansas are equipped with the finest saw mill machinery that money can buy, and also possess the best loading and shipping facilities procurable. Put us to the test by sending us your next order for yellow pine lumber.

Be sure to send for our price list, which tells you the cost of any grade of yellow pine lumber DELIVERED.

FROST-JOHNSON LUMBER CO.

Manufacturers of Long and Short Leaf Yellow Pine Lumber

300 BROADWAY ST. LOUIS, MO.

UNIFORMITY F-J OF GRADES AND QUALITY

Trade-Mark

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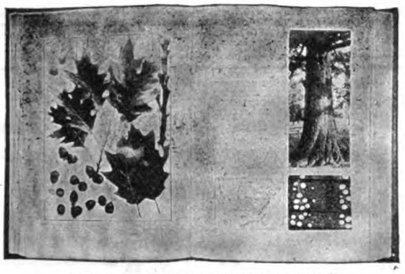
Hough's American Woods

A unique and most useful publication illustrated by actual specimens, showing 3 sections of each wood, mounted in separable pages, with full text.
Its author has been awarded the special Elliott Cresson gold medal on account of its production.



Hand book Opened at Red Oak

Hough's Handbook of Trees

Is photo-descriptive and will enable one without a knowledge of botany to recognize the trees at any season of the year. Most useful for one wishing to know the trees.

If interested in woods or trees from whatever standpoint, write for information and sample specimens. See our exhibit at the Panama Exposition, Mezzanine Floor of Palace of Education.

Romeyn B. Hough Co.

Box 21 Lowville, N. Y

American Forest Trees

By the late Henry H. Gibson
Edited by Hu Maxwell, Wood Utilization Expert

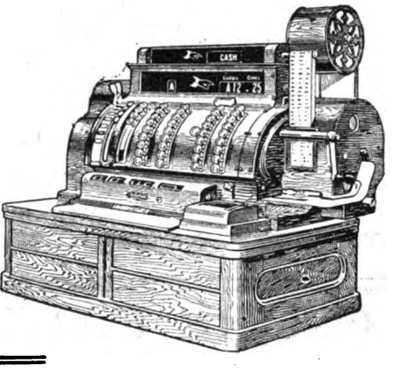
The book is beautifully printed, and is handsomely bound in half leather, dark green roan back and corners, with basket cloth sides, silk head-bands, gold stamping on the back, and gilt top.
The work is illustrated in sepia with more than 100 full-page halftones from photographs covering all the chief commercial varieties of virgin forest timber growing in the United States, and also with numerous engravings from drawings showing leaf and flower forms, etc.
The price of the work is $6.00, delivered by express or mail.

Address **LUMBER WORLD REVIEW**
608 South Dearborn Street, Chicago, Ill.

W. R. Pickering Lumber Company Purchased 15 Receipt-Printing Registers for their Stores

THE Pickering Company, of Kansas City, operates five company stores in the South. They recently purchased fifteen receipt-printing registers for use in these stores.

THE Pickering Company made a thorough investigation of various systems used in handling transactions between clerks and customers, and were convinced that the N C R was the best for their needs.



Things Considered by The W. R. Pickering Lumber Co. When They Purchased Complete N C R System

Its Cost of Operation
The number of clerks necessary to carry it out.
The reduction of auditing expenses.

Protection that it Gives to
The owners against loss of records and inaccuracy.
The customers against mistakes and disputes.
The clerks by removing temptation.

Information Furnished
Accurate records of each day's sales.
Volume of business done by each clerk.
Complete report for auditing purposes.

Service
It is quick.
It is accurate.
Clerks give undivided attention to customers.

Convenience
The registers are located where the most sales are made at rush hours.
This saves time for clerks.
It enables the clerks to wait on more customers.
It makes buying easy for customers.

National Cash Registers Pay for Themselves Out of the Money They Save

NCR Service
A printed receipt or sales-slip with every purchase

Registration for trademark and copyright applied for.

Look for this sign in store windows.

Mail Coupon Today

The National Cash Register Co.

Dayton, Ohio

The National Cash Register Co., Dayton, O.

I have read your advertisement on the Pickering Lumber Company registers and want to know how you can help me realize the ideal that it describes. This request in no way obligates me to buy a new Cash Register.
We now have a National Cash Register that cost us.....

Name .....

Address .....

Kind of store.....

Lumber World Review—Aug. 10, 1916

DO YOU KNOW

That we are the largest manufacturers of Pine and Cypress in Florida?
That we ship mixed cars of Pine and Cypress, when you so desire?
That your inquiries and orders receive prompt attention?

STANDARD LUMBER COMPANY

LIVE OAK, FLORIDA

Mills on L.O. P. & G. R. R. **Daily Capacity 500,000 Feet**

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A Good Suggestion

Make ready now for your fall trade by taking advantage of our superior facilities for selling and shipping DOUGLAS FIR.

We ship 30 cars every 10 hours.

Our Selling Organization.

Minneapolis—C. M. Rhone.
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Sioux City—J. D. Merrill.
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Salt Lake City—R. C. Angell Co. (R. C. Angell).
Walla Walla—W. E. Murphy.
Grand Island—McCormick & White (T. P. White).
Omaha—McCormick & White (F. P. McCormick).
Chicago—Geo. T. Mickle Lbr. Co. (Wilber Hattery, Jr., Mgr. Western Dept.).

Douglas Fir Lumber Company
Manufacturing Merchants **Portland, Oregon**

We want to move quick

10 Cars 4/4 No. 1 Common
Plain WHITE OAK
We ship all over the world
Headquarters for
Old Fashioned Yellow Poplar

VANSANT, KITCHEN & CO.
Ashland, : : Kentucky

IN THE EARLY DAYS

lumber was a word used to describe things that were useless or of little value. The Lombards were the money lenders of the middle ages. A Lombard-room was a room used by pawn brokers to store their pledges consisting of household goods and things of cumbersome or bulky nature. Later such space was termed "lumber room." Lumber, therefore, represented in those days nothing of consequence.

NOW

we know lumber as timber sawn into the form of beams, joists, boards, planks, and especially that which is smaller than heavy timber. The word brings to mind boards of even running thickness and width, clear, straight, strong, durable, with grain or figure, according to species, that will harmonize with any setting. Lumber now occupies a place in civilization that makes it indispensable to mankind, keeping step with every progressive move in manufacture. Ours is the lumber of the modern kind.

We know that we know lumber as it is now known.

We want you to know that we not only know lumber but know how to make it.

One little order will prove we can make good.

LAMB-FISH LUMBER COMPANY, CHARLESTON, MISS.
"The Largest Hardwood Mill in the World"

I. L. CO. LONG LEAF ELIZABETH LA.

THIS brand on the end of every timber and piece of heavy planking that leaves our mill, is our guarantee that it is

Long Leaf Pine

We have PLENTY OF IT

INDUSTRIAL LUMBER CO.
Elizabeth, La.
Annual Capacity 200,000,000 feet

L W RITE-GRADE C A
TRADE MARK

Our own reputation is the added guarantee to every bundle of Rite-Grade we ship you

RITE-GRADE
RED CEDAR SHINGLES

are their own solicitor for your next order. We want your Rite-Grade business, and we respectfully ask you for your next car.

St. Paul & Tacoma Lumber Co.
TACOMA - - - - - WASHINGTON

Western Soft Pine and Larch Lumber

***Also* Box Shooks, Lath, Moldings, Sash, Doors, Millwork**
Shop Lumber and Lap Siding for Eastern Trade

When you need **Quick Shipment** remember our stocks are two hundred miles, or more, closer to you than most of the Western mills.

ANACONDA COPPER MINING COMPANY
Lumber Department **BONNER, MONTANA**

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 3

CHICAGO, AUGUST 10, 1916

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Coates House ..... Kansas City, Mo.
Hotel Baltimore ..... Kansas City, Mo.
Hotel St. Paul ..... St. Paul, Minn.
Vanderbilt Hotel ..... New York City
Albermarle-Hoffman ..... New York City
New Richmond Hotel ..... Seattle

I ALLOW NEW PHILOSOPHERS OF THE PRESENT TIME are working threadbare the two words "vision" and "imagination" almost as much as they are beginning to make a "hissing and a by-word" out of that long suffering word "efficiency." You can praise an attribute of humanity so much and so loud and throughout so much lapse of time that although it started in as a VIRTUE the reiteration will make it ultimately appear as a VICE.

We do not need in THESE times to have a great amount of "imagination" or an inordinate amount of "vision" with which to do forecasting or pick up agreeable topics for editorial observation. There is so much to write about—every item of it jumping up and kicking its heels together and screaming at the top of its voice "Use Me!" "Take Me!" "I'm the idea you want," etc., etc., right over there in the foreground that a fellow has to kill off a whole lot of INSISTENT subjects in order to make room for just what simply MUST be printed.

We have already made our record and stated our opinion that the European war has had the beginning of its end, and paid our respects to the British Black List, and passed those matters along to the abeyance pile, and it is not a BIT difficult to determine that the great throbbing questions of the hour are the possibilities of a general national strike of railway employes, the car shortage and the curtailment of the lumber product.

The "Curtailment" Question.

THE "LUMBER WORLD REVIEW" HAS DONE more on this curtailment question than all other publications put together, and has today on its editorial tables more information, twice over, than it can publish. The best that can be done in this connection is to simmer down the essence of the information as an editorial opinion. Before doing that, however, we wish to call attention to not less than four pages of information which we have printed elsewhere under the caption "An Immediate Necessity for Curtailing Lumber Production," which is the third installment of the most extensive printing of a list of sawmills having the appearance—by their statements—of handling their business along proper lines that it has EVER been the privilege of this writer to have seen in print.

It indicates that the lumber manufacturers of the country have gotten into the habit of having lucid intervals, and that there might be such a thing ahead of us as a general return of lumber manufacturing interests to the realm of commercial sanity before the trees are all marketed.

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We are STILL of the opinion that so-called "Supply and Demand" do not cut the figure in the rise and fall of values in the lumber trade which they do cut in other lines of business. If they did, it would be an easy matter for an operator to arrive at the value of his product, and KNOWING the VALUE there would be no excuse for the lumber trade of America failing to get value for its product and to become an even-tempered, normal business, as opposed to its now being a sort of commercial roulette, which may run red one minute and black the next; pay off 35 for 1 one month, or eat up your fortune the next!

If there is a general knowledge that everyone is making LESS lumber by at least 40 percent than two months ago, and that general knowledge has stiffened up the yellow pine market and the stiffened yellow pine market has helped the Pacific coast lumber trade and the general uplift has put a little backbone into the hardwood trade, then—Dear Standpatter, that is a psychological effect that has helped—and NOT a knowledge of the supply of lumber on hand or a knowledge of the "demand" for lumber—for no man born of woman ever DID know how much lumber there was on hand, or how much of it had gone into consumption during the previous week.

So we argue that if all OTHER lines of trade may predicate their market values on the known condition of the supply of their goods, and the demand thereof—which it is possible to do in iron and steel and in cotton and in wheat and corn and oats and hogs and sheep and grain, etc.—then the LUMBER manufacturer should have the privilege of drawing a little stamina out of the psychology of an interesting curtailment story. THAT was the only straw in sight, and although straws are not supposed to afford land-locked harbors for drowning men, the LUMBER TRADE—at LEAST—has been able to make a pretty secure life raft out of the curtailment straws we have helped to weave together.

Look Out for the Car Shortage.

WE USED TO GET TOGETHER AS A CLASS and have great mass meetings, four or five hundred strong, in which we resolved that the Government was not a nice boy, and that the railroads were unbearable and the life of the Republic in danger, and, that therefore there should be no more "car shortage" or "demurrage problem," or whatever railroad trouble there was apparent at the time. But now these things are the problem of the Interstate Commerce Commission—the "annual car shortage" being a stock problem, beginning regularly along about "hay-fever time" and dying out again after grain and so-called perishables have helped themselves.

We are all conscious that lumber never has had a fair division of either freight expense or shipping facilities since it began to be a business, but it might be, you know, that we are just about at a point where all such matters may be rectified, having just had a chance to tell all our troubles concerning freight rates to the Interstate Commerce Commission. Having also just about kept the Federal Trade Commission busy every minute since it was organized, we OUGHT very SOON to come to a point where lumber would gain enough standing in the community to solve the car shortage and all other problems.

In the meantime, if the retailer expects to get any more lumber this summer and fall he had better order it, not only to save himself some money in the general uplift of values that is going on—but what is QUITE as important—in order to get just what lumber he orders.

How Shall Lumber Be Trade-Marked?

THERE IS NOT AN ADVANCED THINKER in the lumber trade who has not already determined for himself that lumber must be trade-marked! But how?

Really we had thought that it would never be necessary to ask that question in the editorial columns of the LUMBER WORLD REVIEW; but it IS necessary and we are asking the question.

A cypress company in Florida says it can be done with a fifty-cent-per-day-darkey and a rubber stamp, or in default of a rubber stamp that this black boy shall be furnished with some kind of die which he will place on the end of each board and properly strike with a hammer.

In the latter part of the winter of 1915-16 it seemed that there would be simultaneously ready for the market not less than two trade-marking machines—one which would mark BOTH ENDS of each board—simultaneously—as the board came off the trimmer; and the other—which would BURN the name into ONE end of the board electrically, as it came off the trimmer.

At that time ONE lumber association, as we had understood, practically proposed to use the machine which was intended to mark both ends of the board, and to make the installation of the machine a regular association activity, just like any other membership duty, such as living up to the grading rules, giving so-many-cents-per-thousand for association advertising; contributions to the general fund for the support of the association, etc.

Another association of lumber manufacturers was considering BOTH of the proposed mechanical methods of marking, and we believe had ordered a machine of each kind to be made and to be installed each in separate plants—or both in the same plant in order to determine WHICH of the machines were the better of the two, or which one was worth while.

That association, we believe, also contemplated making a blanket contract for enough machines to furnish each member of its body with a trade-marking device, and also contemplated adopting the trade-mark and the application thereof as an association activity, rather than the leaving of the question of—"trade-marking or not"—elective with the individual members of the association.

This last mentioned idea was—if crystallized and put into effect—going to be a wonderful step toward the solidarity of any association which adopted the proposition, etc., etc.!

Also, it was proposed that that body was going to furnish each member of its association with a machine or several machines as needed, at flat cost—the inventor to get his reward from a royalty of a certain portion of a cent per thousand for all the lumber the machine or machines might trade-mark!

Now, as we look at the matter, from the all around vantage view of our Wide East Windows, it seems that a fly is sticking his feet in the ointment. It SEEMS there are dissenters from the idea of a royalty proposition; that there is a feeling growing up in regard to a scheme of trade-marking—en masse, as it were.

Dissenters are putting up the plea that there is not enough similarity in the quality and character of the product of ANY association membership of ANY class of lumber to make it possible to hive all these qualities under one brand; that there is bound to be such a dissimilarity of the products of the various mills that their material could not—in justice to the ENTIRE membership—be sold all under ONE trade-mark; that the only way out is for each concern to adopt a DIFFERENT trade-mark; that it is quite enough trouble to keep the lumber product of any one sawmill running regularly, one month with another, let alone to make that product uniform with two or three hundred other sawmills producing nominally the same kind of lumber.

And so it goes—now you see it and now you don't—like the little pea under the shell in that reprehensible gambling game.

Someone has said that it MUST take longer to become unanimous in a republic than under any other form of government, when it is desirable that there be unanimity in some political movement. It seems to us now—since we got into this trade-marking trend—that the lumber manufacturers have taken on in a BUSINESS way some of the attributes that are supposed to make republics move slowly toward the common good.

Anyway, how about this trade-marking proposition? Are we going to trade-mark en masse, or are we going to trade-mark individualy, or are we going to trade-mark at all? Are we going to let the darkey do the trade-marking? Are we going to trade-mark on one end or both ends of the piece? Are we going to "hammer" in the trade-mark or "burn" it in? Are we going to make trade-marking an association activity with machines at cost; or are we going to pay 75 percent more for the machines and buy them outright and go counter to the spirit of the times, by putting such a premium on the invention of trade-marking devices, as will make them as plentiful as other overproduced woodworking machinery?

Great Railway Strike Apparently Averted.

ADVICES FROM WASHINGTON, RECEIVED two hours before this issue of the LUMBER WORLD REVIEW went to press, contained no more information on this subject than the simple fact of the movements of the mediation board.

As we said in a bulletin to the heads of all lumber manufacturing associations in the United States on August 4, the opinions of every high official of the government and of the railroads and the labor unions seemed to have been at variance with the oft-repeated and too often printed ideas of Harry A Wheeler, chairman of the railroad committee of the Chamber of Commerce of the United States—that "a strike is inevitable."

We protested then and we protest now against any great amount of speculation on this subject, for it gets nowhere and does no good.

Finally the Associated Press telegram from New York on the afternoon of August 9 brought the good news that the brotherhoods had accepted the offer made by the Federal Board of Mediation and Conciliation to mediate their differences with the railroads. This, for the time being at least, averts a great national catastrophe.

We have no inclination to enter into a discussion of this subject, but one may GUESS, you know—and our GUESS is that anything so improbable as an entire shut down of the transportation facilities of the United States, at this or at any other time, is just about as likely a happening as that tomorrow morning the sun should rise in the west.

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Circulation in Dry Kilns

A New Method of Drying in Superheated Steam by Means of the Rapid Circulation Process

By HARRY D. TIEMANN, Consulting Engineer in Kiln Drying

In Four Parts—PART IV.

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PRESENT PRACTICE:—Many kinds of wood, probably the great majority, are injured if dried at a high temperature from the green condition, and probably all kinds are rendered more brittle by such treatment. Some softwoods, however, such as pine, fir, some cedars, and Douglas fir are not injured for the purposes for which they are used by the excessive temperature.

THE USE OF SUPERHEATED STEAM.

Superheated steam is being used with more or less success for the rapid drying of such woods. This is usually accomplished at approximately atmospheric pressure, so that the temperature of saturated steam is 212° and the amount of superheat is the number of degrees above 212° to which the steam is heated. The available heat for evaporating moisture is, therefore, the product of the quantity or weight of steam which comes in contact with the lumber times the degrees to which it has been superheated. The great dangers in the use of this medium are the high temperatures usually required, and the fact that the heat is very quickly parted with, so that the steam soon becomes saturated. This causes very unequal drying in practice, since the portion of the pile of lumber which receives the incoming steam dries very rapidly, due to the high degree of superheat (and consequent low humidity), while that portion where the heat leaves the pile will dry very slowly or not at all, as the steam may become saturated or nearly saturated in passing through the pile.

STEAM TEMPERATURE MUST BE RAISED.

As ordinarily used it becomes necessary to raise the temperature of the entering steam to an excessive degree, often 300° F. in order to secure sufficient heat in the far portion or the interior of the pile. This is apt to cause severe injury in checking and otherwise to the near portion of the pile, with which the high temperature steam first comes in contact. So long as the lumber is thoroughly wet, no injury will be produced by the excessive superheat, because it is impossible to heat the wet lumber above 212° at atmospheric pressure, but the danger comes as soon as the free water has evaporated and the lumber thus becomes subjected to the vapor at a high temperature and *low humidity*.

ACCORDING TO THE IMPROVED METHOD.

THE NEW PROCESS:—It was remarked above that the evaporative capacity of the superheated steam was proportional to the product of the number of degrees of superheat above 212° and the quantity coming in contact with the lumber. It therefore follows that if the quantity be increased, the temperature may be correspondingly reduced for the same amount of evaporation. This principle I put into operation experimentally about a year or more ago. It is remarkably simple of application. The excessive circulation is produced by injecting high pressure steam in the kiln through a perforated steam pipe in a suitable manner so that the vapor is made to circulate through the pile at high velocity. Superheating is produced by ordinary steam pipes placed in the jets of live steam, as well as by the use of high pressure steam for the jets. In this manner I have found it unnecessary to raise the temperature of the superheat above 220° to 225° to produce exceedingly rapid drying. This reduction in the degree of superheat overcomes the two chief objections to the use of superheated steam, pointed out above, namely, the unequal drying effect and the danger of checking the lumber, and also avoids the necessity of heating the lumber to an excessive degree when the steam enters the pile.

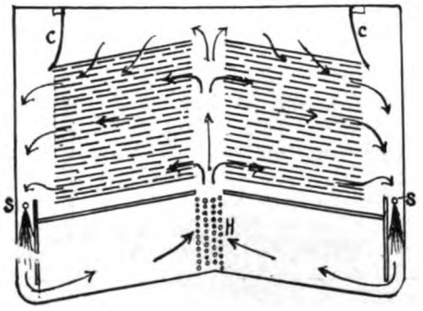

FIG. 1.—SIMPLE ARRANGEMENT FOR USE OF HIGH VELOCITY SUPERHEATED STEAM METHOD WITH INCLINED PILING SYSTEM. SS, STEAM JETS. H, HEATING COILS. CC, CURTAINS.

DIFFICULTY IN PRODUCING UNIFORM VELOCITY.

The main difficulty encountered in the practical application of this principle of high velocity circulation was in the difficulty of producing anything like a uniform velocity through different portions of the pile. This is on account of the momentum of the vapor moving so rapidly. By continual experimentation this difficulty has been overcome by a suitable arrangement of the pile, the steam jets and the heating coils. The perfecting of the process in the removal of this difficulty is due to the labors of my co-workers, J. E. Imrie and Norman Betts, and the principle is now in a shape to be made use of in commercial operation.

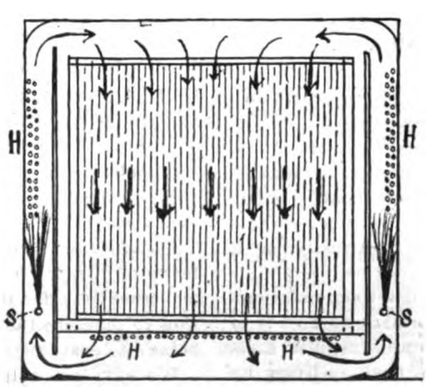

FIG. 2.—ARRANGEMENT FOR USE OF HIGH VELOCITY SUPERHEATED STEAM METHOD WITH EDGE PILING SYSTEM. SS, STEAM JETS. HH, HEATING COILS.

EDGE STACKING IN THE KILN.

The best success is attained by means of edge stacking the lumber in the kiln, and placing the perforated steam pipe in a side chamber or flue running the length of the kiln, about 18 inches wide and opening top and bottom to the main drying room. The jets should be placed near the bottom of the flue and pointing upward so that the circulation is upward in the flue and *downward through the lumber*, thus conforming to the principles of the natural downward circulation as pointed out in my former articles. The heating pipes should preferably be placed in the flue, but may be placed beneath the lumber if more convenient. In operating, a temperature of not over 225° should be secured at the point where the steam enters the lumber and the greatest attainable velocity should be produced. Very uniform spacing of the lumber is essential, so that as nearly as possible equal quantities of steam shall pass through each layer.

It should be noted that no air is present when this process is used, and that some escape should be provided for the excess steam either through condensation on the floor and removal by drainage, or through small openings to the outside air.

LOWER TEMPERATURES THAN 212° MAY BE USED.

Superheated steam does not necessarily need to be used at atmospheric pressure. By using a closed cylinder and producing a partial vacuum either by condensation or by a pump, lower temperatures than 212° may be used. Such processes have been tried, but the higher attenuation of the vapor at pressures less than atmospheric necessitates a much greater quantity by volume to pass through the pile of lumber in order to produce the same drying effect.

Steam under pressures greater than atmospheric has also been used, but while this requires a smaller quantity by volume it necessitates a higher temperature, which is very undesirable.

APPLICATION OF NEW METHOD.

In applying this method, it can be readily combined with my spray-condenser system, by the addition of the water sprays and the pipe condensers in the spray chambers. By this combination, the drying may be hastened towards the end of the operation without necessitating an excessively high temperature to end with. This is desirable also where very dry wood is required.

In the illustrations the water sprays and condensers are not shown. In Fig. 1 the condensers would be placed on the side walls, immediately above the steam jets SS, and the water sprays alongside the steam jet pipe. In Fig. 2 the condensers could be placed beneath the lumber, where the heating pipes are shown. There is no place, however, for the water sprays in this arrangement.

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In the Realm of the Lumber Manufacturer

Paper No. XXII

Being a Description of the New Plant of the W. G. Ragley Lumber Co., Ragley, La.

By BOLLING ARTHUR JOHNSON

MARTIN J. RAGLEY AND THE "TRADE MARK."

This department is usually devoted to unconventional sorts of "First Reader" stories about the rise and progress of model sawmill organizations and illustrations from photographs of their plants.

These articles, under the broad heading of "In the Realm of the Lumber Manufacturer," vary as the occasion demands, but are usually written and printed to illustrate some labor-saving phase of the business or some economy of construction or to convey some lesson which can be secured by good EYE-SIGHT rather than by THICK SPECTACLED study.

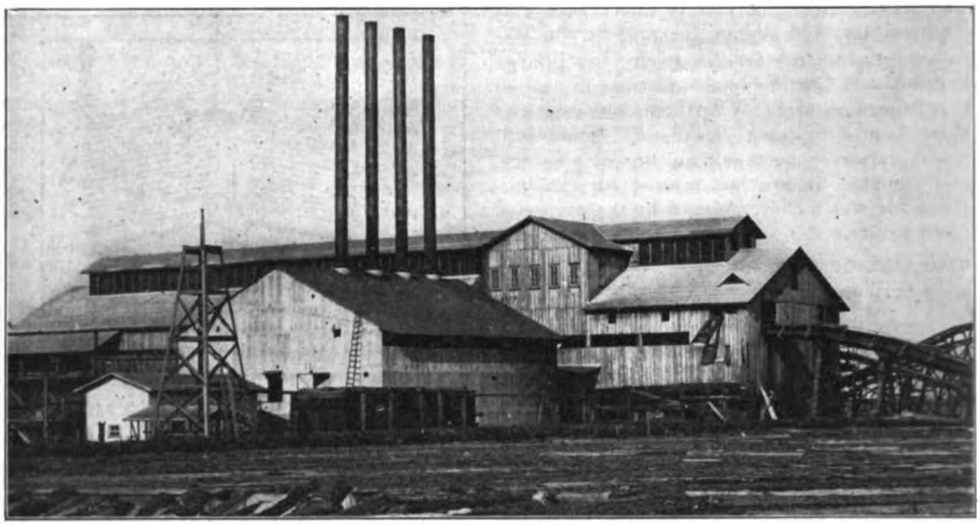
The reader will be especially attracted in this account of the rise and progress of the W. G. Ragley Lumber Co., of Ragley, La., by its method of handling lumber on electric carriages, by the economy in piling lumber and by the simple methods of piling which in themselves help preserve and keep the lumber in position thus avoiding checking until the lumber is either shipping dry or ready for the rough shed or planing mill or—what is more to the purpose—remains peacefully straightened out and dry in the yards of the company.

CONCERNING THE ILLUSTRATIONS.

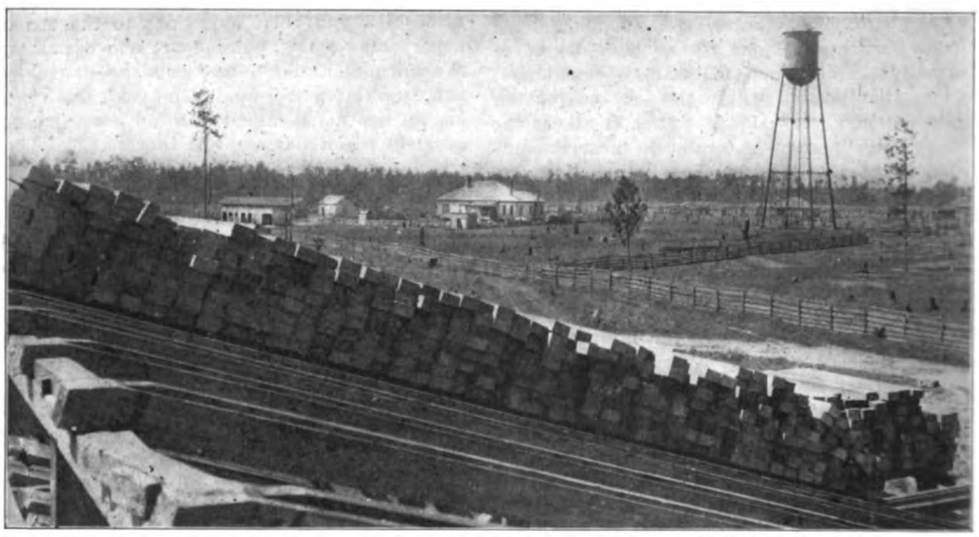
Right at the top of the first page of this story, leaning on a timber that carries a portion of the trade mark used by this company, we have utilized an unconventional picture of Martin J. Ragley as an initial letter to the story.

At the bottom of the first two pages is a panoramic view of the plant showing the whole sweep from left to right from a point at the southern side of the yard, at Ragley.

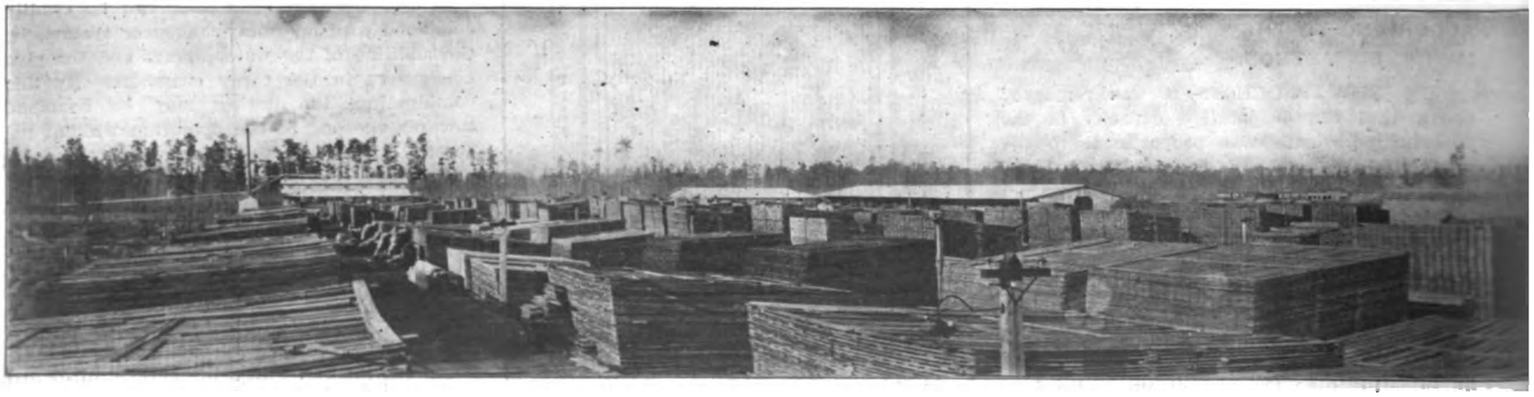
On the first page of the story is a picture of the sawmill plant at Ragley, taken from across the log pond, and a close-by view, also of the railroad tie ramp, with the water tower in



VIEW OF THE SAWMILL OF THE W. G. RAGLEY LUMBER CO. AT RAGLEY, LA., AS VIEWED FROM ACROSS THE LOG POND—CAPACITY 3,000,000 FEET OF LOUISIANA LONG LEAF YELLOW PINE PER MONTH.



VIEW OF THE RAILWAY TIES "RAMP" OF THE W. G. RAGLEY LUMBER CO. PLANT AT RAGLEY, LA.—TIES ARE AMONG THE SPECIALTIES MANUFACTURED BY THIS COMPANY.



The Planing Mill. The Sawmill.

SEVEN PLATE PANORAMA OF THE ENTIRE W. G. RAGLEY LUMBER CO. PLANT TAKEN FROM A CENTRAL POINT SOUTHEAST NORTH-EAST

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the distance. On the second page of the story is a view of the north side of the dressed lumber shed showing the careful manner in which the lumber is stored, and on the last or fourth page of the story will be found two magnificent timber pictures occupying almost an entire column in length, showing "Calcasieu Long Leaf" pine in its virgin beauty.

EARLY HISTORY.

Ragley, La., the site of the mill of the W. G. Ragley Lumber Co., is twenty-two miles north of Lake Charles, La., on the Lake Charles & Northern division of the Southern Pacific railroad and one may visit the plant by leaving Lake Charles in the morning at ten minutes after eight o'clock and returning to Lake Charles at six o'clock in the evening.

Ragley, La., lies in Beauregard parish and the timber possessions of the company are in Beauregard and Allen parishes. Construction work was begun on the new Ragley plant in November, 1913, and the mill was ready for running on September 1, 1914, but the formal starting of the mill was postponed until March 10, 1915.

The W. G. Ragley Lumber Co. is capitalized at $600,000. The officers of the company are: W. G. Ragley, president; Martin J. Ragley, vice-president; S. H. Fullerton, secretary, and Frank Goepel, treasurer.

TIMBER POSSESSIONS.

The original timber holding of the company in Beauregard and Allen parishes was 225,000,000 feet of that variety of pine known the world over as "Calcasieu Long Leaf." Since the mill began running the company has bought as much timber each month as it has cut, so that it owns today as much standing timber as was originally purchased.

The reader will understand that the two parishes mentioned were originally a part of the far famed Calcasieu parish, whose timber possessions were first invaded by that seer and prophet of old Twenty-Second street days, A. G. Van Schaick, of Chicago.

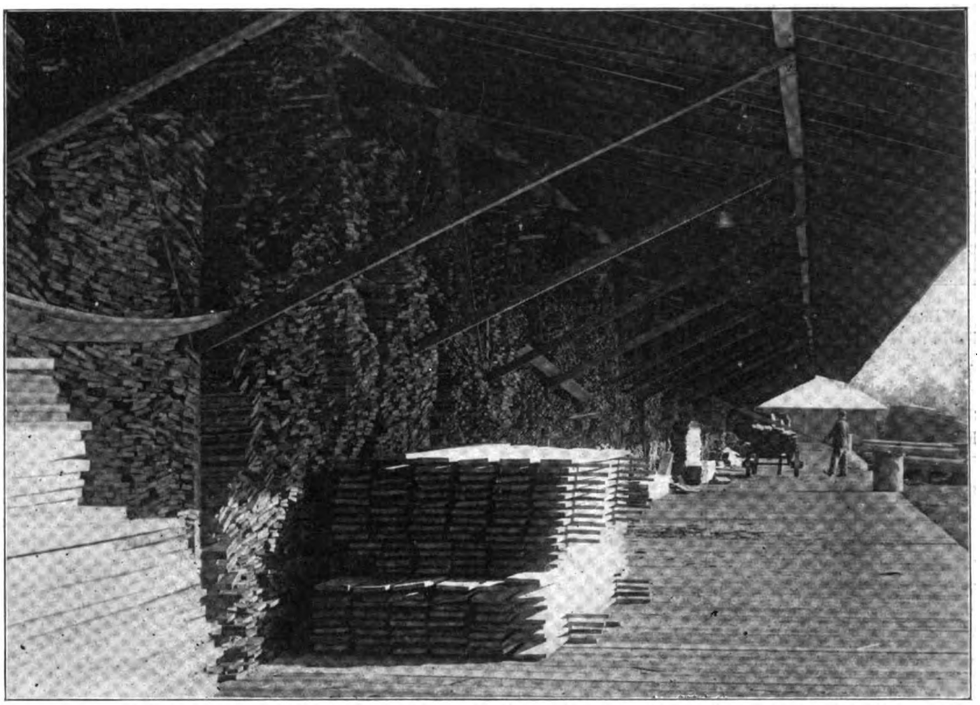
In that part of the south the business of lumbering is not a "mixed" proposition, as there is no hardwood growth and nothing but long leaf of the purest, straightest variety. The land is level, all timber is easy of access and readily hauled and delivered to the logging road. Up to date the cutting of the W. G. Ragley Lumber Co. has averaged 15,500 feet of lumber, log scale per acre.

THE WOODS WORK.

The logs are hauled in at Ragley, La., over a track built of 52-pound rails, standard gauge, and before the operation is finished the total railway building will aggregate at least fourteen miles.

The logging is all done by the simplest process known to the craft of yellow pine sawmilling operation, the logs being brought to the track by that standard logging device, the Lidgerwood combination two-line skidder and loader, which, wherever used, has been, as it is in this case, a fine example of what can be done in economical mechanical log handling.

The logs are hauled in to a made pond which is 400x600 feet in area and holds about 750,000 feet of logs. The log trains are hauled by two locomotives of the Lima Locomotive Works of what is known as the "2-6-2" type, which, translated into plain language, means two lead trucks, six drivers and two rear drivers. These locomotives weigh 37½ tons each.



THE ROUGH LUMBER SHED OF THE W. G. RAGLEY LUMBER CO. AT RAGLEY, LA., WHICH IS CONSIDERED ONE OF THE BEST LUMBER SHEDS KNOWN TO THE TRADE IN THE SOUTHWEST.

THE SAW AND PLANING MILL.

The saw and planing mill plants of the W. G. Ragley Lumber Co. might be characterized as of a type without "frills." The architecture of the buildings and the arrangement of the floor plans of both the sawmill and the planing mill are of the simplest design known to sawmill building, and of a labor saving character in the arrangement.

Almost all of the so-called first grade sawmills of the present day and time are much larger than the W. G. Ragley Lumber Co.'s plant, but none of them are of more economical arrangement and none of them will make any more money for the owners in proportion to the investment and the cost of running the plant, which, after all, is the real consideration in the erection of sawmills.

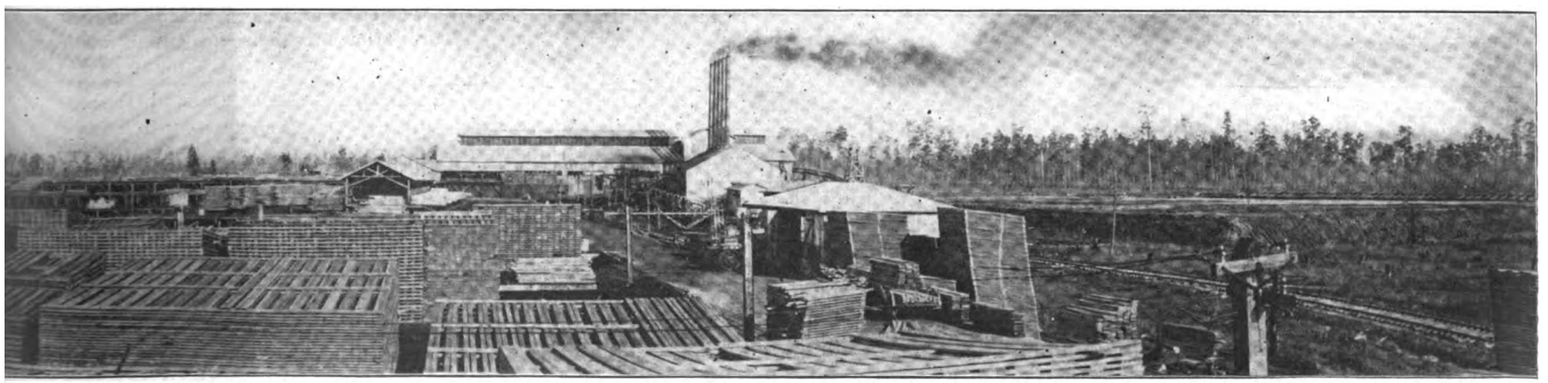
The sawmill is the McDonough type of construction and is a circular with a top saw. There is also on the saw floor a Wicks 32-saw gang, and what is claimed to be the largest edger ever brought to the southern states—9-foot in the clear—erected by the McDonough Manufacturing Co. The trimmer is also a McDonough.

The carriage of the sawmill will carry lengths up to 46 feet. The feed is of the revolving shot-gun variety and was manufactured by the Beaumont Iron Works of Beaumont, Texas.

The sawmill building stands north and south as to general direction and is 52 by 238 feet in area, two and a half stories high.

There is no provision for the making of lath or shingles at this plant, the whole thing being a straight away proposition for the manufacture of lumber. The average monthly capacity of the plant since its inception has been not less than 3,000,000 feet.

The planing mill is located in a building 84x146 feet in area. The planing mill consists



The Lumber Sheds. The Log Pond.

NG THE YARDS AND MILL, PLANING MILL AND ALL OTHER POSSESSIONS FROM THE EXTREME SOUTHWEST TO THE EXTREME E PLANT.

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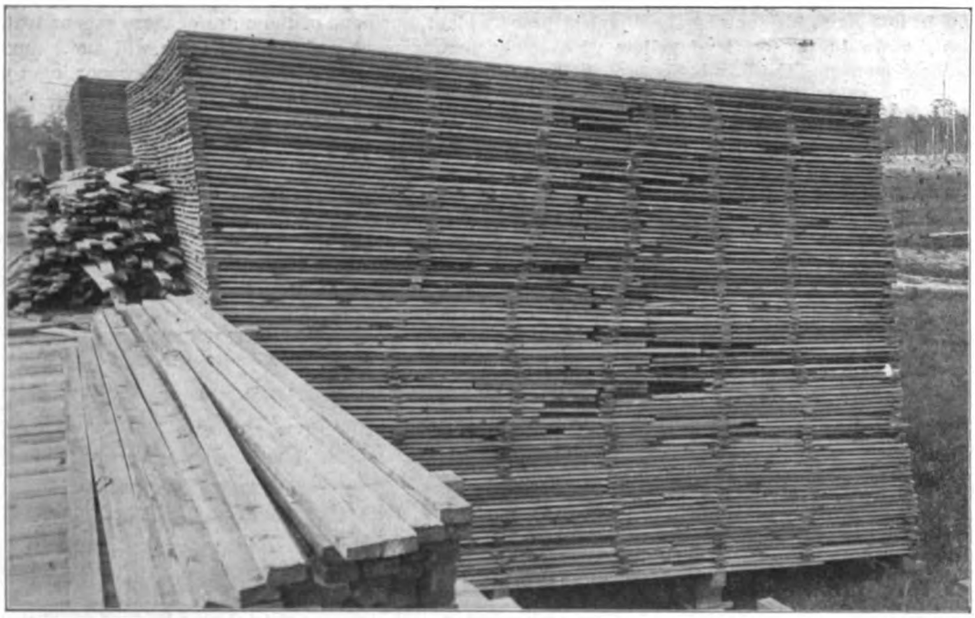

VIEW OF A PILE OF LUMBER IN THE YARDS OF THE W. G. RAGLEY LUMBER COMPANY, RAGLEY, LA., SHOWING THE METHOD OF PILING SO AS TO MAKE THE ENDS OF THE ODD LENGTHS SUPPORT EACH OTHER TO AVOID "CRACKED" LUMBER.

altogether of Hall & Brown Woodworking Machinery Co. machinery manufactured in St. Louis and consists of four machines, one sizer, one molder, two matchers—all of the high speed type.

The power for running the planing mill is generated in a boiler of 250 horse power and transmitted by the well known Brownell type of engine. The power for the sawmill plant is generated in five boilers generating 1,000 horse power and is transmitted by a Hardie-Tynes twin engine 22 x 30 in size, made at Birmingham, Ala., and by wire rope transmission.

The sawmill is run entirely with this power and through this medium enough live steam is furnished for the dry kilns.

FOLLOWING THE LUMBER.

Indulging in our usual method of getting at the handling of the lumber we will follow it from the tail of the mill through the dry kilns and onto the yard and in the various directions it is carried, and as we proceed, describe the collateral handling of the lumber.

The good lumber is stacked from the transfer chains directly on the dry kiln trucks and transferred by an electric arrangement direct to the dry kilns. From the kilns it is taken on its own wheels to a stall in the rough lumber shed.

The dry kilns are the L. Moore Dry Kiln Co. moist type, planned and arranged by that veteran of dry kiln engineers, Lafayette Moore of Jacksonville, Fla., and consist of two rooms 20 x 104 feet in area with a capacity of 40,000 feet per day.

If it is to be stored the rough lumber is taken to the rough lumber shed which is of magnificent capacity and construction 90 feet wide and 352 feet long, with a truck track running through its center. In this shed the lumber is separated into widths, grades and lengths, so an entire load may go to one stall in the rough shed.

Of course, when the lumber comes out of the dry shed it is often run direct to the planing mill on stock stuff and always carried there when it is necessary to do so on direct orders.

The handling of the common lumber at Ragley, La., is one of the most interesting features of the business, and is a thing that we have specifically referred to in our account of the illustrations, which this article contains.

The common lumber is dragged from the sorting chains on the east or left hand side of those chains and put in racks as shown in the illustrations, and sorted, the No. 1 and No. 2 together and the No. 3 by itself. The No. 1 and No. 2 being also sorted and kept separate as to lengths, and all the No. 3 which is of one width going together, and so is sold together, in lengths of from 6 to 20 feet.

We have especially shown how the No. 3 and even other stock is piled on the yards in uneven lengths by the interlapping of the odd ends in the center of the stack, which is something the writer does not remember to have seen elsewhere and is worthy of special mention here.

The special features of the handling of this lumber are the two electric tractors used; these were manufactured by the Kentucky Wagon Co. of Louisville, Ky. Each weighs 3,600 pounds and is handled by two darkies, who would not swap their jobs for anything short of driving a 24-horse team to a peacock-bodied circus wagon.

This tractor at Ragley, La., which handles the common lumber, hauls not less than 60,000 feet per day and could handle twice that much. And it is to the writer a marvelous fact that no more of these machines are to be found in use in the south than are now employed. This machine seems to us to solve many very trying problems, but the sale of it has evidently not been pushed with that vigor which should prompt its speedy introduction, or else it may be that in the trying times of lack of profit in the lumber trade of the south the manufacturers of lumber are fearful of following off after new mechanical gods.

The other tractor referred to is used in the service of the planing mill and transports the lumber from the yard to the planing mill, the lumber being put on buggies and hauled by the tractor wherever desired.

The general plan of the yards at Ragley is as the illustrations show, viz.: a system of elevated tram ways and a scheme of piling the lumber "down" and "up" from those tram ways. There are in the company yards about a mile and a quarter of these trams of a universal width of 20 feet and the company aims to always keep on hand a well balanced stock of lumber, and not over the maximum quantity of 8,000,000 feet.

PROTECTION AGAINST FIRE.

The superior fire protection and the cleanliness and sanitary arrangement of the plant and of the buildings for all employees of every class are the facts which stand out longest in the memory.

The fire protection is modern to the last feature. There is a fifty-thousand gallon tank elevated 75 feet; an Underwriters' pump of 750

SHOWING AN ELECTRICAL TRUCK UPON ITS WAY TO THE PILING GROUNDS AT RAGLEY, LA.

ABOVE ILLUSTRATES METHOD OF PILING LUMBER SO THAT IT CAN BE HANDLED BY THE ELECTRIC TRACTOR.

SHOWING AN ELECTRICAL TRACTOR LOAD OF LUMBER BEING DROPPED FROM THE TRUCK AT RAGLEY, LA.

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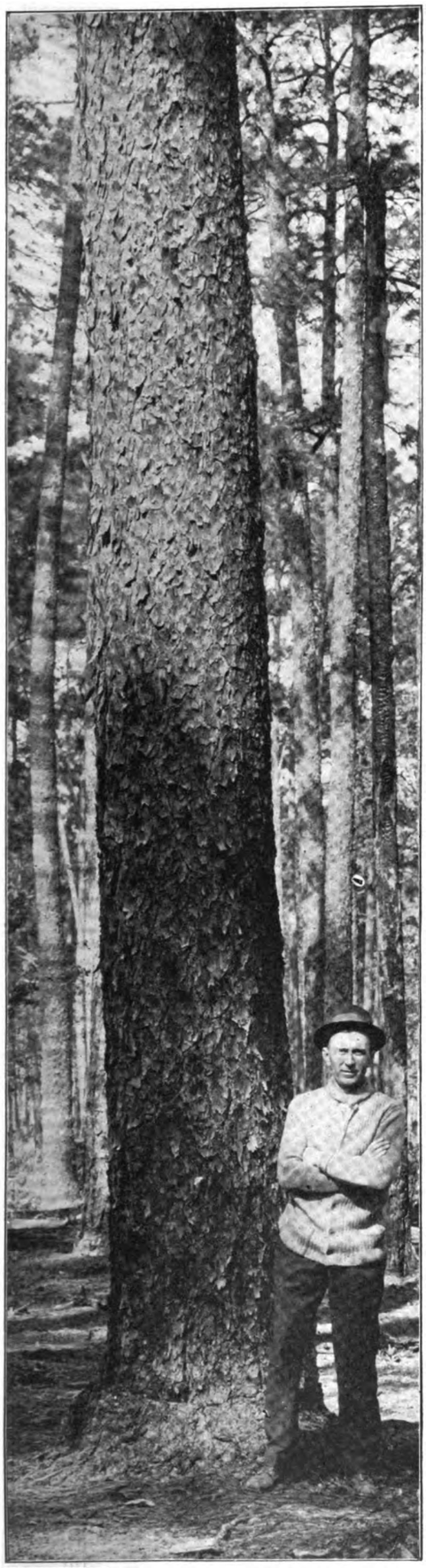

FOREST SCENE IN THE LONG LEAF TIMBER ON THE POSSESSIONS OF THE W. G. RAGLEY LUMBER COMPANY, RAGLEY, LA.

gallons per minute capacity; the water pipe mains are 6 inches in diameter and the laterals all 3 inches and 4 inches and such a liberal supply of mains has been instituted as to render thorough protection to every portion of the plant and environment; and Martin J. Ragley, vice-president and general manager of the institution, has instituted various fire drills which render the employees ever on the alert in the matter of accomplishing the best sort of service in case of fire.

The notable things in regard to this plant at Ragley are its fortunate location to catch the trade "coming and going," that is, its equipment and location for indulging in both the domestic and foreign trade at the same time or in catering almost wholly to either one of those lines, if that be considered more desirable.

ESPECIALLY CONCERNING THE EMPLOYEES.

Next to Mr. Ragley in the management of the business at Ragley, La., should be especially mentioned E. H. Crosson, sales manager; W. P. Marsh, assistant sales manager; C. A. Yarboro, auditor; T. J. Gannon, mill foreman; Wylie Taylor, woods foreman; J. H. Clark, skidder foreman; R. Q. Simonton, yard foreman; T. D. Ferris, planing mill foreman; W. H. Riddle, shipping clerk, and C. D. Wise, store manager.

There are all told about 275 employees, and

MARTIN J. RAGLEY, VICE-PRESIDENT AND GENERAL MANAGER OF THE W. G. RAGLEY LUMBER COMPANY, RAGLEY, LA.

everything either has BEEN planned and executed for their comfort or is being done or will be done in the near future.

A store is kept, not especially as an investment for the business as much as it is for the convenience of the employees. This store is, however, run on a business basis and maintained by a trade asked to spend a reasonable price for its goods.

There is a barber shop and a billiard parlor connected with the business part of the town, and when the writer was last in Ragley, La., he was especially attracted to a great bath house which had been erected for the use of the employees, and which may be used in both winter and summer weather.

There is a modern school and church building with a demonstration farm attached and run in connection with the school. During the school months there are nearly 100 pupils in the school at Ragley that are being taught the basis of an English education coupled with domestic science and such vocational helps as every American youth should secure and has a right to expect.

ANOTHER VIEW IN THE TIMBER OF THE W. G. RAGLEY LUMBER COMPANY OF RAGLEY, LA.

The school building—a two story structure with auditorium, stage, etc., is a purely W. G. Ragley Lumber Co. enterprise and was not erected in conjunction with parish or state expense. The course of study is practical, and complete in every feature.

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A Great Tribute Paid to "Rite-Grade" Shingles

Being a General Summing Up of the "Rite-Grade" Red Cedar Shingle Campaign of Publicity to Date, and Pointing out Its Results

When the big lumber convention at Seattle adjourned and the shingle men began to take stock they found that never in the history of the business had they had such reason for congratulation, because they were convinced finally and forever that their red cedar shingle organization was positively of the right kind and on the right track. The convention did a world of good in the "get-together" movement, and it is not a word too much to say that red cedar shingle mills, dealers, wholesalers, the officers of the Shingle Branch, and everyone concerned felt an optimism never before experienced.

If there was one single thing more than another that made its effect felt in the direction of optimism and in the direction of assuring the shingle manufacturers and all the red cedar shingle interests that they must organize, it was, perhaps, the brief but emphatic speech of Dr. Suzzallo, president of the University of Washington, and one of the greatest students and exponents of economics in America.

THE ADVICE OF A THINKER.

The statements made by Dr. Suzzallo were entirely unsolicited, entirely unanticipated. They were the thoughts, the advice of a thinker, a man who knows the ins and outs of big business, and he paid a great, wholesome tribute to the efforts of the shingle manufacturers:

"You have done the right thing," said Dr. Suzzallo. "You have unified yourselves. You have adopted a brand for your shingles, you have standardized that product, and you are advertising that name. Let the people know what you have, and if there is quality they will remember it. That is what the great buying public of America wants, and what it must have. And you are doing that. You are telling them in the big national magazines and the farm papers, in the trade papers and in your literature, all about the wonderful lasting qualities of red cedar shingles, all about their utility and great architectural beauty.

"You are showing them how to properly nail shingles, how to lay them to insure greatest use, which grades to use for particular purposes. You are giving them building ideas, building information and at the same time you are furnishing the wholesaler and the retailer suitable helps in the way of stability, inspection, names of prospective builders and advertising signs to help him in his tasks of selling and distribution. And by this effort the shingle manufacturers, the wholesaler and the dealer are finding confidence in each other, because they find themselves in and backed by an organization with 'confidence' spelled out strong and bold."

RITE-GRADE PLAN A SUCCESS.

This all means, in practical business terms that the Rite-Grade red cedar shingle movement is a success. The mills of the association are showing renewed vigor now in their selling campaign; they are using their advertising space especially for "Rite-Grade" in the trade journals more liberally; they are using special Rite-Grade envelope literature; in a word, they are after orders. As to the wholesalers, there is a marked increase in interest.. They find Rite-Grade shingles profitable; they find them up-to-grade; they feel the big factor of "organization" for the good of all with the big fact placed before them that "organization is the life of trade."

Regardless of other things, the Rite-Grade campaign had substantial evidence of its success to offer at the lumber convention. The labor troubles are all over, and there was a lot of expression from manufacturers that they would give their principal efforts to Rite-Grade. Secretary Wyckoff had stacks of letters to show that the Rite-Grade advertising campaign had accomplished its purpose, so far as establishing a trademark and putting Rite-Grade on the red cedar shingle map with a mighty emphasis.

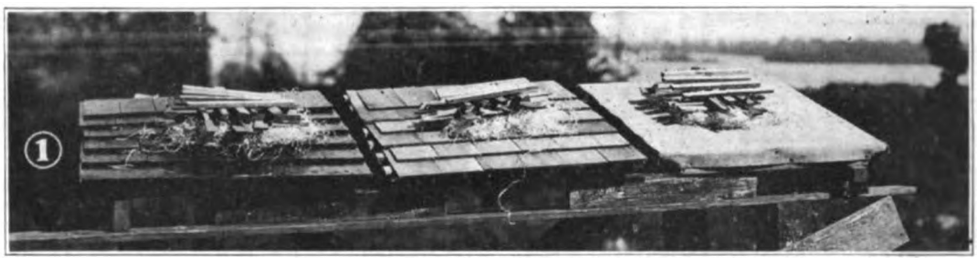
BIG ADVERTISING CAMPAIGN FOR FALL BUSINESS.

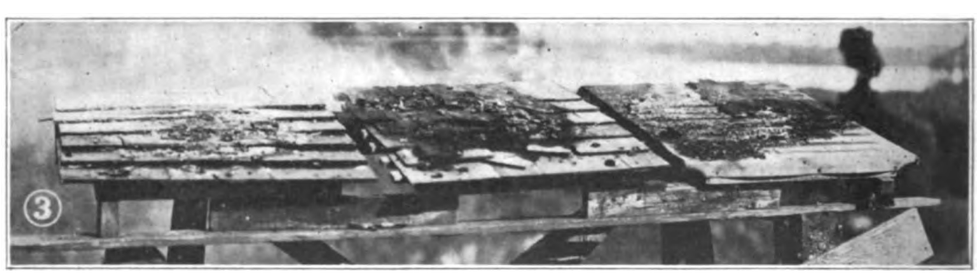
The fall campaign promises to be bigger in its scope, and will aim to widen distribution of red cedar shingles. The bugaboo that the mills could not hold the grade is completely dis-

THE recent fire retardant test which is referred to in our news story of the semi-annual convention of the West Coast Lumbermen's Association was a great triumph in itself for "Rite-Grade" shingles, but the general attitude of the lumbermen present at that meeting and the remarkable speech of Dr. Suzzallo, the president of the University of Washington—particularly that part of it which pertained to the shingle question—were events which we have endeavored the best we possibly could to crystallize.

We are printing in this article three high-class engravings of the fire retardant test which gives the finest visual evidence of the test that has so far been printed.

We recommend the reader of the LUMBER WORLD REVIEW to read carefully and assimilate thoroughly this article, to which and to the conclusions deduced we are glad indeed to give high approval.—Editor.





No. 1.—Shows three sections of roofing, the first a section of Red Cedar shingles dipped in a preparation called "Mineralite." The 2nd plain dried "Rite-Grade Red Cedar Shingles; 3rd, a Section of so-called "fireproof roflong," sold by one of the Seattle Roofing dealers—all ready for the fire to be lighted.

No. 2.—Shows the three sections of roof sometime after the fire had been lighted showing that the "Mineralite" had been stained by the action of the fire, but not charred; the red cedar shingles burning slowly, and the so-called "fireproof roofing," as it had burned through in 70 seconds, and the sheathing on fire.

No. 3.—After the fire shows that "Mineralite" protected the shingles permanently, the Red Cedar Shingles burned through but not to the sheathing, the "prepared" roofing burned fiercely and showed that it was completely burned, and the sheathing beneath ignited, on the under as well as on the top side.

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pelled. Repeat orders for Rite-Grade shingles are a regular thing. Evidence from dealers in plenty is received that the Rite-Grade shingles are the finest and most stable product that they have ever received, and that consumers have caught on, that they demand and insist on Rite-Grade. The quality of the association shingle and the fact that it is an advertised product, make a tandem factor that tells. Repeat orders from carpenters, builders and satisfied letters from owners are becoming more and more the accepted thing, and with the anticipated more vigorous push that mills and wholesalers henceforth will give to Rite-Grade the consumer interest will have a bigger chance and become of more established and insistent character that cannot be ignored by the whole trade.

The way in which the consumer and dealer regard Rite-Grade may be judged from such letters as the following, duly forwarded by the recipients to Secretary Wyckoff of the Shingle Branch:

FOREST INDUSTRY CONFERENCE.

Portland, Ore., July 31.—The annual "forest industry conference" of the Western Forestry & Conservation Association and the annual Pacific Logging Congress will be held jointly again this year, in Portland, October 24 to 27. These are the two largest gatherings of Pacific coast forest interests, being attended by lumbermen, state and government officials and railroad representatives from the five western timbered states from Montana to California and from western Canada.

At the Portland meeting the first two days will be under the auspices of the Western Forestry & Conservation Association, an alliance of all Pacific coast forest protective organizations. October 24 will be devoted to protective problems and October 25 to matters of general lumber interest, including such topics as the government's lumber study, Canadian lumber affairs, foreign trade, and better correlation of organized effort to improve the industry. Representatives of the Federal Trade Commission, the Forest Service, the Department of Commerce and the National Lumber Manufacturers' Association will be present. October 26 and 27 the Pacific Logging Congress will be in session to discuss improvements in logging practice, leaving the last evening by special train to spend the 28th in the Grays' Harbor camps to see field demonstrations.

Special railroad rates to the joint conference will be made from all western points. Arrangements for the first two days' program are being made by E. T. Allen, manager of the Western Forestry & Conservation Association, and for the logging program by G. M. Cornwall, secretary of the Pacific Logging Congress.

Pacific Grove, Cal.,
July 20, 1916.

West Coast Lumbermen's Association,
Seattle, Wash.

Gentlemen:

We are now using our first car of "Rite-Grade" cedar shingles; consider them A-1; in fact, the best we have handled, our customers speak very high of them. A satisfied customer is a booster, so you can see where we are in line for more "Rite-Grades."

Thanking you for courtesies shown, we beg to remain

Yours truly,
Loma Lumber Yard,
(Signed) By O. E. Chase.

Cottonwood, Ida.,
July 26, 1916.

West Coast Lumbermen's Association,
Seattle, Wash.

Gentlemen:

Received your letter yesterday, and also one some time ago in regard to Rite-Grade red cedar shingles. I got my second car today. I must say they are dandy. My customers are asking me every day: "Ben, when are you going to get some more of those shingles?" So I am telephoning them tonight. I thank you for the advertising sign and the shingle, the roof of ages. These shingles are packed and branded to the grade and it is a pleasure to sell them to our customers.

Yours very truly,
Cottonwood Lumber Yard,
(Signed) J. B. Kreiger.

Zion City, Ill.,
July 12, 1916.

West Coast Lumbermen's Association,
Seattle, Wash.

Gentlemen:

We are going to build this fall or next spring, a house, and are going to use "Rite-Grade"shingles on roof and walls, and would appreciate your sending the "Farm Buildings" booklet, for which is enclosed the required postage. Also "Bungalow Homes Book."

Your advertising has been observed for some time.

Thanking you in advance for the courtesy, I remain

Yours very truly,
J. H. Hawkins.

DEALERS RECOGNIZE GREAT IMPETUS OF RITE-GRADE.

The dealer is having all his own way, too, with the association shingle. The association has determined that all it can do for the quality of Rite-Grade shall be done, and all dealer criticisms as to thickness have been promptly met by the adoption of a rule that Rite-Grade red cedar shingles shall be stated and enforced as to thickness in terms of the green shingle as well as the dry. The mills were unanimous in this, and hereafter there can be no kicks by dealers on the score of lean, dry thickness, both the green and dry thickness being specified clearly in the grading rules.

There has been a very satisfactory distribution of Rite-Grade shingles, and the Honolulu trade has begun to buy them, in fact, there is an important foreign inquiry, some 20 to 30 letters received so far. As a matter of fact, Rite-Grades are distributed in every state of the Union and in western Canada, which indicates extent of the Rite-Grade effort so far.

UNFAIR COMPETITION OF PATENT ROOFING.

There is another feature of the organization movement which is looming up in front of the red cedar shingle manufacturer bigger and bigger every day, and that is the dissemination of important information, and the protection of red cedar shingle rights against the vicious attacks of its competitors, and particularly those competitors who are falling out of their paths of righteousness to do their worst. Carloads of misleading literature, tons of libelous printed matter, acres of knocking magazine space, form a part of the patent roof proceeding to overcome the wooden shingle, and another part is that played by the politics of the patent roofing interests in obtaining legal restrictions against cedar shingles. There is unanimity today among shingle manufacturers and all interests that this propaganda must be fought, and this was emphatically brought out at the lumber convention.

BIG TRIBUTE PAID TO RED CEDAR SHINGLES.

The dual features of legal restriction and of the innate serviceability of the wooden shingle, which seem to insist on every interest coming to the front to take a hand in the organization effort, is well brought out in the following letter from the Southern Pine Association to the Lumbermen's Association of Seattle:

"I wired you today saying that the wooden shingle has again demonstrated its great superiority over other forms of rough covering in the recent heavy rain and windstorms in the southeastern cities. In the vicinity of Birmingham and through the east and south the rainfall approached 12 inches in 60 hours, literally soaking all kinds of composition roofs, so that the wind rolled them up. I might add incidentally that this rain penetrated all forms of brick and cement construction, whereas the wooden houses remained dry. The wooden shingles were not loosened by the winds, as were slate and asbestos shingles. Much of the property damage, which proves to be great, was caused by water destroying the contents of buildings, and in most cases the water entered because of defective roofing.

"Prejudice against shingles is directed wholly toward their inflammability and not sufficient emphasis has been made of their resistance to heavy rainfall and of their superiority over other types of roofing in windstorms, which are anything short of cyclones.

"No doubt you will be able to obtain evidence of specific instances confirming the above statement."

The lesson in all of this is plain, self-evident; it tells the dealer and wholesaler, as well as the mills, that the spirit of co-operation is the soul of renewed vigor and a builder of bigger, better, more profitable business to all concerned.

GREAT SOUTHERN LUMBER CO. CARES FOR ITS MEN OF THE NATIONAL GUARD.

Among the first of the big patriotic employers of Louisiana to announce their purpose to show their patriotism in a practical way,—to show their feeling that, if a man is willing to risk his life for the world's greatest nation, his employers should be willing to open their pocket-books to aid his dependent families and relatives,—was the Great Southern Lumber Co., of Bogalusa, La. Immediately after the president had issued his order mobilizing the National Guard the Bogalusa company announced that they believed in preparedness and that, while they could not say definitely just what amount would be appropriated, they could assure any man in the company's service that he could enlist without fear that his family might suffer by his absence. They also stated that every man's position would be held for him until he returned from federal service.

On Friday evening, July 14, at the Hotel Bentley, in Alexandria, the Great Southern Lumber Co. gave a banquet to Company "G," including a number of the staff officers and several citizens of Alexandria. At this banquet a telegram was read announcing the decision of the company to pay the single men with dependent relatives, and married men in company "G" who had been in its service, $30 per month and house rent, and to the other single men $10 per month. While this will cost the company approximately $1,200 per month, it was stated that the company was glad to show in this practical way to the citizens of Washington parish and Louisiana their appreciation of the co-operation given to the Great Southern Lumber Co. since the construction of the big plant at Bogalusa was begun.

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An Immediate Necessity for Curtailing Lumber Production

Opinions Concerning "Running Conditions" and "Lumber Stocks" from Many States

Part III.

By BOLLING ARTHUR JOHNSON

We believe this curtailment movement has just about been Nationally crystallized and that in so far as it is possible to get new information on the subject that we are nearly at the end of our endeavor in that particular.

Some queer things have been developed in this quest of ours which are worth mentioning.

Either the Pacific coast and the Southeastern operators consider that they have not been spoken to on the subject—AS A CLASS—or else possibly, the MAJORITY of them have shut down, or suddenly concluded to go out of business. We are led to make these statements on account of the lack of information from those localities.

Practically all of the people who are especially concerned in the matter of curtailment are the yellow pine manufacturers, if we are to judge by the letters we are receiving.

Apparently, also, the most entirely satisfied manufacturers are those who are cutting white pine lumber, for—barring one or two letters which showed no great interest in the affair—we have not heard from that quarter at all.

In this issue of our publication we have managed to get something like uniform information from the various people who have been good enough to furnish us ANY information at all, by our final letter on this subject, to the trade sent out ten days ago, wherein we asked just two questions flat:

"How much lumber did ou make per month before you curtailed?" And, "How much lumber are you making per month now?"

If the reader will keep those two queries in mind it will help him understand the facts we print concerning the various people who have reported.

Probably the most interesting thing published in this department at this time is our comparative statement of conditions on the west coast and in the yellow pine district as evidenced by the barometers issued from New Orleans on July 21 and July 28 and from Seattle on July 22 and July 29.

The West Coast Lumbermen's Association report for August 5 had not been received when we went to press. The Southern Pine Association report is at hand for the week ending August 4, and shows that shipments exceeded production at 154 southern mills for that week, 23.50 percent, and that the actual production of lumber was only 15.04 percent below normal, whereas it was 17.59 percent on July 28 and 20.53 percent on July 21. Orders have fallen off, also in the southern pine territory, only showing 1.92 percent increase August 4 as compared to 12.18 percent for July 28 and as compared to 8.91 percent for July 21.

As we go to press today we are wondering, REALLY, if the time will ever come when the manufacturers of yellow pine lumber will have the courage of their convictions. This is not criticism but rather a direct query, looking for information based on conditions as they seem to exist from legitimate information in hand.

We have gladly spent a great deal of energy and space in our publication for the last three issues in an endeavor to encourage curtailment as a factor in preserving the solvency of a sadly agonized and floundering trade, and although this business concerns the manufacturers of lumber to the extent of millions of dollars, where it concerns a mere newspaper only hundreds of cents, the lumber manufacturers as a class treat the efforts of trade newspapers with dalliance and unflattering lack of attention.

One manufacturer of lumber, the W. T. Ferguson Lumber Co., of St. Louis, Mo., who advertises that it has a capacity of 1,000,000 feet a day, recently took the large and bellowing bull by the horns, writing the following letter to all its sales force:

"Effective at once, on account of the severe car shortage, we will be unable to accept any orders until further notice. We are getting practically no cars at all, and the railroads offer no relief in the near future. We have a large number of orders unshipped, and feel that we owe it to our customers to ship the orders we already have booked before taking further business. Our decision in this matter has been reached after consideration of the fact that prices are higher now than when some of our unshipped orders were taken. We will advise you at once when we are again in position to accept business. Kindly acknowledge receipt of this letter, and oblige."

Looking, earlier this morning at the high altitude of the order side of the Southern Pine Association's "Barometer" for the week ended July 28, we got very airy and sure of things and made a prophecy concerning the effect this would have on the lumber production of the Pacific coast, and we shall let that prophecy stand over there under the boiling barometer, even although we have just had an opportunity to discuss the Southern Pine Association's barometer of August 4.

These two phases of observation only indicate how difficult it is for an observer to put his finger on that "flea" known as "lumber market conditions."

Even in the face of ALL these statistics yellow pine lumber is worth $1 to $1.50 more than it was twenty days ago—on July 21.

ALABAMA.

Choctaw Lumber Co.	Silas	New plant. Shut down ten days in July. No stock on hand. Will run.
Davis, M. L.	Oak Grove	Curtailing 22½ percent.
Jackson Lumber Co.	Lockhart	Monthly capacity 6,000,000; now shut down.
Kaul Lumber Co.	Birmingham	Capacity monthly 4,582,034; cutting 3,020,153 feet.
King Lumber Co.	Prentice	55 hours a week.
Lathrop Lumber Co.	Birmingham	Running five days a week.
Manchester Lumber Co.	Manchester	Running on short time.
McGowin-Foshee Lumber Co.	Folco	Weekly capacity 300,000; cutting 250,000 feet.
Scotch Lumber Co.	Fulton	Running five days a week.
Smith, W. T., Lumber Co.	Chapman	Both mills running 66 hours.

ARKANSAS.

Arkansas Short Leaf Lumber Co.	Pine Bluff	Running 4 days a week.
Arkansas Land & Lumber Co.	Malvern	Shut down June 30.
Arkansas Lumber Co.	Warren	Daily capacity 140,000; cutting 100,000 feet.
Bradley Lumber Co.	Warren	Running 3 to 5 days a week.
Campbell, H. A.	Mt. Idah	10,000 feet daily capacity. Ran only 3 or 4 days in June.
A. L. Clark Lumber Co.	Glenwood	Running three-quarters time.
Crossett Lumber Co.	Crossett	Running 4 days a week.
Eagle Lumber Co.	Eagle Mills	Monthly capacity 3,000,000; cutting 1,835,000.
Edgar Lumber Co.	Wesson	60 hours a week.
Fordyce Lumber Co.	Fordyce	Running 4 days a week.
Freeman-Smith Lumber Co.	Millville	50 hours a week.
Gates Lumber Co.	Wilmar	Running 5 days a week.
Ozan-Graysonia Lumber Co.	Prescott	5 days a week.
Reed Bros. Lbr. Co.	Buckner	Running 40 hours.
Union Saw Mill Co.	Huttig	Monthly capacity 6,000,000; cutting 4,600,000 feet.
Wisconsin & Arkansas Lumber Co.	Malvern	60 hours a week.

FLORIDA.

Alabama & Florida Lumber Co.	Noma	Running 85 percent.
Alger-Sullivan Lumber Co.	Century	Shut down 30 days.

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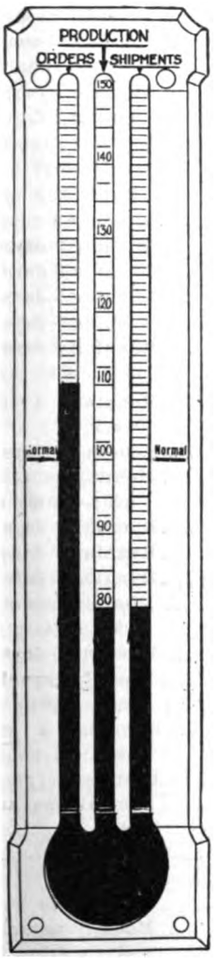
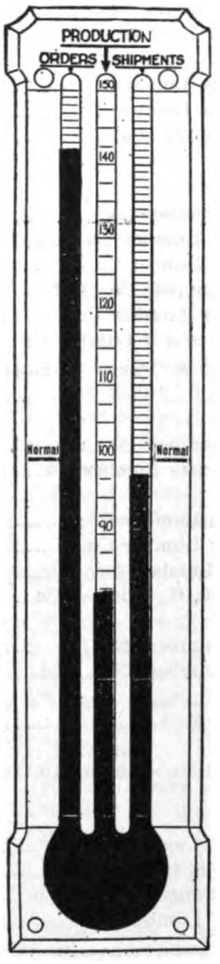
Bay Point Mill Co.	Pinewood	Monthly capacity 1,050,000; now idle, start Aug. 15.
Florida Land Co.	Montbrook	Closed down.
Florala Sawmill Co.	Paxton	Running three-quarters time.
Graves Bros. Co.	Hosford	Shut down for over a a year in last two, so now running full time, 10 hours daily.
E. L. Marbury Lumber Co.	Malone	Monthly capacity 825,000; cutting 479,000 feet.
Martel Lumber Co.	Martel	Running 44 hours.
Weaver-Loughridge Lumber Co.	Boyd	No curtailment.

GEORGIA.

Augusta Lumber Co.	Augusta	Have closed down all mills and become "remillers."
Dunlevie Lumber Co.	Allenhurst	Double band mill with resaw, running con-



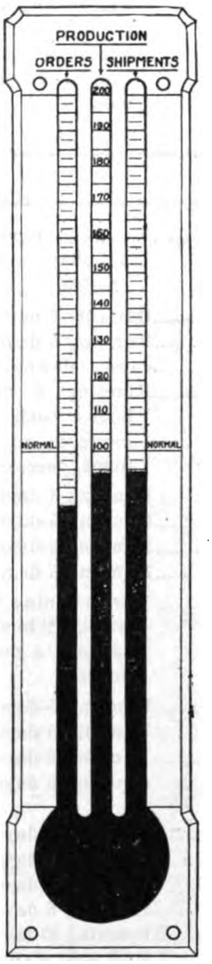
SOUTHERN PINE BAROMETER WEEK ENDING JULY 21.



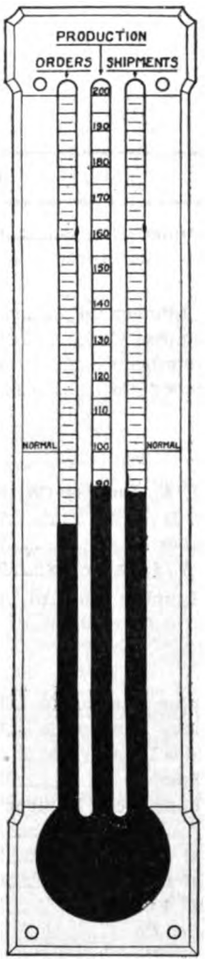
SOUTHERN PINE BAROMETER WEEK ENDING JULY 28

SOUTHERN PINE REPORT JULY 21.—With 150 mills reporting production sunk to 80, just equivalent to a point where shipments were to be found. The orders then rose to 110, as shown in the cut above at the left hand side. That left the 150 mills with 18,130 cars of orders on hand, the balance in feet of 234,242,070. During that week the 150 mills had received orders for 5,358 cars to contain in feet 104,689,962. They had begun the week remember with 16,647 orders on hand and they quit the week with production and shipment normal and the barometer itself shows what happened to the orders.

SOUTHERN PINE REPORT JULY 28.—What a wonderful report this is compared to the report of July 21, for 158 mills received orders for 7,230 cars of lumber or 141,266,970 feet, an increase of over 36,000,000 and the shipments during the week were 4,995, as opposed to the shipments of 3,875 cars the week before. Note also how shipments increased to 98 degrees and production increased only 2 degrees, standing at 82, when the week before they had been "Even Stephen," both standing at 80. The increase in orders compared with the last previous report equalled 12.18 percent, as opposed to an 8.91 percent of the week before; the week ending with orders in excess of normal production 42.32 percent.



WEST COAST BAROMETER WEEK ENDING JULY 22.



WEST COAST BAROMETER WEEK ENDING JULY 29.

WEST COAST REPORT FOR JULY 22.—There is not the resilience to the west coast market noticed in southern pine production, but there WILL be in their report for the week ending Saturday, August 5, which on August 9, had not arrived in Chicago. If interested in market prediction and will take note of this, you will be inclined to think the LUMBER WORLD REVIEW a prophet. Orders were below normal production 14 percent, with actual production 6.1 percent below normal; orders below actual production 8.50 percent and, while shipments were only .17 percent below actual production, they were 6.17 percent below normal production.

WEST COAST REPORT FOR JULY 29.—Production seems to have increased about a half degree and shipments fallen off a half degree, the former standing at 90 and the latter at 89 or thereabouts, according to the barometer. The week of July 22 these two conditions were even at about 94 degrees. Shipments have also fallen back about 5 degrees, standing at 2.80 percent below actual production. The shipments did exceed the orders by 8.40 percent. Unshipped orders for export have accumulated over 2,250,000 feet during the week, the shipments falling off about 1,000,000 feet comparing the week of July 29 with the week of July 22.

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		tinuously 11 hours per day.
King Lumber & Oil Co.	Unadilla	Had been running 5½ days, 9 hours each; now shut down, from 4 saws in January to 2 saws in July.
Thompson, John R.	Quitman	Running 10 hours a day, 5 days per week.

INDIANA.

North Vernon Lumber Co., North Vernon		Two bands cutting hardwoods, each mill 18 days, 10 hours in June. Stock low, as compared with January.

LOUISIANA.

Anacoco Lumber Co.	Guy	Monthly capacity 1,332,559; cutting 1,135,705.
Alexandria Lumber Co.	Alexandria	Running 5 days a week.
Anacoco Lumber Co.	Grabow	Running 5 days a week.
Big Pine Lumber Co.	Colfax	Closed down.
Bowie Lumber Co.	Bowie	Running 6 days; 11 hours each. Being cypress, no curtailment necessary.
Bolinger, H. A., Lumber Co.	Shreveport	Running 4 days a week.
Bolinger, S. H., & Co.	Reeves	Running 5 days a week.
Brown Lumber Co.	Shamrock	Running 5 days a week.
Bentley, J. A., Lumber Co.	Zimmerman	Running 5 days a week.
Bryceland Lumber Co., Ltd.	Bryceland	Were running 6 days a week, 11 hours; now 18 days a month, 11 hours.
Brooks-Scanlon Lumber Co.	Kentwood	Running 5 days a week.
Bowman-Hicks Lumber Co.	Oakdale	Running 5 days a week.
Caddo-Rapides Lumber Co.	Alexandria	Running 5 days a week.
Crowell & Spencer	Long Leaf	Running 5 days a week.
Calcasieu Long Leaf Lumber Co.	Lake Charles	Running 4 days a week.
Central Coal & Coke Co.	Neame	Running 4 days a week.
Central Coal & Coke Co.	Caroon	Running 4 days a week.
Cady, W. M., Lumber Co.	McNarry	Running 5 days a week.
Elton Lumber Co.	Hutchinson	Running 4 days a week.
Elton Lumber Co.	Elton	Will shut down 30 days.
Elton Lumber Co.	Hutchinson	Closed down.
Enterprise Lumber Co.	Alexandria	Running 5 days a week.
Forest Lumber Co.	Oakdale	Running 4 days a week.
Frost-Johnson Lumber Co.	Campti	Running 4 days a week.
Frost-Johnson Lumber Co.	Mansfield	Running 4 days a week.
Frost-Johnson Lumber Co.	Montrose	Running 4 days a week.
Germain & Boyd Co.	Atlanta	Running 5 days a week. May reduce to 4 days if conditions do not improve.
Great Southern Lumber Co.	Bogalusa	Running 5 days a week.
Gulf Lumber Co.	Fullerton	Running 5 days a week.
Houlton Lumber Co.	Houltonville	Idle.
Hudson River Lumber Co.	DeRidder	Running 4 days a week.
Huie-Hodge Lumber Co.	Hodge	1 mill closed down.
Hurricane Creek Lumber Co.	Lake Charles	Running 5 days.
Iatt Lumber Co.	Colfax	Closed July 1.
Industrial Lumber Co.	Oakdale	Monthly capacity 1,500,000; cutting 750,000 feet.
Industrial Lumber Co.	Elizabeth	Running 5 days a week.
Industrial Lumber Co.	Calcasieu	Running 5 days a week.
Johnson, W. F., Lumber Co.	Campti	Running 5 days a week.
Krause & Managan	Westlake	Monthly capacity 1,500,000; now cutting 1,100,000.
King-Ryder Lumber Co.	Bon Ami	Running [illegible] week.
Lee Lumber Co.	Tioga	Running 5 days per week, 10 hours a day. Were running 6 days a week.
Louisiana Longleaf Lumber Co.	Victoria	Running 40 hours.
Louisiana Longleaf Lumber Co.	Fisher	Running 40 hours.
Louisiana Saw Mill Co.	Glenmora	Monthly capacity 2,800,000; cutting 2,250,000.
Louisiana Central Lumber Co.	Standard	Running 4 days a week.
Louisiana Central Lumber Co.	Clarks	Running 4 days a week.
Lock-Moore Lumber Co.	Westlake	Running 5 days a week.
Longville Lumber Co.	Longville	Monthly 7,100,946; now 5,158,136 monthly.
Louisiana Long Leaf Lumber Co.	Alexandria	Mill not running.
Long Pine Lumber Co.	Fisher	Running 4 days a week.
Ludington Lumber Co.	Ludington	Running 4 days a week.
Lyon Lumber Co.	Garyville	Running approximately 20 days a month, 11 hours a day.
Lyons Lumber Co.	Kernan	Running 6 days.
Meridian Lumber Co.	Meridian	Running 5 days a week.
McNarry Lumber Co.	McNarry	Running 5 days a week.
Newell Lumber Co., Ltd.	Eunice	Running 5 days a week.
Natalbany Lumber Co.	Hammond	Running 5 days a week.
Pawnee Land & Lumber Co.	Pawnee	Running 5 days a week.
Poitevant & Favre Lumber Co.	Mandeville	Running 4 days a week.
Powell Lumber Co.	Edna	Running 4 days a week.
Peavy-Byrnes Lumber Co.	Kinder	Monthly capacity 3,000,000; cutting 2,000,000.
Pickering Lumber Co.	Pickering	Running 4 days a week.
Pickering Lumber Co.	Barham	Running 4 days a week.
Rapides Lumber Co.	Woodworth	Running 4 days a week.
Ragley, W. G., Lumber Co.	Ragley	Monthly capacity 2,807,093; cutting 1,932,275.
Sabine Lumber Co.	Zwolle	Running 5 days a week.
Sabine Lumber Co.	Colfax	Monthly capacity 4,000,000; cutting 3,250,000.
Sanford, F. L.	Zona	Running 4 days a week; 11 hours.
Schwing Lumber & Shingle Co.	Plaquemine	Cutting cypress; no curtailment necessary.
Southern Lumber Co.	Myrtis	Idle; mill burned.
Springfield Lumber Co.	Springfield	Idle.
W. G. Strange Lumber Co.	Newlin	Running 40 hours.
Tremont Lumber Co.	Winfield	Monthly capacity 6,765,441; cutting 4,750,000.
Weaver Bros.	Weaver Spur	Running 5 days a week.
Weaver Bros.	Boyce	Running 5 days a week.
Weaver Bros.	Couchwood	Running 5 days a week.
Weaver-Hearne Lumber Co.	Couchwood	Running 50 hours.
F. B. Williams Cypress Co.	Patterson	Cutting cypress; no curtailment necessary. Properly advertised.
Williams Bros.	Oberlin	Running 5 days a week; 10 hours.
Wyatt Lumber Co.	Gandy	Running 60 hours.
Urania Lumber Co.	Urania	Running 5 days a week.
Victoria Lumber Co.	Victoria	Running 4 days a week.

MICHIGAN.

Kneeland-Bigelow Co.	Bay City	Running six days per week; no curtailment compared with January.
Louis Sands Salt & Lbr. Co.	Manistee	Were running six days a week, 20 hours in January; now running six days, 10 hours.

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Williams Bros. Co.	Cadillac	Were running six days per week; 10 hours a day; now 22¾ days, 10 hours.
Wisconsin Land & Lumber Co.	Hermansville	Running 25 days; 10 hours; short crew.

MINNESOTA.

Minnesota is a "short horse, soon curried":

J. Neils Lumber Co.	Cass Lake	Running 26 days; 520 hours. One-half stock on hand now had in January.

MISSISSIPPI.

Here is the revised Mississippi list:

Bienville Lumber Co.	Forest	June cut 2,208,300; cut July 1,876,800.
Batson-McGehee Co.	Millard	Never did run night and day. Were making 50,000 daily. Now shut down for 30 days or longer.
Bay Springs Lumber Co.	Bay Springs	Normal Product 635,000 per month; running 4 days per week; curtailing 135,000 feet per week.
Bentley & Emery	Richton	Normal product 3,000,000 per month; not curtailing.
Bentley & Emery	Richton	Running 60 hours.
Brookhaven Lumber & Manufacturing Co.	Hattiesburg	3 days 1 mill; other mill idle.
J. Bounds	Moss Point	Idle.
Buckwalter Lumber Co.	Union	Normal monthly 1,600,000; now cutting 1,340,000.
Central Lumber Co.	Brookhaven	40 to 50 hours a week.
Central Lumber Co.	Bogue Chitto	40 to 50 hours a week.
Champion Lumber Co.	Kiln	Idle.
Cybur Lumber Co.	Picayune	Monthly capacity 3,600,000; cutting 2,400,000.
Crosby Bros. Co. Stillwell-Crosby Co.	Canton	Mills closed down. Was producing 3,600,000; normal product 4,800,000.
Cotton State Lumber Co.	Meehan Junction	Running full time day only; 125,000 feet per day. Was down 11 months in 1915.
Cotton States Lumber Co.	Meehan Junct.	Running 5 days.
DuBois, John E.	Lake	Normal monthly 2,000,000; cutting 1,000,000.
Eastman, Gardiner Co.	Laurel	Normal monthly 5,800,000; cutting 5,000,000.
Enochs Lumber Co.	Fernwood	Shut down through June.
Finkbine Lumber Co.	Wiggins	Shut down June 24 for 3 weeks, 105,000 feet per day, normal.
Finkbine Lumber Co.	Wiggins	Closed.
Futvoye-Paterson Co.	Shuqualak	Running 60 hours.
Gilchrist-Fordney Lumber Co.	Laurel	Running 60 hours.
Griffin, J. M.	Blodgett	Normal product 1,500,000 feet per month; shut down for 30 days June 15.
Gray, C. L., Lumber Co.	Meridian	Will curtail.
Hall & Legan Lumber	Morton	Running two-thirds.
Hemphill Lumber Co.	Rhodes	Running 10 hours, 26 days per month. Will likely not curtail until all night running is stopped.
Hinton Bros. Lumber Co.	Lumberton	Monthly 2,500,000; cutting 2,200,000.
Homochitto Lumber Co.	Bude	Have been curtailing 165,000, per week for several weeks.
Jordan River Lumber Co.	Kiln	Running 10 hours a day; no night run.
Lumber Mineral Co.	Arbo	Burned.
Lumber Mineral Co.	Arbo	Idle; mill burned.
Marathon Lumber Co.	Laurel	Normal monthly 3,600,000; now cutting 2,900,000.
Moore-Haggerty Lumber Co.	Hattiesburg	Monthly normal 2,800,000; now cutting 1,350,300.
Major-Sowers Lumber Co.	Epley	Curtailing 1 day a week.
Mississippi Lumber Co.	Quitman	Curtailing 1 day a week.
Native Lumber Co.	Howison	Running 60 hours.
Newman, J. J., Lumber Co.	Sumrall Hattiesburg	Reduction July over May 12.8 percent.
Richton Lumber Co.	Richton	Curtailing 1 day and 1 night each week; cutting 140,000 to 170,000 each 10 hours. Contemplating 4 days a week.
Rosa Lumber Co.	Picayune	Curtailing 1 day and 1 night, 100,000 feet a week.
Schryver Lumber Co.	Louisville	Running 2 saws, 5 days, and 1 saw, 4 days a week.
Ship Island Lumber Co.	Sanford	Monthly capacity 1,250,000; now cutting 800,000.
Sumter Lumber Co.	Electric Mills	No curtailment; normal product 4,000,000 a month.
Tallahatchie Lumber Co.	Philipp	Hardwoods; running 10 hours; 26 days per month.
Vinegar Bend Lumber Co.	Vinegar Bend	Curtailing 1 day a week, 100,000 feet a week.
Wausau-Southern Lumber Co.	Laurel	Normal monthly 6,163,000; now cutting 3,920,000.
White, J. J., Lumber Co.	Columbia	Losing 15% of time account of bad luck.

OREGON.

Brown Lumber Co.	Cottage Grove	Ran 73 hours in January; 280 hours in June.
Carlton Consolidated Lumber Co.	Carlton	Not making any lumber; made none in January.
Falls City Lumber Co.	Portland	Closed down since July, 1915.

TEXAS.

Alexander Gilmer Lumber Co.	Remlig	Running 5 days.
Angelina County Lumber Co.	Keltys	Monthly 2,484,000; cutting 1,600,000.
Beaumont Saw Mill Co.	Beaumont	Running 5 days a week.
Central Coal & Coke Co.	Conroe	Running 4 days a week.
Carter, W. T., & Bro.	Camden	Running 5 days a week.
Carter-Kelley Lumber Co.	Manning	Running 4 days a week.
Frost-Johnson Lumber Co.	Nacogdoches	Running 4 days a week.
Fidelity Lumber Co.	Doucette	Running 4 days a week.

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Keith Lumber Co.	Beaumont	Running 5 days a week.
Kirby Lumber Co.	Houston	No night runs; 3 of the 13 mills idle; balance running but 5 days a week.
Livingston Lumber Co.	Buck	Running 55 hours.
Lutcher & Moore Lumber Co.	Orange	All mills running 5 days.
Lufkin Land & Lumber Co.	Lufkin	Running 4 days a week.
Myer, R. A., Lumber Co.	Honey Island	Running 5 days a week.
Miller-Link Lumber Co.	Orange	Running 5 days a week.
Pickering Lumber Co.	Haslam	Running 4 days a week.
Palmetto Lumber Co.	Beaumont	Running 2 weeks a month.
Rice, J. S. & W. M.	Houston	Running 2 weeks a month.
Southern Pine Co.	Diboll	Running 5 days a week.
Sabine Lumber Co.	Houston	2 mills; running 5 days a week.
Temple Lumber Co.	Pineland	Running 95 hours.
Texas Long Leaf Lumber Co.	New Willard	Running 50 hours.
Trinity Co. Lumber Co.	Groveton	Monthly 3,500,000; cutting 2,300,000.
Thompson Bros.	New Willard	Running 5 days a week.
Thompson Bros.	Trinity	Running 5 days a week.
West Lumber Co.	Houston	3 mills; running 5 days a week.

WASHINGTON.

Northwest Lumber Co.	Seattle	Shut down since October, 1913.
Port Blakely Mill Co.	Port Blakely	Apparently have not been running this year.
Seattle Lumber Co.	Seattle	Shut down since June, 1913.
Walsh Lumber Co.	Rock Cut	Apparently have not been running this year.
Weyerhaeuser Lumber Co.	Everett	Monthly capacity 18,000,000; now cutting 15,000,000.
St. Paul & Tacoma Lbr. Co.	Tacoma	Mill capacity reduced over 50 percent.

VIRGINIA.

Montgomery Lumber Co.	Suffolk, Va.	Full time during June; now curtailing 30 percent.

Constructive Salesmanship

The Salesman's Influence on the Product He Sells

(Delivered before the World's Salesmanship Congress at Detroit, Mich., July 12, 1916.)
By R. B. GOODMAN, of Goodman, Wisconsin.

As we have listened to the various speakers of this congress, salesmanship has become to us a word rich with meaning. Specifically, the function of selling is a link in the chain of industrial organization—a highly specialized function, yet one of almost unlimited content, touching closely upon every field of human thought and action. Now I ask you to think of salesmanship, not as a specific function only, but as a quantity permeating all industrial enterprise. In this larger meaning, salesmanship is co-ordinate with production. However beautiful or fantastic, simple or intricate the pattern of our industrial fabric, its warp and woof are manufacture and marketing, production and exchange, making and trading, engineering and salesmanship.

It may be urged that so large a meaning takes us beyond the scope of the individual salesman. I do not think so. Although the greatest interest and the greatest profit will be largely confined to the specific functions of salesmanship, this larger aspect has also its definite lesson and its practical message to the salesman. My particular subject deals with something more than successful selling. I will endeavor to point out how the intelligent, constructive salesman is influencing the product that he sells, and how the quality of salesmanship is shaping our industrial progress. I shall use the lumber industry, but only to illustrate the principle; any other great basic industry would serve the same purpose, and you may, whatever your line of work, apply the argument to your own salesmanship in your own line.

SALESMAN OCCUPIES ADVANTAGEOUS POSITION.

The salesman, dealing as he does with the user, directly or potentially; dealing also, most obviously, with the product; and representing the producer of this product, occupies the most advantageous position in the whole field of business enterprise.

His, the opportunity to know human nature in all its infinite variety, prejudice, custom, whim, caprice, and common sense. the opportunity to study the technic his product, both as to the manner of its production and as to the manner of its use. His is not the dry, bleached knowledge of books or corporate reports, but the living, fluxing, compelling knowledge of daily contact with this going concern we call civilization. I am quite aware that salesmanship is an art. That honesty, personality, persuasiveness are essentials to the art, but he who uses these to bridge the lack of essential knowledge of his line grows old on the road and behind the counter.

CONSTRUCTIVE KNOWLEDGE NECESSARY TO SALESMANSHIP.

The keen competition, which is the ozone in the air the salesman breathes, makes this constructive knowledge a necessity. The more truly he senses human needs, the more thoroughly he understands the process of production, the better he knows his product, and the more alert he is to the shifting sands of circumstance, the greater his selling advantage. I am thinking of lumber. You may be thinking of automobiles, and you may be thinking of a stock of merchandise. It is all the same. The constructive mind that has mastered these things is the true business builder. He is the man the business is looking for. Not in lumber only, but in every industry, you find the constructive salesman of yesterday is the business manager of today. You find in steel, in automobiles, in textiles, in lumber, in insurance, that these industries are what they are today because the managers of today were the salesmen of yesterday.

This is very natural. Pretty nearly everything is made to sell. Selling is the thing and the master of selling dominates the industrial world. See what salesmanship has wrought. It made the dollar watch, the thousand dollar car, the hundred dollar bond, the five and ten cent store. Salesmanship has made that now quite universal convenience we call the package, and has put a federal statute behind the label on that package. It has put the band on the cigar. It is now putting a trade-mark on lumber. Salesmanship put the safety device on the razor, the starter on the automobile, the photographic negative on a film instead of a glass plate, the gasoline into the fount at the corner of the street. Salesmanship has put the guarantee on most of the things you buy, from a manufacturing plant to a pair of socks. Show me anything in your department store or warehouse or in Sweet's Index, or your buyer's guide that salesmanship has not put its stamp upon, has not helped make more suitable to your need, and easier for you to procure.

Our salesmen sell our lumber, but they are not content with that. They have begun to tell us how to make it, how to cure it, how to dress it, how to grade it, how to manufacture lumber to meet the consumer's needs, and now they are telling us how to advertise it.

ENFORCED CHANGES IN LUMBER SELLING.

Twenty, ten, even five years ago, the nation's lumbering was carried on by captains of industry—big men, doing big things, in a big way, schooled to overcome the forces of nature, practical mechanics, handlers of men, experts in efficiency, industrial engineers—very few were salesmen. In the early history of our industry, it is an axiom with us that lumber sold itself. Consequently there was little need for salesmen, but in the last five or ten years conditions have become more complex, and among an infinite number of changes in our industrial life one is that lumber ceased to sell itself.

Five years ago the lumber manufacturers from all parts of our great producing regions assembled at their annual convention in Chicago, and the subjects of national interest to them that were discussed were railroad rates and classifications, industrial efficiency, scientific forestry, workmen's compensation, grading rules and inspection. One or two men alluded, in a tentative way, to the possibilities of advertising. At this great convention not a single word was said about salesmanship. In recent years, however, there have been marked changes in the attitude of lumbermen toward the problems of marketing. Last month I attended another national convention of lumber manufacturers in the city of Chicago, and I listened for two days to men of national reputation discussing such subjects as these: develop-

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ing our foreign markets, why architects and engineers want branded lumber, why retailers want maker's trade-mark, educating the public in the uses of wood. The editor of a metropolitan journal spoke on publicity, lumber publicity; another representative of the press on merchandising lumber; another on advertising. The president of a university talked on co-operation in marketing. If I had not known that this was a manufacturers' meeting, I should have thought it was a preliminary session of the World's Salesmanship Congress.

BEGINNING TO VALUE THE SALESMAN.

My own manufacturing association turned over its last quarterly meeting to its salesmen, with the result that the meeting was of most unusual interest and practical value. Another manufacturing association has instituted a school of salesmanship, concerning which we all hope to hear a great deal. So in the lumber industry, and I believe also in all industries, salesmanship is coming into its own.

The old style lumber manufacturers never have thoroughly digested the idea of salesmanship. They made the mistake of playing fast and loose with the wholesaler and trying to play their own hand at salesmanship before they had learned the game. Their idea of selling was to quote a price low enough to get the order. It was quite common if a buyer was in the market for a car of lumber for a dozen salesmen to call on him before 10 in the morning, each trying to underbid the other.

This situation has been remedied, however, and the wholesaler and the line yard man—that is the lumber salesman—and the old style lumber manufacturer—that is the lumber engineer—are joining forces to their mutual advantage. The sub-title of almost every successful lumber concern today is "manufacturer and wholesaler."

SALESMANSHIP TO DOMINATE THE SITUATION.

Salesmanship is beginning to dominate the situation. Sometimes it has to take a club to do it. "Our mills are running fine," says the manufacturer. "We are making our lumber cheaper this month than any month last year by seven cents per thousand." Then his lumber salesman partner says: "Your profit isn't made on the lumber you produce, but on the lumber you sell." That is the kind of salesman talk that makes the manufacturer sit up. We say that the manufacturer is waking up. He is waking up, because with the salesman firing these kind of bricks at him, he has got to wake up. The lumber salesman is telling him he cannot sell his lumber on price alone. The lumber salesman is demanding a better product to sell—a product graded to meet the consumer's needs, backed by the maker's guarantee. He is demanding new standards of service. He is asking for building plans to go with the lumber. He is asking for expert engineering. He is asking for lumber literature, and for lumber publicity. He is asking for the backing that every other salesman in every other line gets in selling his product, and the lumber manufacturer is giving him what he asks for. He has been slow about it and niggardly, but he is giving to the tune of some five hundred thousand dollars a year for lumber trade extension throughout the entire United States. Five hundred thousand dollars a year is an appropriation of one-twentieth of one percent of the value of the product sold. Think of it! And the surprising thing about it is that with even these meager appropriations the lumber salesmen in our industry are showing tangible results.

PROBLEMS FOR LUMBER SALESMANSHIP TO SOLVE.

Lumber salesmanship has many problems to solve; the building of export trade, the overcoming of destructive competition, the stabilization of the lumber market. With these problems it has gone under the leadership of our worthy chairman, the president of the National Lumber Manufacturers' Association, and guided by able counsel before the Federal Trade Commission in such a manner as to perform a service of national importance, not only to the lumber industry, but to all American industry.

A. L. Porter's "Day of Specialists" Arraignment of "Joiners" in the Lumber Trade, Just Fits the Case

In the current issue of the Western Retail Lumberman, the leading editorial, entitled "A Day of Specialists" by A. L. Porter is a red-hot pot-shot at the general lumber trade of the United States which ought to wing many a lumberman "scatterer" and set him to thinking thoughts of home and business.

Mr. Porter and his associate W. T. Dennison are actively engaged in doing the practical constructive work which Mr. Porter's new organization the National Builders' Bureau has set out to do and is accomplishing in a remarkable way, and we suggest that this editorial of Mr. Porter's referred to be made a lesson-leaf to all the new recruits of that institution. They ought to have it engrossed and hung up at the foot of their beds, where they can see it every morning when they wake up. Here it is in full:

"No one can gainsay the fact that this is a day of specialists. It is a day when one man makes a specialty of one particular line of endeavor.

"Most all business men realize this fact except lumbermen. They scatter their endeavors in practically every field of business activity.

"A man can only accomplish about so much and any individual who makes a big success of a lumber business will have his hands full.

"We are personally acquainted with probably hundreds of prominent lumbermen. Ninety out of a hundred of them spend half of their time, probably more, attending directors' and committee meetings of various organizations and companies entirely foreign to the lumber business.

"If you want to talk to one of these men about the lumber business he will tell you that he is too busy; he has a meeting at eleven o'clock or eleven-thirty or two, or three o'clock, as the case may be. He is away from his office a great deal of the time giving his best thoughts to something outside of the lumber industry, and much of the time when he is in his office, he is meeting a political committee or giving his time to fixing up a speech or address he is going to make before the Chamber of Commerce, the Bankers' Convention, a good roads meeting or something else.

"The average lumberman seems to be willing to give up his time to almost every line of endeavor except the one in which he is most vitally interested, the lumber business.

THAT WAY LIES "RECEIVERSHIPS."

"We personally know of several splendid lumber concerns with large capital who are now in the hands of a receiver and the stockholders will probably lose all of their capital. The men at the head of these institutions originally tried to cover too much territory—too many meetings of life insurance companies, savings and loan societies, Y. M. C. A. Board, Chamber of Commerce, Ad Club, Rotary Club, Real Estate Board, Employers' Association, Bank Directors' meetings—while important matters regarding their lumber business were pushed aside from day to day.

"When a lumber convention is held, many of these men go to the place of the meeting but they have too many outside people to see regarding some foreign institution in which they are interested; too much else to talk about to really pay much attention to the lumber convention or listen to what is said at that convention.

"And if a mere lumber secretary should suggest to any of these men that they prepare a paper on some subject pertinent to the lumber industry, he will almost always refuse, excusing himself by saying that he hasn't the time. They are not only unwilling to take part in a lumber convention, but they are unwilling to listen to those who give the time and thought to prepare some creative suggestions for their consideration.

STOP "NEGATIVE" ACTIVITIES.

"Most of them are very willing to devote their time to some sort of a negative fight to get a freight rate reduced one or two cents a hundred or keep some competitor from getting his freight rate reduced.

"Lumbermen have spent too much of their time and money in negative activity; but if some enthusiast should call a conference to see what could be done to earn 25 or 50 cents a thousand more for lumber, there wouldn't be enough present to call the meeting to order.

"The lumber business will never again be as good a business as in the past unless lumbermen cut out many of the side lines; at least for a while and give their undivided attention and time to problems affecting the lumber industry, and do this until these problems are solved.

"It seems to us a rather sensible idea for the lumberman to confine all of his time, attention, ability and finances for a while to the lumber business—make a specialty of that business.

"It is time for the lumberman to become a real professional in all lines affecting his industry. After that, no one would criticize if he took on other lines of activity."

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Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

Comparatively healthy conditions are observed in the door and mill work industry throughout the country; and while the volume of current business is not heavy inquiries are in good volume and trade prospects for the fall, measuring all the contingencies in sight, are more than usually encouraging.

Those who have taken the trouble to investigate the country situation say that stocks of millwork with the retail dealers are low and that as a rule their prospects for fall trade are exceedingly good, despite the fact that the crops in several sections of the country will show a considerable reduction from the earlier estimates. It is not believed that the damage done by hot and dry weather to the spring wheat crop and to corn will be serious enough to place any further handicap upon business. On the contrary very little of the crop in those grains is destroyed, but there is undoubtedly a falling off in the yield to the acre and this will be to some extent, as in other years, offset by an increased price. Were the crop situation the only menace to good business during the last five months of the year all would be well, but there are others. There is more or less danger of a railroad strike, as the public generally knows. They hope it may be averted, but at this writing assurances that the strike will not occur are not positive enough. The presidential campaign is invariably a disturbing factor in business and this year is likely to be no exception. The only modification of this situation that might be suggested is that so many and such terrible happenings have threatened business during the last two years that even a railroad strike and a hot presidential campaign combined might not have any appreciable effect on business. The most that can be said is that if the threatened railway strike does not occur the flow of trade will be in general satisfactory. Indications and opinions are for a good volume of trade in both lumber and millwork this fall.

A Prospective Car Shortage.

A factor that will not be overlooked in calculations for fall trade is the freight car situation. Railroad experts have expressed their belief in a decided shortage of cars this fall. The last report by the American Railway Association showed a total surplus of freight cars on July 1 of 67,014 and total shortages of 14,898, leaving a net surplus of 52,116 cars. On June 1, the surpluses were 70,310 cars and the shortages 12,617, making the net surplus 57,693 cars. This is a falling off of about 11 percent in the month, but from reports received this week it is believed that the greater part of this surplus was wiped out during July and that in the August 1 statement, which will appear on Saturday, there will be little surplus shown excepting possibly in coal, gondola and miscellaneous cars. The surplus of box cars on July 1 was 18,000. This is said to be mostly west and northwest of Chicago and on the Pacific coast. Evidently there is no surplus of any kind of cars in the south, there being a dire scarcity reported in many sections. Also it is said that in northern Wisconsin and the upper Mississippi district generally there is a scarcity of cars. This presages a shortage as soon as the new grain begins to move, which will be within the next week or two and buyers of millwork in carload lots will do well to anticipate the car shortage by getting their orders in and have their shipments forwarded promptly.

Reports of Chicago Trade.

The general report of Chicago distributers of doors and millwork is unsatisfactory. Considerable apathy prevailed in buying during the first half of the summer, but since August came in there has been a revival of inquiry and some increase in orders. The more favorable disposition of carload buyers is shown in many inquiries and it is evident that those who are contemplating buying in bulk are well satisfied in their own minds that they should get in the market now, when there is a fairly good chance of getting the goods forwarded promptly. More inquiries for small lots are coming in and evidently the fall business in odd work is to be of as large proportions as a year ago.

Discounts now in vogue are 72 on small lots of No. 1 and No. 2 doors, 70 percent on No. 3 doors, 66 percent on painted doors, 75 percent on glazed sash and 77 percent on glazed sash 100 openings or more.

The August Crop Report.

The country tributary to Chicago is in fairly good condition as regards crops. According to the government report issued August 8, Illinois will show practically as large a yield of corn as in 1915, but will show a heavy falling off in winter wheat. The yield of oats in Illinois is only a trifle less than a year ago. In Indiana the corn crop will be several million bushels larger than last year, according to the August estimate. The oats crop will be just as large and the winter wheat crop will show a considerable reduction, as in Illinois. Wisconsin shows a 10 percent larger corn crop than a year ago and almost 30 percent larger than the crop of 1915. The oats crop in Wisconsin is within a few thousand bushels of the July 1 estimate and is considerably above the five year average. The barley crop in Wisconsin is also larger than indicated on July 1 and also above the five year average. Michigan will have a corn crop approximating the estimate of June 1, but about 10 percent less than the yield last year. In oats Michigan will produce nearly as much as was indicated on July 1, and within 4,000,000 bushels of the five year average, while its winter wheat crop shows a reduction from 20,000,000 bushels to 12,000,000 bushels. From this it is seen that the states comprising what is known as Chicago territory will be in fairly good condition as regards crops and as compared with the rest of the country.

Trade in the Kansas City District.

The sash and door trade in the southwest has been interrupted to some extent by the hot weather recently prevailing, but since the rains came the sentiment has been much improved. At the same time the inflow of estimates has resumed and, while the crop damage there is going to cut considerable figure, the sash and door men are confident that there will be a comfortably large consumption of millwork, and this is indicated by the steady inquiry seen at the wholesale houses. Prices are holding firm throughout the Kansas City territory.

Door Business in the Northwest.

The unquestioned damage that has been done to the grain crops in Minnesota and the Dakotas has somewhat affected the demand for millwork at the factories at St. Paul and Minneapolis. According to the reports the crop of corn in Minnesota will be 15,000,000 bushels more than the yield in 1915 and 22,000,000 bushels more than indicated in the report for July 1. Spring wheat, however, showed a falling off of 23,000,000 bushels or nearly 40 percent on August 1, as compared with the July estimate and will make the Minnesota crop this year only a little more than 50 percent of that of 1915. In North Dakota there is a falling off of 22,000,000 bushels or a 25 percent reduction from the July 1 estimate and almost 60 percent below the extraordinary crop of 1915. South Dakota shows a similar falling off in spring wheat of 25,000,000 bushels, which makes it nearly 50 percent below the July 1 estimate and about 55 percent less than the 1915 crop. It is seen, therefore, that the prospects for door and millwork business in the middle northwest are not of the best, although there are promised extensive building operations in the Twin Cities and the outlook is far from being gloomy.

Ohio River Business.

The factories at Cincinnati report that they are doing as much business as the unusually warm weather permits. There is a fair volume of inquiry observed and the factories have orders for special work that will keep them well occupied through the season. At Evansville the sash and door movement is reported much better this summer than it was a year ago. Country yards are reporting a fair amount of building in the agricultural districts. Building operations throughout that territory are heavy and a good trade is looked for through August and September. Prices are fairly well held.

The Window Glass Situation.

As had been predicted, prices on window glass have been raised by the American factories one point, which makes the present net price from 8 to 11 percent above the discounts promulgated March 10. Stocks of window glass on hand are said to be low and broken. Authorities say that everything in sight will be cleaned up within sixty days, or probably a month before the hand operated factories will be able to start. A number of the machine factories have lately closed down and will remain closed until needed repairs are made. It is stated that the cost of producing glass will be much higher during the coming season's blast and this is bound to make a still higher price on the product. Manufacturers are advising their customers to provide for their nearby wants before the stock on hand is exhausted.

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General News of Associations and Clubs

INCREASE IN SHIPMENT OF NORTHERN PINE.

Minneapolis, Minn., Aug. 8.—An increase of 50 percent in shipments for the first six months this year over a like period of 1915 is shown by the report of Secretary H. S. Childs, of the Northern Pine Manufacturers' association. Shipments for the current six months totaled 497,077,614 feet as against 331,575,223 feet, or an increase of 165,502,391 feet. Production figures for the current six months ran ahead of last year's period about 18 percent, the figures being 331,532,962 feet as compared with 280,987,571 feet, or an increase of 50,545,391 feet. Production of lath for the first half of this year totaled 87,903,500 as against 78,335,019 for the like period last year.

Shipments so far this year also show a slight lead over last year, lath shipments for six months this year being 89,101,500 as compared with 86,398,550 for the first half of 1915.

August 11-12—Montana Retail Lumbermen's Association, Great Falls, Mont. Annual meeting.

August 23-25—National Association of Box Manufacturers, Belmont Hotel, New York, N. Y. Midsummer meeting.

August 25—West Coast Lumbermen's Association, Benson Hotel, Portland, Ore. Outing and monthly meeting.

October 24-25—Western Forestry & Conservation Association, Portland, Ore. Annual forestry industrial conference.

October 26-27—Pacific Logging Congress, Portland, Ore. Annual meeting.

THE NATIONAL HARDWOOD CONVENTION REPORT.

Probably no report of a convention that has been printed recently has been of more interest to the members of the hardwood lumber industry of the country than are the complete stenographic minutes of the nineteenth annual convention of the National Hardwood Lumber Association, which was held at the Hotel Sherman, Chicago, June 15 and 16, 1916. The report is contained in a neatly gotten up pamphlet with handsomely embossed cover and printed on excellent paper. The pamphlet is embellished with half tone pictures of the officers, directors and members of the various committees and also with a double page reproduction of the large group picture taken at the annual banquet.

The interest in the proceedings was largely centered in the discussion upon the proposed new grading rules, which covers approximately twenty-two pages of the booklet.

General Resolutions Adopted by the Southern Forestry Congress, Held at Asheville, N. C., July 11-16, 1916

1. White Pine Blister Rust.

Whereas, The imported fungus disease known as the White Pine Blister Rust, which has rendered the culture of American white pines impracticable in many parts of Europe, has already been found in nine states of the Union and probably exists in other states, and

Whereas, This disease is a national menace, not only to all the white pine forests of the east but also to the white pine and sugar pine forests of the west; therefore, be it

Resolved, That immediate, drastic action is necessary if a national calamity is to be averted, and to this end the Southern Forestry Congress strongly urges appropriations by the national government and by all states in which imported 5-leaved pines have been planted, adequate to locate and eradicate all infections, and further recommends that sufficient power be conferred on the officials charged with this work to make eradication effective.

2. Game Refuges.

Whereas, The acquisition of lands by the federal government for the Appalachian National Forests affords an unusual opportunity for restoration and conservation of game, and

Whereas, There are pending before the congress of the United States certain measures authorizing the establishment of game refuges on the national forests under the Chamberlain-Hayden Game Sanctuary Bill (S. 6881, H. R. 11712) and the protection of game on the Appalachian National Forests under the senate amendment to the Agricultural Appropriation Bill; therefore, be it

Resolved, That the Southern Forestry Congress heartily endorses and recommends the passage of said measures, and in the event of their enactment into law, urges active and cordial co-operation of the state officials and local associations with the federal authorities in the establishment of such refuges, in the introduction of big game in suitable localities, and in enlisting public sentiment in favor of game conservation on such forests.

3. Separate State Forestry and Game Organizations.

Whereas, It has been shown by experience that the combination of the state forestry organization with the state fish and game organization operates disadvantageously to both, and tends to reduce the efficiency of both through the division of interest and the division of appropriations from the purposes for which they were attended and

Whereas, A combination of the functions of the forest officers with those of the fish and game officers is especially detrimental to the development of a spirit of hearty co-operation on the part of the general public in the suppression of forest fires, therefore, be it

Resolved, That the Southern Forestry Congress endorses the policy of separate state forestry departments, but recommends close co-operation between the state departments of forestry and of fish and game.

4. Federal Aid in Fire Protection.

Whereas, The excellent progress made in fire protection under the Weeks' Law in states which have come under its operation has fully demonstrated the desirability of this manner of co-operation between the nation and the states, therefore, be it

Resolved, That the Southern Forestry Congress urges the continuation of these appropriations by the national congress, and urges the states which are not now qualified under the law to receive federal assistance to take the action necessary to avail themselves of the government's co-operation.

5. Forest Protective Associations.

Whereas, The control of forest fires is the greatest factor in forest conservation, and

Whereas, Effective control demands affirmative action on the part of not only the public agencies but private interests as well, and hearty co-operation between them, therefore, be it

Resolved, That the Southern Forestry Congress urges private owners of timberlands in each of the southern states to form organizations for fire protective purposes, by means of which the co-operation between all agencies, both public and private, can be made effective.

6. Adequate Appropriations for Forestry.

Whereas, Progress in state forestry requires not only an effective non-political organization at its head, but also sufficient funds to carry on the important work of popular education in forestry, establishment of organized fire protection, assistance to woodland owners in the management of their property, checking erosion, and supervision of such state forests as may be established, and

Whereas, Many southern states which have already made an excellent beginning by the establishment of forestry departments, are as yet without adequate financial support, therefore, be it

Resolved, That the Southern Forestry Congress urges upon the legislatures of the respective states, a more liberal policy in providing funds for the conduct of forestry work, and in passing such additional legislation as may be necessary to make this work effective in practice.

7. Recent Louisiana Law Approved.

Whereas, The recent act passed by the legislature of Louisiana, which provides that the state forestry work be in charge of a trained forester, and that the expenditures for forestry shall equal twenty percent of the revenue derived from the products tax on timber and turpentine, marks a great forward step in forest conservation; therefore, be it

Resolved, That the Southern Forestry Congress heartily endorses this action of Louisiana.

8. Urge Laws and Funds.

Whereas, The states of South Carolina, Georgia, Florida, Mississippi and Arkansas are now without state forest organization and entirely without appropriations for state forestry work; therefore, be it

Resolved, That the Southern Forestry Congress urges upon the legislatures of the above states the serious consideration of laws and funds to improve their present forest conditions.

9. Biltmore Estate.

Resolved, That the Southern Forestry Congress does hereby express its hearty thanks to Mrs. George W. Vanderbilt, Mr. C. D. Beadle, Dr. and Mrs. A. S. Wheeler, and Mr. C. T. Rankin, for making possible the interesting visit to the Biltmore Estate; and for their courteous and greatly appreciated entertainment; and to Mr. Verne Rhodes for the preparation of the valuable booklet on the Biltmore plantations.

10. Women's Clubs.

Resolved, That the Southern Forestry Congress, recognizing and heartily commending the very valuable work done for the spread of the movement for the protection and perpetuation of our southern forests by the general and state federations of women's clubs and the individual clubs and club women of the south, does hearby urge these good and patriotic women to continue and increase their efforts and co-operate as closely as possible with all other organizations with this end in view.

11. Appreciation and Thanks.

Resolved, That the Southern Forestry Congress hereby expresses its appreciation and tenders its thanks to the Governor of North Carolina, to the Mayor and Board of Trade of Asheville, to the S. A. Lynch enterprises, to the local press and women's clubs, and to the management and staff of Battery Park Hotel for the many courtesies extended to the congress and its delegates during their most pleasant stay in Asheville.

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WEST COAST LUMBERMEN AT SEATTLE

Hold Semi-Annual Session—Open Shop Generally Favored—E. B. Hazen Suggests Concentrated Effort in Urging Construction of Implement Sheds—The Use of Tractors in Lumber Yards—Interesting Shingle Tests.

Seattle, Wash., August 3.—The semi-annual meeting of the West Coast Lumbermen's Association was held in the Washington Hotel, this city, on Thursday and Friday, July 27 and 28, and was attended by more than 150 lumbermen. The meeting was full of "pep" from start to finish. Three papers were read, one by Valentine H. May, of Seattle, on "The Efficiency of the Small Gasoline Lumber Tractor," another by E. B. Hazen, of Portland, Ore., on "Salesmanship and Advertising," and the third by J. S. Goldsmith, of the Washington Employers' Association, who read a paper on "Where Do You Buy Your Goods?"

In opening the meeting President J. H. Bloedel, of Bellingham, Wash., said that the last six months had been a critical period in the lumber industry, but the lumbermen had succeeded in stablizing the market to an extent never before thought possible and this was done chiefly because there was co-operation among the lumbermen. He said that one thing that the lumbermen had always lacked is confidence in the other fellow, but in the West Coast association during the last six months this confidence has been gained. He stated that the regulation of production is one of the tangible results accomplished by associated effort.

THE OPEN SHOP POLICY FAVORED.

J. S. Goldsmith, of the Washington Employers' Association, in his address on "Where Do You Buy Your Goods," made an appeal to those present to give preference wherever possible to goods that are made in plants where the open shop principle is recognized. This question proved to be the dominating subject of the convention.

Mr. Goldsmith said: "The Employers' Association of Washington does not believe in the black list or the boycott, but it is squarely on record in favor of the open shop. It believes that the lumbermen should have the right to say where he shall buy his goods. The question of the maintenance of the open shop is one that is vital to the lumbermen. The association believes in fair treatment and fair wages for the men its members employ, but is against any attempt on the part of the unions to dictate who the men employed shall be."

Mr. Goldsmith asked the lumbermen to join the association and to instruct their buyers to recognize the open shop principle in placing their orders and to stand solidly behind the work of the Employers' Association.

SALESMANSHIP AND ADVERTISING.

E. B. Hazen, of Portland, had for his subject on the program "Salesmanship and Advertising," but his paper was headed thus: "Plan for Campaign to Help Accomplish the Covering of Agricultural Implements"—at least this is what Mr. Hazen said the subject ought to have been.

Mr. Hazen said in part: "The fir people are doing little as an association in actual practical trade extension. The southern pine people are spending a half million dollars each year in association activities and are aggressively working to create *consumer demand* for their wood in every direction. If we are not ready or able or willing to parallel their effort to push fir as it should be pushed in a large way, are we not ready to begin in a small way? If so, why not concentrate on some one undeveloped consuming possibility? A desultory and scattered campaign would not accomplish anything."

Mr. Hazen went on to say that a gentleman who had traveled leisurely through Europe a few years ago and then came across Canada from Quebec to Vancouver had stated that he was impressed with the contrast between the housed farm implements across the water and the hundreds that he saw exposed to the elements on the prairies of Canada. Abroad none of the implements are left out of doors. A report had been made that only 13 percent of the implements used in Canada are protected from the weather. Conditions in the United States are much the same.

The power of suggestion, Mr. Hazen said, would assist a great deal and would create a demand for large quantities of lumber. Mr. Hazen stated that George M. Cornwall had covered the subject very thoroughly in his paper, the Timberman, of Portland, and that many of the ideas in his paper were from Mr. Cornwall's suggestions made to him.

It was stated that the California representative to the International Harvester Co., after hearing the matter presented regarding the covering of agricultural implements, had endorsed it as eminently practicable. It was wondered at that lumbermen had never given attention to this subject of finding a new market for lumber by following in the wake of the agricultural implement salesman and impressing on the farmer the waste he had been countenancing by failure to cover his implements.

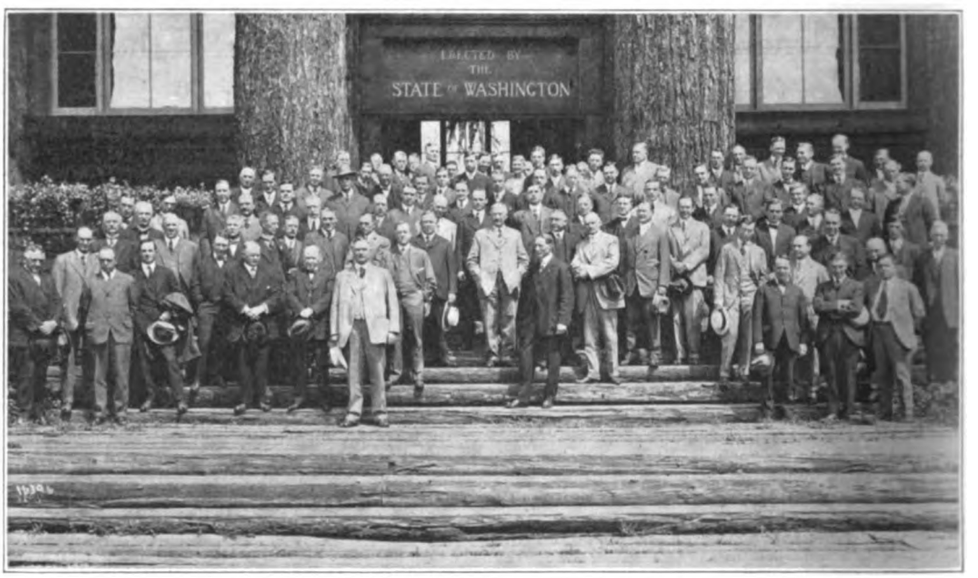
Regarding the possibilities of this new channel of consumption, Mr. Hazen stated that there were 6,000,000 farms in the United States and that probably not over 25 percent of the farmers protect their implements. It was suggested that the sheds should be in four sizes to be outlined with blue prints and that the buildings should be floored; also that the most logical distributer of this new consumptive requirement is the retail lumberman. Some of the ways by which the desired end could be brought about were outlined in letters that had been received from prominent railroad men who promised co-operation with the lumbermen. Those who promised aid in this matter were C. J. Mills, assistant to President Sproule, of the Southern Pacific; L. C. Gilman, of the Spokane, Portland & Seattle road, who said that all the Hill lines would approve the idea and B. L. Winchell, director of traffic of the Union Pacific railroad. Undoubtedly, he said, the Milwaukee road would also help and the agricultural colleges would preach "preparedness" to the farmers all the time.

Professor Ekblaw, of the University of Washington, said that a fair average life for farm machinery if allowed to stand in the open is five years, but if properly cared for the farmer could get from twenty to twenty-five years' service from his machinery. The growing use of the small tractor on farms is a feature which increases the necessity for a well constructed implement shed.

It was recommended that the campaign should cover only California, Oregon, Washington, Idaho, Utah and Montana and might later be extended to other states. With an appropriation of $5,000 to begin with, $3,000 should be used for the salary and expenses of a proper man who understands the agricultural implement business to take charge and $2,000 for booklets, plans, advertising helps, etc. Have the retail dealers prepare lists of farmers to whom this literature should be sent and it should be stated where the lumber for the shed could be secured. Pictures of the various styles of sheds should be shown and pictures also showing the condition of a protected and unprotected implement of equal age. Also moving pictures were suggested to which the farmers would be invited. Manufacturers, he thought, should capitalize the campaign by undertaking to build ready-made implement sheds.

Mr. Hazen quoted from Secretary J. C. Dionne, of the Lumbermen's Association of Texas, who in a recent address said, among other pertinent things: "I have contended that for a retail lumberman to build a yard, put in a stock of building material and then do little or nothing more than to furnish lumber for building projects that have developed without his knowledge or assistance, was business incompetency of the rankest order and would not survive the battle of modern competition unless wonderfully improved upon." Secretary Dionne had also urged the same necessity for action on the part of the manufacturer of lumber.

In conclusion, Mr. Hazen stated that the field for the extension of the lumber trade through the covering of agricultural implements is a big one and has possibilities little dreamed of. He asked "Can we not do this one thing, at least, this year?"



SEMI-ANNUAL MEETING OF THE WEST COAST LUMBERMEN'S ASSOCIATION, SEATTLE, WASH., JULY 27-28, 1916. PHOTOGRAPH MADE IN FRONT OF FORESTRY BUILDING AT THE UNIVERSITY OF WASHINGTON.

EFFICIENCY OF THE GASOLINE TRACTOR.

Valentine H. May, of the McKenna Lumber Co., Seattle, Wash., discoursed on the subject of "The Efficiency of the Small Gasoline Lumber Tractor." He said that he had assisted in working up the design of one tractor, but he was by no means sure that it was the best design that could be developed. At present there are three different makes of small tractors, all built from Ford cars and all similar in appearance. Two of these makes reduce the speed by gears in the drive shaft, the third by means of a chain drive.

The tractors used by the McKenna Lumber Co. have 21-inch wheels with solid rubber tires and are geared so that they run at a little over one-third of the speed of the regular Ford car. In other words, when the speed of the engine would normally send the car twenty miles an hour, the tractor is traveling about seven. Makers of some of the other tractors have adopted a different ratio on the belief that greater speed is desirable. Mr. May thought that a mill having large platform room could possibly utilize a higher speed, but for use on narrow tramways a speed for an outhaul of six to eight miles an hour, returning empty at the rate of ten or twelve miles is about as fast as safety permits. All of the tractors have the same device for attaching the tractor to a two wheel truck of lumber and a bolster in the rear and turning on a circular plane carries the end boards of the load. Chains attached to the bolster are drawn around the load and bind

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the load to the tractor. These tractors differ from automobile trucks in that the tractive power is gained by the weight of the tractor itself, and not by the weight of the load of lumber. The tractors of the McKenna Lumber Co. have solid cast iron rear wheels, an idea originating with Walter Nettleton. These wheels weigh over 300 pounds each.

Mr. May continued: "We started to operate our first tractor on December 16, 1915. This has been continuously at work ever since. During the snow of last February there were only three days when this tractor was not running. Furthermore, it ran without a breakdown. From December 16 to date the lost time of this tractor (other than the days mentioned) has been a total of four hours, once for a half hour, once for two hours and once for one and a half hours. The cost of repairs has been very small, the chief repair being an extra brace to support the transmission. At the time the the July shutdown this machine was given a thorough overhauling. The transmission and differential were found in good condition, with no renewals necessary. The engine needed only the following repairs: Two new valves, costing 25 cents; one new timer case and roller, costing $1.25; a total of $1.50. The severity of this test is indicated by the fact that in the use of the tractors the engines are kept running continuously. They do not stop during the day except at the noon hour. The first tractor utilizes the same frame and the same axel and springs of the regular Ford. In the other two tractors the size was reduced and made more compact to allow the machine to be more readily handled and turned on the trams. The tread of the Ford car was narrowed 16 inches, from 56 inches to 40 inches; the wheel base shortened 14 inches, from 100 inches to 86 inches. In making these changes much work had to be done and weaknesses developed that were mistakes in judgment as to the points that needed the most strengthening. Theoretically we figured that the weak part was the frame and the rear end, but it would appear that the part needing the most strengthening is the front end, i. e., the front axle, front spring and steering gear. These parts take the unexpected blows due to roughness of the tramways. The weaknesses that developed are, I think, now understood and remedied, but we broke several springs and two front axles before we found them out."

Regarding the saving in cost Mr. May said that in a general way it is about one-half of what it would cost to handle the same material with horses. Or in other words, if hauling by horses cost 12 cents a thousand, a tractor would do the same work for about 6 or 7 cents a thousand. However, the cost varied under different conditions. Gasoline consumption averages about six gallons a day of ten hours.

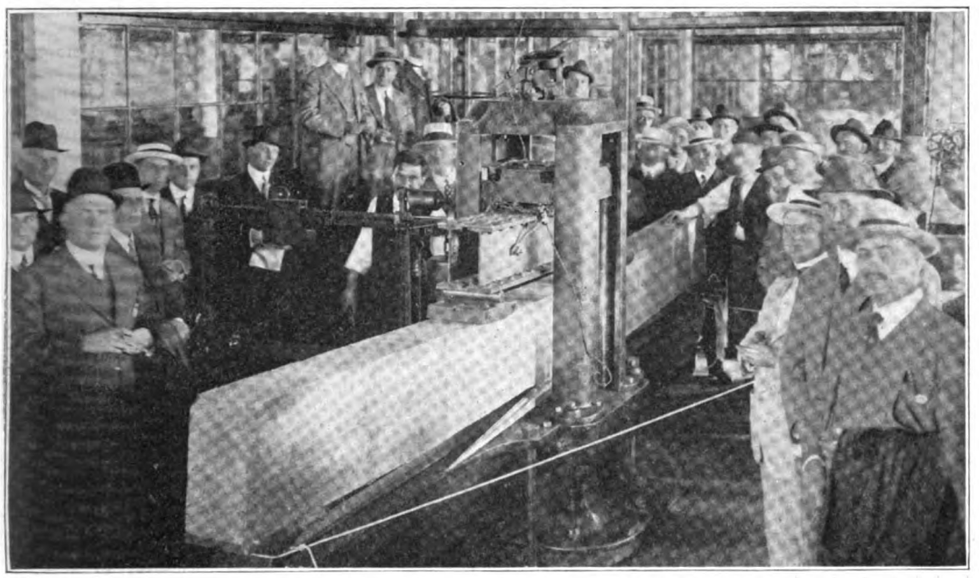
Mr. May said that the yard foreman claims that two tractors would take the place of seven good horses at the mill. The largest load carried, of which he had record, is 2,400 feet of green hemlock, estimated to weigh 10,000 pounds. The tractor can be used to switch freight cars and other work about the plant. As far as the trams are concerned, the expense is not yet determined, but the use of the tractor has been most satisfactory in every way, having solved the problem of hauling and were its costs even as great as horses, it is preferable.

RITE-GRADE SHINGLES.

H. P. Wyckoff, secretary of the shingle branch of the West Coast Lumbermen's Association, told some of the experiences of his branch in the promotion of the "Rite-Grade" shingles and said that in starting it might be better to concentrate on some particular territory. He told of the numerous inquiries received as the result of the advertising, some of them from foreign countries. In some respects, he thought that the shingle manufacturers were not co-operating with the "Rite-Grade" movement as well as they might, especially in the matter of supplying the shingles asked for.

President Bloedel called attention to the fact that many inquiries were coming from Europe now for ready-made houses and he said that the lumbermen should get ready for a great business in this line after the war.

F. B. Hubbard, of Centralia, Wash., was asked to tell of his experiences at the famous reclassification hearing before the Interstate Commerce Commission at Chicago in July and expressed the opinion that no change in classification would be made by the commission in its decision.



TEST OF DOUGLAS FIR TIMBER, 8 x 16 IN. x 16 FT., ON 15 FT. SPAN. SELECTED BY DENSITY METHOD UNDER SUPERVISION OF O. P. M. GOSS, AT TESTING LABORATORY OF UNIVERSITY OF WASHINGTON. BROKE UNDER PRESSURE OF 88,200 LBS., WITH DEFLECTION OF 2 IN. DEMONSTRATION FOR WEST COAST LUMBERMEN'S ASSOCIATION, JULY 27, 1916.

President Henry Suzzallo, of the University of Washington, was to have addressed the lumbermen on "What the University Can Do for the Lumber Industry," but was unavoidably absent and his place was ably filled by Prof. Hugo Winkenwerden, of the forestry department, who told of the close co-operation between the lumbermen of Washington and the forestry department of the university.

SHINGLES MADE FIRE PROOF.

An interesting demonstration was staged for the lumbermen on the campus by the shingle branch of the association. Three small roofs had been built, one covered with shingles that had been treated with a fire retardant stain, composed of mineral salt with a silicon base; another roof was covered with dry red cedar shingles, untreated; and a third roof was covered with so-called fireproof patent roofing, the kind called for in many city ordinances.

Fires of equal size were then kindled on each roof. In one minute and ten seconds after the match had been applied the patent roofing had been burned through, setting fire to the woodwork underneath. So firecely did the flames rage on this roof that they were quenched in order to save the wooden structure beneath.

In five minutes after the fires had been kindled the unprotected shingles were burning, but they did not burn through to the roof boards beneath.

After ten minutes exposure to the flames the shingles treated with the fire retardant stain were in almost as good condition as when laid. They did not catch fire.

TIMBER TESTING.

Another important demonstration made at the college of forestry for the entertainment of the lumbermen was the testing of a timber 8 by 16 inches and 16 feet long, graded according to the proposed new density rules for Douglas fir structural timbers. Before pressure was applied slips of paper were passed to the lumbermen on which they registered their guesses as to what pressure the timber would withstand before breaking. The prize, a box of cigars, for the nearest correct guess was won by J. P. Austin, a newspaper man, whose guess was 88,000 pounds. The timber broke under a pressure of 88,200 pounds. The five lumbermen who guessed next nearest were: P. F. Knight, of the Mutual Lumber Co., who guessed 87,342 pounds; H. L. McCaughey, McCaughey Lumber Co.; E. C. Miller, Grays Harbor Shingle Co.; and St. Claire Dickinson, of Colby & Dickinson, Seattle. A similar contest on another timber which was not so strong was won by J. G. Startup, of the Fir Tree Lumber Co., and E. C. Miller was a close second. The tests were in charge of C. W. Zimmerman, of the United States Forest Service.

VISIT BIG STIMSON PLANT.

After the inspection of the college of forestry, including the wood distillation plant, the delegates motored to Ballard Station, Seattle, and inspected the plant of the Stimson Mill Co. and also the new Lake Washington canal, which has just been completed by the United States government.

THE EVENING BANQUET.

In the evening the lumbermen held a banquet at the New Washington hotel, with J. H. Bloedel as toastmaster.

President Suzzallo, of the University of Washington, was the only speaker at the banquet. Lumbermen who were expecting to hear a pedagogical expounding of scientific facts in language that would make the points vague to the average hearer and which, if understood, would prove of no practical value, were agreeably disappointed. The president pointed out how the University of Washington could be and had been of service to the lumbermen, citing as a case in point how a large order for the Russian government was saved to a Seattle firm through scientific knowledge of the quality of Douglas fir, gained in forest product laboratories such as that maintained at the University of Washington.

"You must get a thorough knowledge of the material which you are selling," said the speaker. "What it will do under certain conditions, what different grades of it can be expected to show and then, when you have your facts, organize them so that they are easy of access.

"The average man is too lazy to go far for information. He is likely to use the wood that he knows about and not take the trouble to look up the others. Liberal advertising is also an essential part of the lumber business, with the adoption of trade names that mean something and that tell the buyer instantly what he is getting."

TAKE TIME TO PLAY GOLF.

Slipping unfinished business into the discard the lumbermen Friday afternoon wound up the semi-annual meeting with a golf tournament at the Seattle Golf & Country Club. A. L. Paine, of the National Lumber & Manufacturing Co., of Hoquiam, won the silver cup offered by President Bloedel, doing the eighteen holes in 75 from a twenty-point handicap. C. E. Patten, of the Atlas Lumber Co., Seattle, with a handicap of 18 and H. P. Wyckoff, with a handicap of 27, finished with scores of 79. Preceding the tournament the delegates were guests of Mr. Bloedel at luncheon.

An open meeting of the committee to consider the revision of the grading rules was held Friday morning. Considerable discussion was heard but the final decision probably will be left to a mail vote of the entire membership of the association. It was decided by the committee, however, to eliminate the proposed No. 3 common fir dimension and to allow 15 percent of hemlock to be shipped with certain grades of fir ceiling and drop siding.

One of the interested spectators at the demonstrations held at the university was Prof. Ralph Clement Bryant, of Yale University.

BALTIMORE BUILDING CODE DELAYED.

Baltimore, Md., Aug. 1.—Unless a special session of the city council is called the new building code that has been given consideration for some time by the commission appointed for that purpose cannot be adopted until fall, as the council has adjourned for the summer.

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NORTHERN HEMLOCK & HARDWOOD MEN

Regular Midsummer Meeting at Milwaukee Enlivened by Grading Discussion—Vote Favors Delayed Action on Adoption of Separate Rules—Reports Show Material Reduction in Available Stocks—Brighter Prospects for No. 3 Grades.

The midsummer meeting of the Northern Hemlock & Hardwood Manufacturers' Association was held at the Hotel Pfister, Milwaukee, Wisconsin, Friday, July 28, with half the membership represented.

President J. T. Phillips, of Green Bay, outlined matters of importance. He referred to the annual meeting of the National Hardwood Lumber Association held at Chicago June 15. He said the members of the Northern association went there with the idea that the proposed changes in the inspection rules were not what they wanted, but after conferring with other manufacturers throughout the country, they became nearly unanimous in favor of the proposed changes.

The matter had been taken up and discussed in a joint meeting of the Wisconsin and Michigan hardwood manufacturers and they had become convinced that the proposed changes were along the lines of what was needed in inspection rules. It is planned to have a joint meeting of hardwood manufacturers in Chicago the last of October, at which the subject of hardwood rules will be again considered. He stated that Secretary W. H. Weller, of the Hardwood Manufacturers' Association, had suggested to the members of his association last June the advisability of attending a conference at Chicago July 11, but there was nobody present at that conference authorized to represent the Northern Hemlock & Hardwood Manufacturers' Association.

REPORT OF BUREAU OF GRADES.

George H. Chapman, chairman of the bureau of grades, reported on the action of the committee as reflected in the Chicago convention. He stated that at the meeting of the board of directors on Thursday, the bureau of grades had been authorized to employ another inspector, and had done so in the person of Frank Staadt, that in the grading of hardwoods, the lumbermen of Wisconsin had reached a situation that is so important that they could well afford to devote all the time necessary at this meeting to a thorough discussion of the subject. As far as he was personally concerned, he said he would not spend the time to work out a new system of hardwood grading rules unless he were convinced that the members of the association were solidly behind him and also that it would be made a successful system of rules. He said that he did not know where the membership of the association would stand in such a discussion; he thought he knew where Mr. Holt would stand and also where Mr. Osborn would stand, but he did not know exactly where some of the rest of the members would be found. The proposed changes seem to make the Wisconsin lumbermen antagonistic to the wholesale element, but this was not exactly the case, for the manufacturers felt that they must do something and the situation must be well stirred up.

Mr. Chapman reviewed the history of the grading rules advocated by the Wisconsin and Northern Michigan manufacturers. The first rules formulated were all right at the time they were instituted. At that time practically all of the manufacturers sold their stocks to the jobbers, but the situation has changed wonderfully in the last fifteen years. Some minor changes have been made, but in his opinion the rules today are about the same as they had been twenty years ago, there being only a few unimportant changes.

With reference to the effort to change the rules at Chicago Mr. Chapman said: "We did not know what we wanted, and I don't know as we do yet." In his opinion what is needed is a standard grade, especially in cutting lumber in No. 1 common. The manufacturers attending that meeting did not generally know what they desired, but the wholesalers who were there did know and of course they won.

At the conference held in Chicago July 11, under the auspices of the National Lumber Manufacturers' Association, it developed that most of them preferred a middle-of-the-road policy. He believed that if Wisconsin and Michigan could get together on a set of rules governing the northern woods, and the southern manufacturers could decide on a set of rules for their woods, they might be then made a compromise on the competing woods. The step proposed is a pretty radical one, but it does not seem possible other to get what the northern manufacturers want. After it is decided what the hardwood manufacturers as a body desire to have in the way of inspection rules, they could then go to the National Lumber Manufacturers' Association, and secure its endorsement of the proposed changes. It would then be in order to go to the National Hardwood Lumber Association and present the proposed changes in the nature of an ultimatum, not asking them to adopt these rules, but stating that they had been already adopted by the hardwood lumber manufacturers of the north and south and concurred in by the National Lumber Manufacturers' Association. They would also request that the by-laws of the National Hardwood Lumber Association be so changed that the manufacturers control the grading rules committee.

Mr. Chapman admitted that the problem seemed a difficult one to solve, but he believed that if the hardwood manufacturers put their heart into the proposition, they could have a practically perfect hardwood inspection system established inside of a year. "How do you like that?"

MR. OSBORN'S RESOLUTION.

A. L. Osborn, of Oshkosh, offered the following resolution:

"Resolved, That it is the sense of this association that the writing of rules for the grading of hardwood lumber and the interpretation of same should and must be in the hands of the manufacturer of hardwood logs."

Mr. Osborn moved its adoption and it was carried unanimously.

Mr. Osborn read another resolution, which he said he intended to offer, but would defer presenting it until later.

R. B. Goodman stated that he had a resolution to offer before Mr. Osborn presented his second resolution, as he did not believe that the northern manufacturers had yet reached a point where they were justified in taking the step proposed. Mr. Goodman's resolution follows:

"Resolved, That the bureau of grades of this association be instructed to confer with the bureau of grades of the Michigan association and with representatives of the southern manufacturers of hardwoods, who met in Chicago July 11, for the purpose of preparing a complete set of grading rules on all hardwoods produced in the United States; and when they have completed these rules, that they report to this association for further action."

M. J. Quinlan suggested that before taking this step, it might be well to find out how many of the members of the association would stand by the bureau of grades.

MR. OSBORN'S AMENDMENT DEFEATED.

Mr. Osborn offered his second resolution as an amendment to the resolution proposed by Mr. Goodman, striking out all in Mr. Goodman's resolution after the word "Resolved," and continuing it as follows:

"That the bureau of grades be requested to do all possible to bring about at as early a date as possible, an organization of hardwood manufacturers throughout the United States to adopt rules for grading hardwood lumber and provide an inspection department to interpret same."

The amendment was seconded, and Mr. Osborn took the floor and in a strong speech set forth his position. He said in substance: "We are the people who own the trees. The men who do not own the trees have no interest in our welfare in any way whatsoever. The strangest thing to me is that the men who have nothing to do with the manufacturing of lumber have prepared and handed over to us rules for the inspection and grading of our product."

He said that through the commanding ability of the secretary of the National Hardwood Lumber Association, through the wonderful personality of Mr. Fish, his tact, his diplomacy and his work, [illegible] been built up the splendid organization National has today. "We have let we have let Mr. Fish and his asso- o our business. The question now want to continue to have them business, or do it ourselves. At were practically kicked out of the meeting," and in Mr. Osborn's opinion, there is no more hope of getting anything in the way of proper inspection rules out of the National association than there was of making the Lord and Master of the Universe out of his Satanic Majesty.

He did not think there was any chance for the hardwood lumber manufacturers, in that organization, as he believed that the majority of the National members would always hold the same attitude. The idea had occurred to him the preceding day that "it would be just as consistent to write the rules and then hand them over to those we consider our arch-enemies to interpret them." He thought it was necessary to have lumber inspected at the mill everywhere the same.

OPPOSITION TO THE OSBORN RESOLUTION.

C. H. Worcester, of Chicago, who is acclaimed "the peacemaker" in association controversies, stated that he rather favored the resolution proposed by Mr. Goodman. He did not believe that such action as was contemplated by Mr. Osborn's resolution was needed at this time.

George H. Chapman said that he had no particular desire to antagonize the jobbers, as, in one of his companies, he is a jobber himself. He would not like to favor a proposition that would injure the legitimate wholesaler. He knew that there were some unworthy members of the jobbing trade, people without capital or credit, but he, for one, would like to see those shysters put out of business.

R. B. Goodman said that both Mr. Osborn and himself were after the same thing, but by different methods. He thought that Mr. Fish was one of the most capable men in handling inspection matters that he had ever known. He thought that it might be the best way to go ahead and formulate the rules according to their ideas, still maintaining friendly relations with the National association, and then if they should get turned down again at the next meeting, they could within ten hours form an organization such as Mr. Osborn wants.

He called attention to the fact that there were only 31 members represented at this meeting out of 75, and that the matter ought to be submitted to a referendum.

Mr. Osborn asked Mr. Goodman to inform the members why they should turn over to a lot of wholesalers what was probably the most important part of their business.

Mr. Worcester expressed the opinion that it would not be advisable to tear down the structure that it took so long to build up. He thought it might better be repaired than torn down.

M. J. Fox, of Iron Mountain, stated that he concurred entirely with Mr. Goodman in his attitude. He said it was very easy to tear down, but very difficult to build up. He did not believe that the members wanted another hardwood inspection organization. He referred to the action taken by the Michigan association at Detroit on Wednesday. As far as he was concerned, he did not know that the northern manufacturers had much in common with the southern manufacturers of hardwoods. He did know, however, that the northern manufacturers were not getting the prices on the grades as established today.

G. C. Robson, of Merrill, said that the lumbermen of Wisconsin generally favored the position taken by Mr. Goodman.

J. J. Lingle, of Westboro, said that in his opinion if the inspection issue were put up to the National Hardwood Lumber Association again, the members would all be together.

J. C. Knox, of Cadillac, Mich., secretary of the Michigan Hardwood Manufacturers' Association, recited the action taken by his association at Detroit last Wednesday. There was a general feeling that the manufacturers should make the rules, but they did not feel like going ahead as outlined by Mr. Osborn and forming another organization. He said that there were 29 members represented out of 65 and the opinion was expressed that in view of the limited attendance, they did not want to start anything that they couldn't finish.

Mr. Osborn stated that he had never advocated anything in which he felt so great an interest, as

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the subject outlined in his resolution. He said: "We've been conned and soft-soaped until we have been made to believe that 2 and 2 are 17." He again asserted that the lumbermen who favored a different inspection from that now ruling had the ability to run an inspection business and besides he felt that the association "ought to take over the business that is ours to do."

C. H. Worcester stated that the manufacturers went down to Chicago and asked the National association for something that they did not want themselves. He said that many of those big wholesalers in the National association are fine and broad-minded men, and he knew they were willing to give the manufacturers whatever they want.

M. J. Fox stated that he did not want to see anything done to injure the wholesalers and wanted to see them continue in business. He thought that one of the real problems before the members was that many of the wholesalers are going back into the woods and establishing little mills.

M. J. Quinlan, of Soperton, said that there wasn't a man in Wisconsin, who, before the meeting of the National Hardwood Lumber Association, favored the proposed new rules, nor were there any members of the Michigan association who favored it before going to Chicago. He said he did not wish to vote against Mr. Osborn's amendment, but he said he would have to do it unless Mr. Osborn withdrew the amendment. In his opinion Mr. Osborn's resolution goes too far.

Mr. Osborn insisted upon a vote on his amendment, stating that he wished to put the meeting on record. He did not wish to do anything to injure the wholesalers, who, he said, "are an absolutely necessary adjunct to the lumber business." Mr. Osborn called upon W. A. Holt, of Oconto, for an expression of his opinion.

Mr. Holt said that he was not really in favor of either of the resolutions before the meeting and didn't believe that any definite steps should be taken today. He said that over two-thirds of the National association were wholesalers, and as it requires a two-thirds vote to change the rules, there would be little hope of making such a change as is proposed. He said it was not a simple thing to start another hardwood association and he stated that it was a very serious proposition as to which horn of the dilemma the members should take. He rather favored Mr. Osborn's argument, but did not like the resolution he offered, which in his opinion went too far. However, he would like to see Wisconsin and Michigan manufacturers go ahead and formulate new rules for the inspection of northern hardwoods. He said it was a question in his mind whether the northern manufacturers should join with the southern manufacturers or not.

Upon being put to a vote, Mr. Osborn's amendment was lost by a vote of 10 to 7, which did not, however, represent a full vote, but the chair declared the motion lost, and the original resolution introduced by Mr. Goodman was carried unanimously.

On motion of George H. Chapman, the secretary was instructed to take a vote by mail on the inspection question, which should be put up to the membership in such a way that they may indicate their attitude on a change in the rules. Carried unanimously.

FINANCING THE COMMITTEE.

C. H. Worcester said that the bureau of grades would need some help in its work of formulating new rules, and made a motion that the sum of $3,000 be put at the disposal of the bureau of grades by the board of directors in order to finance the former in the preparation of the new rules.

BUREAU OF STATISTICS AND ACCOUNTS.

J. W. Kaye, chairman of the bureau of statistics and accounts, was unable to be present, but sent a brief report of activities of his committee since the annual meeting. Some necessary changes in forms proposed by the secretary have had the approval of the committee. The weekly bulletin has been changed and the members have had a chance to become accustomed to the new method of preparing the reports. If this meets with the approval of the association, the secretary should be instructed to continue as during the last quarter.

Upon the request of the bureau, Secretary Swan has had compiled tables of wages paid by the members and this information has been placed before the membership.

COMMITTEE ON TRANSPORTATION.

A. L. Osborn, chairman of the bureau of transportation and legislation, presented the report covering the past year. He stated that the traffic manager and secretary had rendered efficient aid to his committee and the work had developed rapidly. Mr. Osborn could not conceive what would have been done during the past year if the association had not had a traffic manager, as many perplexing problems have been handled so much more efficiently and easily than they could have been under the old way, and the wisdom of those who framed the new constitution and by-laws is very apparent.

The eastern rate book has been rechecked during the year at a cost of $305, and 198 copies have been sold for $219.60, leaving a small deficit, but it is hoped to sell enough more books to make good the account.

He referred to I. & S. docket, I. C. C. 694, wherein the Chicago & Northwestern and the Chicago, Milwaukee & St. Paul roads had sought to cancel joint rates on their lines to points southwest. The advances were to be effective August 15, 1915, but the committee protested and the commission suspended the tariffs. A hearing was held at Oshkosh October 20, and the commission decided favorably to the association and directed that present rates be maintained. The decision gives a much wider market to all mills having but one of the trunk line carriers at their plant.

He also referred to I. & S. docket 675, involving a proposed advance by carriers in lumber rates from northern lake ports to Chicago and Chicago lake points. The advance was suspended and the case came up for hearing at Minneapolis November 10. The commission sustained the carriers in this instance.

Another case referred to was brought by various mercantile and manufacturers' associations before the Wisconsin railroad commission and J. N. Tittemore was employed to present the case on the part of the complainant. This decision has not yet been rendered.

He also referred to the attempt made to advance rates on box lumber into Wausau, which involved a cancellation of rates on lumber for manufacture and reshipment from points in Wisconsin published by the Chicago, Milwaukee & St. Paul road, the same having the approval of the commission. The Wisconsin railroad commission ordered the withdrawal of the advance and this proposed change now stands in the same position as the balance of the forest products tariffs in Wisconsin.

He also referred to the Cadillac case, which involved the question of the discrimination and reasonableness of rates from Cadillac and Jennings, Michigan, as compared with bay shore and other Wisconsin points and points in the upper peninsula of Michigan. The Wisconsin association appeared as interveners for the purpose of justifying present rates obtaining from this territory. Two hearings were held, one March 17 and one July 18 at Grand Rapids, Mich. The committee feels that present rates from this territory are justified and that the decision will not make any material change from present conditions.

Chairman Osborn said that there was some chance of getting the product of the Wisconsin association mills into northwestern Iowa as against southern woods, which would involve a reduction of from 2 cents to 4 cents a hundred pounds. However, he was not sanguine about accomplishing this.

The committee has recently had notice of a possible advance between Ashland and Superior and lower Lake Michigan ports. Application has been made to increase the tariff from 11 cents to 12 cents a hundred pounds to Manitowoc and Milwaukee. This comes about, he said, by reason of the present rate permitting the shipment of lumber to Central Freight Association territory that originates on the coast, through Superior and Ashland, via Manitowoc, cheaper than same can move via Chicago.

Adjournment for luncheon.

FRIDAY AFTERNOON SESSION.

At the opening of the afternoon session, M. J. Quinlan, chairman of the special committee known as the sales managers' committee, recited some duplication of work on the part of his committee and that of the committee of which Mr. Robson is chairman. Mr. Quinlan's committee made the following recommendations:

1—That the sales managers' committee continue its monthly meetings and assemble all statistical and other facts, which in its judgment have a bearing on the market for hemlock and hardwoods; that they put these facts in as concise form as possible and prepare a report on hemlock and hardwoods which, in their judgment, gives a clear picture of the market.

2—That the chairman of the several sub-committees of the bureau of grades meet with the sales managers' committee and participate in its deliberations.

3—In view of our constitutional organization, charging the bureau of grades with the responsibility for the market reports, it is recommended that all reports relating to market conditions be approved by the chairman of the bureau of grades before publication or distribution to our members.

4—That these co-operative reports shall be issued at least once a month.

On motion of Mr. Osborn the recommendations above submitted were adopted and ordered carried into effect. There was considerable discussion, however, regarding the sales managers' report, which was participated in by W. J. Kessler, W. B. Clubine, C. H. Worcester, A. L. Osborn, M. J. Quinlan, George H. Chapman and Robert B. Goodman.

Mr. Robson suggested that the name of the sales managers' committee was hardly appropriate and suggested that some other name be found for it.

WORK OR THE SALES MANAGERS' COMMITTEE.

G. C. Robson, chairman of the sales managers' committee, read the following report:

"The sales managers' committee appointed at the special meeting in December, has held seven formal meetings, either at Milwaukee or Oshkosh.

"The members of this committee have been more than faithful in attendance and the interest in this work has increased at each meeting.

"The first undertaking of this committee was to undertake the accumulation of figures of the amount of stock on hand at intervals of every thirty or sixty days and the committee believes the reports they have issued have been valuable and desires to thank the members of the association for their promptness and thoroughness in giving us these figures.

"The accumulation of these figures has undoubtedly been one of the features that has helped to hold the market conditions of hemlock at a fairly even basis so far this year, for they have shown the amount of stock on hand, both green and dry, the items that were long and short and comparisons that have been very valuable to the manufacturers and their sales managers. Your committee has attempted monthly to get together the broadest range of figures on market conditions on hemlock that could be obtained and has carefully considered the same and has given out statements to you of the market conditions at the time of each meeting as found by comparison of a large number of actual sales. We have also constantly given consideration to the conditions of competitive woods; and while the weakness in the market condition in some of these woods has had some slight effect on the market condition in hemlock, the broken condition of the dry hemlock stock has been in such shape that it has not affected 'Old Faithful' to any extent.

"The members of this committee represent a very large volume of the hemlock produced among the association membership, and will run up well towards the 50 percent mark in this regard.

"At one of our meetings, held at Secretary Swan's office at Oshkosh, a portion of one day was devoted to a talk by Mr. Swan and Mr. Simmons on the technical points of wood, not only of our manufacture, but that of competitive woods and they gave us outlines of the strength, tests and other features along these lines and this was more than instructive to the members of this committee and as a result of this work, Chairman Halpin and Mr. Swan are now working out plans for a two or three days' meeting to be held in the near future, which all sales managers and salesmen will be invited to attend and if possible, this will probably be held at one of the mill points in order to allow Mr. Swan and Mr. Simmons to demonstrate more fully the points that they will bring out. The members of the sales managers' committee believe that much good can be accomplished by familiarizing the sales departments with this feature of the product they sell and the committee desires to ask your hearty co-operation in working out the plans for this meeting.

"That the sales managers are taking a decided interest in the work of this committee and are giving a great deal of consideration to their reports, is indicated by the fact that at the last meeting several sales managers, not members of the committee, asked to be allowed to attend and

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for this reason it was decided to invite all sales managers to attend the sales managers' meetings in the future.

"Chairman Halpin has several ideas that he is working out concerning the future work of the committee in order to make its work broader and more valuable to the sales managers at large. The sales managers' committee believes the work it has done has been very valuable during the past few months and as our work goes on, we hope, by having the attendance of many other sales managers, to increase the usefulness and become more valuable to you through the work that we will be able to accomplish.

"We particularly ask that you allow your sales managers to attend these meetings and whenever possible will be very glad to have the manufacturers themselves attend. To indicate to you the interest shown by the members of this committee, I might say at every meeting that has been held we have started early in the forenoon and our work has extended late into the afternoon and frequently into evening sessions.

"We hope our work will merit the continued co-operation of the officers and members of the association and particularly urge that when we ask for statistics for stock on hand or other information, that you give it to us promptly and as thoroughly as possible, as this lightens our work considerably and enables us to give you much more detailed information."

L. L. Barth, vice-president of the Edward Hines Lumber Co., Chicago, addressed the convention briefly regarding matters connected with the retail trade in Chicago and elsewhere. He stated that yellow pine was selling in Chicago at from 50 cents to $1 higher than a week previous. He knew of a large manufacturer of yellow pine who had offered his company a block of 6-inch No. 2, and on the next day had raised his price $1.

THE BIRCH PROMOTION CAMPAIGN.

C. H. Worcester, chairman of the special committee on birch promotion, discussed a proposition for the members to pay 25 cents a thousand feet on all the birch manufactured and shipped for five years. He spoke of the necessity of creating a better market for No. 1 and No. 2 birch and said that the spread between firsts and seconds and No. 1 common, which is now $20, is too large. Mr. Worcester read some very interesting extracts from a typewritten book on birch prepared by Secretary Swan's office. He said that an assessment of 25 cents a thousand on the 100,000,000 feet of birch production would yield a fund of $25,000. However, he did not believe it safe to figure on more than 70,000,000 feet being subject to the assessment, which would yield $17,500. He believed that it would be good policy to employ a thoroughly well posted and intelligent man, who would give his entire thought and time to birch promotion. The moneys derived from this assessment would all be spent through the association office at Oshkosh.

He said that red gum was the particular competitor of birch, and more so than any other wood he knew of. The manufacturers of gum are doing very effective work. They receive a report of every building to be erected in the United States and the secretary at once sends to the prospective builder and the architect a book telling all about gum. He did not know what the birch people would do in this direction, but he said it was intended to extend the use of birch to every part of the United States.

In conclusion, Mr. Worcester presented a paper which he had prepared for the subscriptions of the members and before the meeting had adjourned a number of them had appended their signatures.

PREVIOUS ACTIVITIES IN BIRCH PROMOTION.

Secretary Swan was requested by Mr. Worcester to explain what had already been done in the way of birch promotion. The secretary stated that the work began two or three years ago in the way of general advertising, and this advertising now brought about 400 inquiries a month, running at times up to 600 or 700 inquiries a month. had been developed through these inquiries that in using birch nearly all the architects had specified mahogany stain, and it has been the endeavor of the bureau to get them to use some of the other stains. The bureau had co-operated heartily with the stain manufacturers in the way of geting up exhibits and had also co-operated with the veneer manufacturers. A slogan had been adopted "Beautiful Birch" and this will henceforth be printed upon every advertisement or piece of literature sent out. Mr. Swan was pleased to state that the replies to the advertising had been coming in from every part of the United States and many came from abroad.

Some Excerpts From the Statements of Various Prominent Manufacturers at the Midsummer Meeting, "Northern Hemlock and Hardwood Manufacturers' Association"

President J. T. Phillips in his opening address said:—"The members of our association went to the National association meeting in Chicago with the idea that the proposed changes in the inspection rules were not what they wanted, but after conferring with other manufacturers throughout the country, they became nearly unanimous in favor of the proposed changes. The matter had been taken up and discussed at a joint meeting with the Michigan hardwood manufacturers and they became convinced that the proposed changes were along the lines needed in inspection rules. It is planned to have a joint meeting of hardwood manufacturers in Chicago the last of October to consider hardwood rules." Continuing Mr. Phillips said there had been no member of his association present at a conference in Chicago, July 11.

George H. Chapman of the Northwestern Lumber Co., Stanley, Wis., chairman of the bureau of grades of the association, said:—"I will not spend the time to work out a new system of hardwood grading rules unless convinced that the members of the association are following behind me and that it will be made a successful system of rules. I do not know where the membership of the association would stand in such a discussion."

Continuing, Mr. Chapman said in regard to the Chicago meeting:—"We did not know what we wanted and I do not know that we do yet. At the conference in Chicago on July 11 most of those present preferred a middle-of-the-road policy. If Wisconsin and Michigan would get together concerning northern woods and southern manufacturers decide on southern woods a compromise could be arranged and then we could go to the National Lumber Manufacturers' Association and secure its endorsement of the proposed changes. It would then be in order to go to the National Hardwood Lumber Association and present those changes in the nature of an ultimatum, not asking them to adopt the rules, but stating that they had already been adopted and concurred in by the National Lumber Manufacturers' Association. We could then request that the by-laws of the National Lumber Manufacturers' Association be so changed that the manufacturers could control the grading rules committee."

A. L. Osborn offered the following resolution:—"Resolved that it is the sense of this association that the writing of rules for the grading of hardwood lumber and the interpretation of the same should and must be in the hands of the manufacturers of hardwood logs."—which was carried unanimously.

R. B. Goodman, continuing in the same line as Mr. Osborn, reported the following resolution:—"Resolved that the bureau of grades of this association be instructed to confer with the bureau of grades of the Michigan association and with representatives of the southern manufacturers of hardwoods who met in Chicago, July 11, for the purpose of preparing a complete set of grading rules on all hardwoods produced in the United States; and when they have completed these rules, that they report to this association for further action."

Mr. Osborn offered as a motion of substitution to Mr. Goodman's resolution the following:—"That the bureau of grades be requested to do all possible to bring about, at as early a date as possible, an organization of hardwood manufacturers throughout the United States, to adopt rules for grading hardwood lumber and provide an inspection department to interpret same."

Then came the finest debate that has ever occurred in Wisconsin when lumbermen got together, which is all covered in our very full account of the meeting on other pages.

After full discussion Mr. Osborn's amendment was lost by a vote of 10 to 7 and Mr. Goodman's original motion was carried unanimously.

A fund of $3,000 was put at the disposal of the bureau of grades by the board of directors in order to finance the preparation of the new rules.

In discussing the question of what the manufacturers ought to do concerning hardwood inspection, Mr. Osborn said:—"Through the commanding ability of the secretary of the National Hardwood Lumber Association, through the wonderful personality of Mr. Fish, his tact, his diplomacy and his work, there has been built up the splendid organization which the National has today—'we have let George do it'—we have let Mr. Fish and his associates attend to our business; do we want to continue to let them transact our business or do it ourselves? At Chicago we were practically kicked out of the meeting and there is no more hope of getting anything in the way of proper inspection rules out of the National association than there is of making the Lord and Master of the universe out of his Satanic Majesty."

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MR. STERLING ON TRADE EXTENSION.

E. A. Sterling, manager of the trade extension department of the National Lumber Manufacturers' Association, delivered a very interesting discourse on the work of his department. He distributed a number of the new publications issued by the trade extension department and told of some of the things that had been done in the promotion of lumber. For instance, the department had switched a proposed concrete building to mill construction. He spoke particularly of the farm literature that had been prepared and the articles written, which had been given space in many of the papers throughout the country. He told about the work done in preparing exhibits in various cities, in preventing city authorities from discriminating against the use of lumber and shingles in their building codes; of the moving picture shows and many other things that are being done on behalf of lumber.

R. B. Goodman said that he would recommend that the appropriation for the trade extension department of the National Lumber Manufacturers' Association be made $4,000 the coming year instead of $2,000, as at present.

MR. HOLT ON INTER-INSURANCE.

W. A. Holt, of Oconto, said that a large amount of business transacted by the various inter-insurance organizations had resulted in a great deal of competition for business on the part of the various attorneys. He said that some of the methods pursued were quite reprehensible and would be liable to endanger the standing of some of these companies if continued. He said that the rate charged for this insurance cuts no particular figure if everybody is charged the same rate. He favored a consolidation of all of these exchanges into one central bureau, but of course the attorneys for these exchanges would object to that. He suggested that the subscribers to these inter-insurance organizations should get together and look into the manner in which they are conducted. The organizations belong to the lumbermen and the latter should not permit them to be mismanaged.

MARKET CONDITIONS.

George H. Chapman, chairman of the bureau of grades, said that he had no committee report to offer, but would give his own ideas regarding the market. He believed that the No. 2 and 3 grades of hardwoods would show improvement during the balance of this year. He deplored the fact that the manufacturers did not have nerve enough to hang on to their No. 3 birch, the market for which now is about $2 below what it should be. He believed there was a good foundation for the expectation that business in northern hardwoods would improve this year and next year.

The box makers are using lots of low grade lumber and are now running about thirty days behind on their orders. Some of them are stopping the receiving of their lumber, because they haven't the men to unload the cars. The situation in hardwoods generally, Mr. Chapman said, was very satisfactory. In his opinion firsts and seconds birch has not yet reached a good price. (Mr. Worcester interrupted to say that he had not intended to convey the thought that birch had reached anything like a high price, and he believed that it would go still higher, probably to $50). Mr. Chapman stated that the farmers would soon be through with their work in the fields and the crops were so good that they would probably desire to build something. The hemlock situation, he thought, is very fair and at the present time there is considerable hemlock being shipped green from the saw.

Mr. Chapman read a letter from Charles A. Goodman, of Marinette, chairman of the birch, basswood and elm sub-committee, who stated that he had heard from his fellow members of the sub-committee and he felt like suggesting as values on birch, the prices of $42, $22, $14 and $11 for various grades F. O. B. mill. One of his fellow members of the committee said that it was a shame, in his opinion, for manufacturers to take less than $25 for 4-4 No. 1 common birch. One of the members of the committee had suggested $43, $24, $15 and $12 on various grades.

As for basswood the prices going were believed to be about $37, $27, $18 and $14.50.

On soft elm, the figures generally quoted are $36, $26, $17 and $14. One member referred to a sale of 4-4 No. 1 common red birch at $28 delivered in Ohio, which would be only $20 at the mill. This was regarded as an unnecessarily low price. In Mr. Goodman's opinion it would be advisable to hold stock rather than sell it at the going prices.

M. J. Fox, chairman of the committee on maple, oak and ash, stated that he had written his associates on the sub-committee, Messrs. McLurg and Thompson, but they had nothing in particular to offer in the way of information. He said that the general opinion seemed to be that log run maple on a Wausau basis or F. O. B. mill was worth about $35, $23 and $15. Mr. Fox stated that he greatly regretted to see the low prices which some of the members are taking for their No. 3 hardwoods. This stock cost the manufacturers $13 a thousand to produce and some of them are taking as low as $6 to $8, although his concern had not sold any below $9.50. Brown ash, Mr. Fox said, is pretty well sold up.

Regarding labor conditions, Mr. Fox said that they were very hard at this time, men being scarce and many of the mills being greatly hampered. He estimated the production of lumber to be about 65 percent of normal, with the consumption not quite normal. He thought that the members ought to be allowed to do something in the way of restricting production, although possibly this would land them in jail.

HEMLOCK CONDITIONS.

George C. Robson, of Merrill, reported on behalf of hemlock conditions. He showed the yellow pine barometer for several weeks past and the way in which the conditions governing that market are accurately reflected. With reference to the barometer last issued, he said it was no wonder that there should be an advance in prices in yellow pine. From the best information hemlock is selling generally at $2 off the list, there being very few who quote any higher discounts.

Regarding the prospects for fall trade, Mr. Robson pronounced them excellent. Reports received from the retail trade were very favorable. In his opinion yellow pine would shortly score another dollar advance and would very likely be on a $6.50 basis by September 1. Mr. Robson referred to the general scarcity of labor. He spoke of the several mills in the Wisconsin valley that were running on reduced time or not at all. In his opinion not over two-thirds of the mills are running what they would like to run. He did not believe that enough hemlock could be produced between now and November 1 to take care of the regular trade. As far as his company is concerned, he could get all the orders he wanted at $2 off the list.

W. B. Clubine, of Park Falls, stated that he had just received word from Virginia, Minn., that the Virginia & Rainy Lake Co. is shy 150 men in the woods and 100 at the mill plant, and it shipping in greatly reduced volume in consequence.

He had recently also received word of a sale by his company of birch in considerable quantity. The grade was firsts and seconds and sold F. O. B. mill at the following prices: Six-quarter, $46; 5/4, $45; 8/4, $47; 4/4, $42; and No. 1 common 6/4 at $28. These were considered very favorable quotations.

HEMLOCK PROMOTION CAMPAIGN.

R. B. Goodman reported on behalf of the hemlock promotion campaign as chairman of the executive committee. He said that the committee had at its disposal for the year funds to the amount of $30,000. It is advertising in 170 local newspapers for the benefit of the retail dealers in 170 towns, and the retailers are showing their interest by contributing about $1,000 to this sort of advertising. R. E. Simmons, the new publicity manager, had lately been visiting architects and large consumers with the object of getting them to use hemlock instead of other wood. There is also considerable scientific work being done on behalf of hemlock at the Forest Products Laboratory at Madison, in the way of getting stresses and other important facts about strength and adaptation of this wood. They are also getting up blue prints giving details of farm outbuildings. The retailers throughout the northern territory are appreciating this work and have appointed an advisory committee to assist the hemlock men in their campaign. In Mr. Goodman's opinion the lumbermen are getting $2 a thousand more than they would otherwise get for hemlock and at an expense of 7½ cents per thousand feet. The committee knows that it is getting results.

Percy Hawkins, of the Crosby-Chicago Advertising Agency, spoke of the work that is being done in the way of advertising by his agency. He said that the campaign is still young. It will be found, as time goes on, and hemlock begins to stand more and more on its own legs, the fluctuations of the market will be less and less. He referred to a recent report in the LUMBER WORLD REVIEW from a cypress sawmill man, who, when asked about curtailment said: "We are properly advertised; don't have to curtail." Mr. Hawkins exhibited plans which he said his agency was getting out for the use of retailers on 27 different buildings, with specifications for each. The bills for the material for these buildings, will will be put in the hands only of the local retailer. Adjourned.

MICHIGAN MANUFACTURERS AT DETROIT

Tenth Annual Session Proves Decidedly Interesting—No Immediate Action on Grading Rules—Will Take Referendum on Question—W. Carey Hull, of Traverse City, Elected President.

At the Hotel Statler, Detroit, on Wednesday, July 26, the members of the Michigan Hardwood Manufacturers' Association gathered to celebrate the tenth anniversary of their organization. It was one of the hottest days of a hot week and there was little ambition shown to transact any important business outside of the regular routine One of the most important features of the meeting was the discussion with regard to changes in the grading rules. Chairman William L. Saunders of the grading rules committee, had been unexpectedly summoned to the Pacific coast and could not attend, but his ideas were expressed by his associates, Henry Ballou and Charles R. Abbott, and were concretely displayed by a series of resolutions and motions by which the grading rules committee were made acquainted with the wishes of those members of the association who were present.

The election of officers resulted in the promotion to the presidency of W. C. Hull, of Traverse City, Mich., an old member of the association actively interested in the work during the entire existence of the organization, for several years chairman of the market conditions committee and an altogether worthy successor to Charles T. Mitchell, of Cadillac, and the others who had discharged always with credit the important responsibilities of this office.

The tenth annual session was called to order by President Mitchell shortly after 10 o'clock A. M. Secretary Knox read the minutes of the last meeting held at Detroit April 21.

THE SECRETARY'S REPORT.

Secretary J. C. Knox, of Cadillac, read the annual report in which he reviewed the history of the association and embodied much interesting information for his membership.

He stated that the association was organized at Ottawa Beach, Mich., July 13, 1906, and of the charter membership only twenty-five remained, some of whom were taken away by death, naming among them H. A. Batchelor, Fred A. Diggins, William W. Mitchell, Edward Fitzgerald, D. M. Kneeland, J. E. Defebaugh and H. H. Gibson.

Secretary Knox reviewed the production of the various woods indigenous to Michigan from its white pine days to the present, stating that it still leads all states in the production of maple and beech. The stock report shows a much better condition than in July last year, although the report this year is short three members.

New members received during the year were the Hunter & Love Lumber Co., of Newberry; the South Shore Cedar Co., of Dollarville; Brewster Loud of Bay City and AuSable, and W. H. Murner, of Raber. Those members who have cut out during the year are the Cartier-Holland Lumber Co., the Dennis Salt & Lumber Co., the Peninsula Bark & Lumber Co., the Smith & Hull Co., and the Arcadia Lumber Co.

Regarding the financial condition of the association, the secretary stated that the special assessment on hemlock in 1915 netted the association $1,576.85. The assessment on hardwoods for the year ended October 1, 1915, netted $5,475.88. The forest fire assessment of 3½ cents an acre netted $5,252.74. It was found necessary last year to make a special assessment on hemlock in order

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to raise the necessary funds for the added expenditures, mostly due to special work carried on through the National Lumber Manufacturers' Association. He called the attention of the members to the fact that the regular assessment on hardwoods shipped, of 2 cents a thousand feet, will not care for the expense of the association this year, based on last year's expenditure.

Secretary Knox referred to the grading rules situation, stating that the time seemed opportune for united action on the part of the manufacturers of hardwood lumber.

Relative to the recent hearing of the Interstate Commerce Commission regarding reclassification of lumber product, Secretary Knox stated that the Michigan association was represented at the hearing by Judge W. A. Wimbish, of Atlanta, Ga., and that Charles R. Abbott, of the Cummer-Diggins Co., Cadillac, and the secretary were the witnesses appearing before the commission on behalf of the Michigan manufacturers. He stated that it was the general impression among railroad representatives and shippers that no radical changes from the present classification of lumber and other forest products would be made, but that it seems likely that the classification would be made more uniform throughout the country.

TREASURER'S ANNUAL REPORT.

Henry Ballou, of Cadillac, treasurer of the association, submitted his annual report. It showed receipts during the year of $4,543.03 and disbursements of $2,288.60, leaving a cash balance on hand July 12 of $2,254.43.

In the forest fire protective fund there were receipts of $3,602.36 and this, including a balance on hand last year, made the total to account for $6,385.11. The expenses during the year were $2,983.16, leaving a balance on hand July 12 of $3,401.95.

FIRE WARDEN'S REPORT.

The report of Chief Fire Warden J. B. Morford was read by the secretary. He stated that the association had been fortunate thus far this year in having suffered from but few fires, the total of record being but fifty-two. Of these twenty-three were caused by locomotive sparks and the others from a dozen different causes. Through the watchfulness of the fire wardens, no serious damage had resulted from any of these fires. Mr. Morford, however, exhorted the members to exercise great care during the dangerous season now approaching. Many fires were reported as burning, but none of serious menace.

REPORT OF MARKET CONDITIONS COMMITTEE.

W. C. Hull, chairman of the market conditions committee, submitted the following report:

"July and August have always recorded a slight lull in lumber sales. So far as can be ascertained, all the hardwood lumber using industries are active and enjoying a prosperous business, but are mostly consuming stocks purchased late in 1915 or early in 1916 and will no doubt find it necessary to replenish within the next sixty days. We should not expect right at this time to be doing the rushing business we were doing the past three months.

"A careful study of the secretary's stock reports will show you there is no cause whatever for alarm. Stocks are below normal and on account of the scarcity of labor, particularly in the woods and also at the mills, overproduction is impossible.

"We desire to trespass this time with only a few figures as follows:

"Hardwoods: Estimated production for 1915, 360,000,000 feet; actual production for 1915, 354,000,000 feet; estimated production for 1916 (made Jan. 1, 1916), 440,000,000 feet; revised estimated production for 1916 (made April 1, 1916), 421,000,000 feet.

"No doubt the actual production for 1916 will fall below this latter estimate, for many manufacturers report a decrease in production on account of labor as high as 25 percent during April, May and June, and as high as 50 percent at the present time.

"Despite this increase in production over last year, we have on hand unsold only 109,000,000 feet, as against 172,000,000 feet a year ago, which is ample evidence, if it is thought any is needed, to convince anyone that we have been enjoying an unusually prosperous condition. Of this 109,000,000 feet, 50,000,000 feet are No. 2 common and better and 59,000,000 feet No. 3 common.

"The stock list shows all high grade hardwoods well sold up and many items oversold. Grades used for flooring are also pretty well exhausted on both rail and water.

"An inspection of reports of actual sales show they follow prices recommended at our last meeting very closely.

"A slight weakness is shown in prices of No. 3 common, particularly on water shipments, and your committee has searched for the cause and have been obliged to attribute it to weak spines on the part of the manufacturers. Fifty-nine million feet on hand unsold at this time of the year is not too much.

"Railroads are particularly active in placing long time contracts for ties in all sections of the country and for all the different varieties of wood. Box factories have been using more of it than usual and there is no indication that No. 3 common will be in over-supply at the close of navigation. The Chicago market, in particular, has held off long enough to secure some concessions on No. 3 common to which they were not entitled, based on the laws of supply and demand, and the same firmness on our part would have caused all these culls to have moved at prices last recommended. So "our hats off to them," but let us see to it another year that they do the "lid-lifting" in order that they may have a more proper and abiding respect for us.

"We are pleased to note that nothing has been put over on the rail shippers on this highly necessary item of No. 3 common but that prices have been ruling firm.

"Hemlock:—We have only 71,000,000 feet of hemlock unsold as against 133,000,000 feet a year ago, but the market condition of this item cannot be considered as entirely satisfactory. Some four weeks ago an overproduction appeared in yellow pine and there was a break in the price of yellow pine piece stuff which naturally reacted against our hemlock in certain markets. This matter of yellow pine overproduction was speedily corrected, however, and prices have regained almost all they had lost. Nevertheless, we are feeling it on the hemlock and it is a question if we have not been paying too much attention to the fact that our hemlock stocks are light and not enough to the inroads yellow pine is making in our trade. In other words, are we not holding our hemlock prices a trifle too high in certain markets. Your committee has never indicated any prices on hemlock except for water shipment and in April recommended $13 for cull and $17 for merchantable 10 to 16 foot lengths over rail or vessel when sold to wholesalers and correspondingly higher prices when sold by rail to retailers. Developments since April indicate that this price was too high and our recommendation at this meeting is $1 per thousand feet less. Only a few sales were made at this top price and this revised price more nearly represents the true market condition of this wood at the present time.

"To sum up, we think all signs indicate that market conditions have been highly satisfactory since our last meeting, are at the present time, and we can see no prospects ahead why they should not continue."

PRESIDENT W. CAREY HULL, OF TRAVERSE CITY, MICH.

REPORT OF GRADING RULES COMMITTEE.

In the absence of Chairman W. L. Saunders, the report of the grading rules committee was submitted by Henry Ballou, of Cadillac. In this report the committee recited the conference at Chicago held July 11, at which were present, at the invitation of R. H. Downman, president of the National Lumber Manufacturers' Association, the following lumbermen: J. T. Phillips, Green Bay, Wis.; W. L. Saunders, Cadillac, Mich.; George H. Chapman, Stanley, Wis.; Henry Ballou, Cadillac, Mich.; Edward Hines, Chicago; B. B. Burns, Charleston, W. Va.; W. E. DeLaney, Lexington, Ky.; Charles L. Harrison, Cape Girardeau, Mo.; Charles A. Bigelow, Bay City, Mich.; C. H. Worcester, Chicago; R. M. Carrier, Sardis, Miss.; F. R. Gadd, Chicago; J. W. McClure, Memphis, Tenn.; J. M. Pritchard, Memphis, Tenn.; W. H. Weller, Cincinnati, Ohio; R. B. Goodman, Goodman, Wis.

There were also present other prominent lumbermen.

This conference was productive of a resolution passed on motion of Edward Hines, which was to the effect that northern and southern hardwood manufacturers should endeavor to unite in the movement for uniformity in grading rules. Since that time Mr. Saunders had been endeavoring to secure opinions from the members of the Michigan association as to the steps that ought to be taken by this association. All of those who attended the conference, said Mr. Ballou, seemed to think that the time had arrived when manufacturers should make their own grading rules. Mr. Ballou further said that the grading rules committee had no recommendation to make on this subject.

Mr. Von Platen expressed the opinion that the Michigan association should continue its affiliation with the National Hardwood Lumber Association long enough to give them another chance to make the necessary changes in the rules. If a referendum vote were taken of the Michigan association it would require a two-thirds majority to change the rules and the by-laws should be changed so that it would require a majority vote of those attending the meeting. Mr. Von Platen stated that in his opinion the wholesalers of lumber are disposed to look at this inspection rules matter in a fair and unbiased manner. He stated that he thought that if the wholesaler did not approve of the changes in the rules proposed by the manufacturers then there must be something radically wrong with those rules.

D. H. Day said that in his opinion the matter of taking any action at this meeting should be weighed very carefully. He said that the attendance at this meeting was not large for various reasons and he would suggest that the matter be deferred to the fall meeting when there will be a larger attendance. Otherwise some action might be taken that the majority of the Michigan manufacturers might not favor. Mr. Day said that he had been a member of the National Hardwood Lumber Association for many years and he honestly believed that the manufacturers could get more favorable legislation by working in harmony with the National than otherwise. Relative to the last meeting of the National, Mr. Day said that if the association ever expected to accomplish anything in changing the rules the members could not expect to do it with only ten or fifteen members present at the annual meeting. He urged the members to work more harmoniously and present a more solid front, as otherwise they could not get what they might want.

President Mitchell stated that he "didn't think we should cuss the National association for not doing something that we were unable to attend to ourselves." He said at the conferences held between the Wisconsin and Michigan manufacturers there were not over twenty of both associations present. He thought it would be a mistake to endeavor to have two associations and a big expense to hardwood manufacturers to maintain them. He thought it might be several years before the legislation desired could be accomplished.

Charles R. Abbott, of Cadillac, stated that he felt that what Mr. Saunders desired chiefly would be an expression of an opinion of the members. He suggested that the secretary be instructed to communicate with all the members outlining the situation regarding grading rules and asking them what they would advise the grading rules committee to do in the matter. This suggestion was put in form of a motion and the secretary was so instructed.

Mr. Von Platen asked for an informal expression of the members as to whether or not they would be in favor of the adoption of a select rule, the board having a first and second face on one side and No. 1 common on the other, the width to be left to the committee. After some discussion a rising vote was taken and the members expressed themselves as being in favor of such a rule unanimously.

Mr. Von Platen then asked an expression from the members as to a new grade of board having a No. 1 or No. 2 common face, the other face showing a high grade No. 3. This board, Mr. Von Platen said, was a flooring grade and was quite generally used and he would like to have it made a regular

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grade. There was considerable discussion on this proposition participated in by Z. H. Nelson, D. H. Day, Lloyd McGregor, W. C. Hull, J. E. Orr, N. M. Langdon and Mr. Von Platen.

Mr. Langdon seemed to voice the sentiment of the members when he said that if the association go before the National association asking for a change in the grading rules it should go in a solid body. He believed in leaving these matters to the judgment of the grading rules committee. Mr. Langdon embodied his ideas in a motion "that it is the sense of this meeting that we divide the grades in hardwood lumber more than they are at present and so recommend to the grading rules committee."

This motion was carried unanimously.

W. E. Brownlee offered another suggestion for the grading rules committee as follows: "Resolved, That it is the sense of this meeting that the present grade of No. 2 common in maple, basswood and elm be changed." This resolution was also unanimously adopted.

Mr. Day suggested that in view of the work before the grading rules committee he thought that it should hold a meeting prior to the next regular meeting.

ELECTION OF OFFICERS.

Prior to the selection of the committee on nominations, President Mitchell took occasion to thank all of the members for their hearty support during the last two years. He said it would be in order to nominate two additional directors to fill the place of the late W. W. Mitchell, his father, and R. J. Clark of Sault Ste. Marie, who had resigned. Also he had received a letter from F. L. Michelson, second vice-president stating that he would be unable to accept any office the coming year.

The committee appointed on nominations was as follows: G. Von Platen, Grand Rapids; John C. Ross, Bay City; D. H. Day, Glen Haven, Bruce Green, Cadillac; Z. H. Nelson, Grand Rapids.

When the committee had retired W. E. Brownlee, of Detroit, invited the members of the association to visit the rooms of the lumber board of trade in the Penobscot building, with the hope of the Detroit lumbermen to install a complete exhibit of Michigan woods and their products.

The election resulted as follows:

President, W. C. Hull, Traverse City, Mich.

Vice-president, T. W. Hanson, Grayling, Mich.

Second vice-president, Oscar L. Larson, Manistee.

Treasurer, Henry Ballou, Cadillac.

Directors, E. G. Carey, Harbor Springs, L. M. Richardson, Raco.

The other directors were re-elected.

President Hull was conducted to the chair and thanked the members very cordially for their expression of confidence in electing him as president. He stated that the Michigan association had been wonderfully successful and that its success was due in large measure to the feeling of confidence shown by the members in one another. He pledged his best efforts in continuing the good work.

The executive committee appointed was as follows: W. L. Saunders, Cadillac; J. C. Ross, Bay City; G. Von Platen, Grand Rapids.

On motion of D. H. Day, who always hands out the goods at the right time, a rising vote of thanks was tendered to Retiring President Charles T. Mitchell, for his splendid devotion to the association during the last two years. This was greeted with applause and the meeting adjourned.

NORTHERN PINE MANUFACTURERS MEET

Increased Production and Heavily Increased Shipments—Will Have Pine Exhibits at State Fairs—Proposed Investigation of Terms of Sale—Vote to Join World's Salesmanship Congress.

Minneapolis, Minn., August 8—The Northern Pine Manufacturers' Association held its eleventh semi-annual meeting here today. Sessions were held at the Hotel Radisson and were well attended.

President T. S. Whitten called the meeting to order in the Empire room of the hotel.

Treasurer R. W. Wetmore was out of the city, but the financial standing was stated by F. W. Gratz, the auditor, to show a balance of $5,654.20 on January 25th, and augmented by receipts of $9,488.89, with disbursements of $11,599.77, left a present balance of $3,543.32.

SECRETARY CHILDS SEMI-ANNUAL REPORT.

Secretary H. S. Childs read his report, which in part, follows:

"From the monthly reports of production and shipments submitted by our members for the months of January to June, 1916, both inclusive, there has been an increase in production of 54,402,447 feet, or 23.9 percent, over the corresponding period of 1915, and an increase in shipments of 121,458,026 feet, or 49.1 percent, for the same period of time.

"Owing to the decrease in membership fewer inspections are needed and our inspection force had been reduced to two inspectors.

"Market conditions have improved considerably since a year ago, although prices have not advanced in proportion to the increase of the volume of business.

"At the request of the trade extension department of the National association, this association, under direction of the bureau of grades, furnished the trade extension department with a small stock of lumber to place on exhibition at the Insurance Exchange, to be shown as the Northern Pine Manufacturers Association's part of the exhibit of the National association at Chicago. The National association is planning to make exhibits of lumber at state fairs the coming fall. These exhibits will be similar to those usually shown by lumber manufacturers and associations and it is expected they will be shown at the state fairs of Minnesota, Michigan, Wisconsin, Illinois, Iowa, and probably other states. Each affiliated association will furnish an exhibit and literature to accompany it and the National association will make an impartial exhibit of all the different lots and distribute the literature.

"It is reported that some of the associations in competition with northern pine will have independent exhibits of their own besides the joint exhibits connected with the National association at these state fairs. Under these conditions it may be advisable for this association to show a pine exhibit separate from the National, especially here in our own home and territory."

A. J. Taylor, chairman of the railroad committee, reported that the rate book should be revised and reissued. The new book will include the Illinois rates, the whole to be issued in a single volumn. A motion to issue the new rate book was adopted.

SECRETARY R. S. KELLOGG TALKS.

R. S. Kellogg, of Chicago, secretary of the National Lumber Manufacturers' Association, gave a talk on what the association is doing. Most important among its activities, he said, is the freight classification case. He predicted that this will prove an epoch-making case for the lumber industry. He declared it to be the first time that all branches of the industry have been united on a traffic question. "I feel confident," said Mr. Kellogg, "that there will be no reclassification that will be seriously detrimental to the lumber interests." He congratulated the Northern Pine Manufacturers' Association on the fine exhibits offered by L. S. Case. He said that arguments may be expected in December and a decision during next year.

Referring to the insurance exchange, Mr. Kellogg said it has grown steadily if not in a spectacular manner, to 181 plants insured for $5,300,000. The loss ratio was 23 percent last year, and this year so far has been 17 percent, counting in two bad fires. The expense ratio was 30 percent last year and this year will be less, decreasing as the amount insured grows.

Mr. Kellogg congratulated the White Pine Bureau on its splendid work, which, he said, is a valuable service to all lumber manufacturers, leading to a campaign for the better use of lumber. The trade extension department of the National association, he said, is devoting much time to getting information and gathering literature for the lumber business. Its bulletin on heavy timber construction has been well received, and special editions were printed, not only for various lumber associations but one for the National Fire Prevention Association, which appreciates the kind of information thus put out on proper construction.

Mr. Kellogg urged the lumbermen to co-operate with the lumber news service installed by the association, to disseminate real news about the industry which daily papers have been found glad to print. The weekly bulletin of lumber news is being used all or in part, he said, by many papers.

R. M. Weyerhaeuser asked when the fire inspectors are going to get around in this territory. Mr. Kellogg said they are supposed to make the rounds every three months.

President Whitten extended the association's thanks to Mr. Kellogg for his address. "This is the first meeting I have attended," said Mr. Whitten, "where we haven't had the slogan, 'What's the matter with the lumbermen?' Things are certainly getting better with the lumbermen."

THE WHITE PINE BUREAU.

George F. Lindsay made an oral report for the White Pine Bureau. He said the association should feel proud of the drawings received in the architects' competition, which have attracted much attention at the Architects' League exhibition in New York, and are taking up an entire number of the Architect's Review. He said that the bureau has rented a fine exhibit, prepared by the Cleveland Board of Lumber Dealers, to use in the Minnesota State Fair with the option of purchase. The much desired white pine toy house also has been found to be a clever thing, as it will build ten houses out of the same set of blocks, by use of blue prints. Co-operation with the retail dealers has been attained, he said, to an extent not thought possible. Now 150 to 200 papers are carrying advertisements up to two-thirds of a page, advertising white pine and paid for by retail dealers. At the suggestion of Mr. Perkins, a Chicago architect, he said, an invitation has been given to the American Institute of Architects to spend a day at the Virginia and Cloquet mills and see how lumber is made, at the time of the convention in Minneapolis in December. He believed this invitation would be accepted.

Mr. Lindsay said that the motion picture enterprise is progressing, but has been delayed by the desire to perfect the idea and weave a story into the pictures. D. A. Hollis, son of Secretary W. G. Hollis of the Northwestern Lumbermen's Association, added to the information, stating that good pictures of logging and saw mill operations have been obtained already.

MR. HINES DISCUSSES THE SALESMANSHIP CONGRESS.

Edward Hines presented the matter of the World's Salesmanship Congress at Detroit, and its monthly Service Magazine, urging every lumberman to subscribe to one copy of it for each salesman. The loss by incompetent salesmanship, he urged, is tremendous. On Mr. Hines' motion, the association voted to take a $100 membership in the congress.

TO INVESTIGATE TRADE DISCOUNTS.

Mr. Hines also brought up the question of trade discounts, saying that certain concerns, especially in the south, are demoralizing things by offering new acceptance terms on the basis of 2 percent in 15 days, and then taking notes for two to six months at 4 percent. The association, Mr. Hines said, should take the lead in calling a halt on this stretching of terms already unfavorable to the manufacturer, who pays cash for nearly everything. Discounts have been doubled already per thousand, he pointed out, by the rise in lumber prices.

On Mr. Hines' motion, it was voted to name a committee to confer with similar committees of other associations, to reach an agreement and make a recommendation to the trade for uniform terms. "Personally," said Mr. Hines, "I prefer 1 percent in 30 days, 60 days net."

TO CONFER ON FOREIGN MARKETS.

L. S. Case read a letter from Dr. E. E. Pratt, chief of the Bureau of Foreign and Domestic Commerce, inviting the association to be represented at a coming conference in Washington on present and probable European markets. On motion of

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Mr. Hines it was voted to send representatives.

Mr. Hollis and Mr. Kellogg contributed some information about the parasite which is attacking Minnesota pine trees, according to State Forester W. T. Cox. On motion of Mr. Case, the secretary was directed to ask Forester Cox for suggestions as to how lumbermen may co-operate with him in suppressing the pest.

MARKET CONDITIONS.

There was a brief discussion of market conditions, led by Edward Hines, who said that with labor 15 percent higher and supplies averaging more than 33 percent higher, lumber should bring better prices. It developed that No. 5 boards are practically out of the market, and that stocks generally are either light or normal.

The National association exhibit at the Minnesota fair was brought up by L. S. Case, who said that the Twin City retailers have agreed to supply two men each day to help W. H. Bell, in charge of the exhibit, but that four men will be needed. On his motion the association voted to assign two inspectors continuously to the exhibit during the fair week.

Mr. Hines moved that the secretary be empowered to collect and install an exhibit showing northern pine samples in all grades.

After passing a vote of thanks to the Hotel Radisson, the meeting adjourned.

THE WORKMEN'S COMPENSATION SYSTEM OF KENTUCKY.

Louisville, Ky., August 8.—The workmen's compensation system, which has just gone into effect in Kentucky, has a number of interesting phases from the standpoint of lumber operators. The system is entirely optional with both employer and workman, and definite acceptance of the act is required. The employer notifies the state board that he will operate under it, while the workman signs an agreement with the employer covering his end of the proposition. If the employer refuses to accept, he loses his common law defenses, and hence could hardly prevent the collection of damages by suit. On the other hand, if the employe declines to accept, after the employer has embraced the act, the latter's defenses are restored to him, so that he can defend a suit just as heretofore.

There are various methods of covering liability under the compensation law available, the employer being permitted to carry his own risk or to insure in a stock or mutual company. Most of the lumbermen are taking stock company insurance, though Sherman & Ellis, of Chicago, who operate the Illinois Indemnity Exchange, are trying to form a reciprocal with good prospects for success. A few of the big eastern Kentucky lumber operators are applying to the state board for permission to carry their own risks. In this event they will be required to give bond.

The merit rating system is to be used, and a plant which is well protected from accident will get a lower rate than has been charged under employer's liability. This is a feature of the situation which has been a pleasant surprise to many of the manufacturers.

THE GOVERNMENT AUGUST CROP REPORT.

The government crop report for August 1, was made public Tuesday afternoon, August 8, and while expert grain men had anticipated a heavy falling off in the crop estimates from the July report, the decrease was somewhat more than had been anticipated. As compared from the July 1 estimate, winter wheat shows a loss of 34,000,000 bushels, while spring wheat shows a loss of 71,000,000 bushels, making a total loss from July 1, in all wheat of 105,000,000 bushels. Corn shows a reduction of 89,000,000 bushels and oats a reduction of 43,000,000 bushels from the July report.

The average yield of winter wheat per acre this year is 13.8 bushels as compared with a ten year average yield of 15.9 bushels per acre. Board of trade men say that since the crop report was made up August 1, there has been further deterioration in corn, but that recent rains have checked the loss. The figures are as follows:

	Yield per acre.		Total production in bushels.				
		1915	1916			Farm value.	
	1916.	final.	August	July	1915.	1916.	1915.
Crops.	Bu.	Bu.	forecast.	forecast.	final.	Cents.	Cents.
Winter wheat	13.8	16.2	455,000,000	489,000,000	655,000,000	.....	.....
Spring wheat	11.2	18.3	199,000,000	270,000,000	357,000,000	.....	.....
All wheat	12.9	16.9	654,000,000	759,000,000	1,012,000,000	107.1	106.5
Corn	25.6	28.2	2,777,000,000	2,866,000,000	3,055,000,000	79.4	78.9
Oats	31.4	37.8	1,274,000,000	1,317,000,000	1,540,000,000	40.1	45.4
Barley	25.1	32.0	195,000,000	206,000,000	237,000,000	59.3	56.7
Rye	15.3	17.2	41,900,000	44,000,000	49,200,000	83.4	89.0
Buckwheat	20.9	19.6	17,100,000	.....	15,800,000	89.0	89.2
W. potatoes	100.3	95.5	364,000,000	369,000,000	359,000,000	95.4	56.3
S. potatoes	96.5	103.3	71,000,000	73,900,000	74,300,000	87.1	85.8
Tobacco, lbs.	855.8	775.1	1,197,000,000	1,191,000,000	1,061,000,000	.....	.....
Flax	8.9	10.1	14,100,000	14,500,000	13,800,000	178.1	144.6
Rice	37.6	36.1	34,200,000	34,200,000	28,900,000	.....	.....
Hay, tame, tons	1.61	1.68	84,600,000	.....	85,200,000	$10.66	$11.02
Cotton, lbs.	173.4	170.3	12,900,000	14,300,000	11,200,000	12.6	8.1

THE RITTENHOUSE & EMBREE CO. FIRE.

The Rittenhouse & Embree Co., of Thirty-fifth street and Racine avenue, this city, sustained a fire loss of about $100,000 in the destruction of its old flooring plant on the east side of Racine avenue on Monday, July 31. The fire broke out at the south end of the plant and spread rapidly under the strong wind and destroyed practically all of the company's property excepting the planing mill on the east side of the street. By hard work the firemen succeeded in keeping the flames away from the large lumber yard and the office on the west side of the street. There were six hardwood flooring storage sheds filled with oak and maple flooring and these, with their contents, were entirely destroyed.

One of the unfortunate features of the fire was the death of Joseph Buzkowski, who was employed in the harness room of the factory plant and was unable to get out, so swiftly did the flames spread.

At one time it looked as if the yard and office would surely go and the heat generated by the fire was so intense that all of the employees of the company left the office excepting Miss Elizabeth McFarland, the bill clerk, and who was private secretary to the late M. F. Rittenhouse. Miss McFarland happened to be at the telephone switchboard during the absence of the operator and kept at her post for emergency calls until compelled to retreat. She showed great courage in sticking to her post. The loss, estimated at $100,000, was well covered by insurance. The company owns a large yard [illegible] Belmont avenue, on the north side, and [illegible] on Sixty-third street, and has large lumber resources upon which to draw for its regular trade until it can restock its yard, so that its lumber delivery contracts will not be seriously interfered with.

SOUTHERN SAWMILL LABOR SCARCE.

Louisville, Ky., August 7.—Labor conditions in the south are the subject of considerable comment at present, as it appears that the demand for workmen on the part of manufacturers in the north and east, who have had war business to take care of, has resulted in their drawing on other sections for help. Big wages have been offered, and as a result it is said that men have left the southern districts where they have been working in the sawmills, by the trainload. This has made it more or less difficult to keep mill crews full, and has resulted in a sharp curtailment of production.

This is doubtless a healthy condition, from the general trade standpoint, but has been inconvenient in individual cases. The intense heat, which has been reported from all over the country recently, has made it difficult to operate at full capacity, and as storms in the south have been frequent, logging has been interfered with. In most respects, therefore, production has been interfered with, making for a strong market this fall, in view of the exceptional demand.

DIERKS LUMBER & COAL CO. LOSE EIGHT DRY KILNS BY FIRE.

Bismark, Okla., Aug. 1.—Fire completely destroyed eight dry kilns at plant of Choctaw Lumber Co., Bismark, July 20.

This plant is owned by Dierks Lumber & Coal Co., Kansas City, Mo. Mr. Herbert Dierks, manager of the manufacturing department, reached Bismark soon after the fire and placed order with L. Moore Dry Kiln Co., Jacksonville, Florida, for iron equipment complete for eight rooms to replace burned kilns. Construction work has been started and will be rushed with all possible despatch. They expect to have several new kilns in operation by the middle of August.

OUR TRAVELING MEN.

The "Buzz," published by Simonds Manufacturing, "about ourselves" in its issue of July 22, publishes a poem inspired by the World's Salesmanship Congress, which expresses thoughts worthy of consideration and meditation.

We reproduce it for our readers:

By Simonds Saws.

The work our traveling men must do,
May never have appealed to you.
One hundredth of our population
Are chosen for this occupation.
Chosen? By what tests and why?
By guess, and by the will to try;
Thrown in the stream to swim or die.

This traveling force a million strong
Speeds the nation's trade along;
Making the towns and getting away,
Traveling by night and working by day.
Do these men appreciate
Their power to make the laws of state,
Or hotel prices regulate?

A million men of intellect,
Going from mill to store,
Could help elect, create respect,
Change thought the country o'er.
They should arrange to meet "en bloc";
Construct a platform like a rock;
One that would withstand a shock.

These hurrying men on orders bent
May strive for human betterment.
They have the secret in possession,
Of how to raise their own profession.
Well organized, they can declare
What president shall take the chair,
When salesmen plan to put him there.

Salesmen excel among mankind
As students of the human mind.
They read the soul's depth through the eye,
Divine the truth, detect the lie.
They read the sense of look and tone,
Of every little smile or frown,
And take the orders for their renown.

Moulders of mind and circumstance,
Salesmanship is more than chance;
To know themselves, their business, too,
Calling for manhood through and through,
Getting together to understand
The nation's needs, the great demand,
Which now appears on every hand.

America must lead the world,
Not with arms and flags unfurled,
But in arts that peace has made,
Finance, manufacture, trade.
Prosperity will come to all
When traveling men shall hear the call
And band together to fight or fall.

DEATH OF PATY FORD.

Members of the Chicago lumber trade and of the hardwood trade of the south learned with regret of the death of Paty Ford, president of the Ward Lumber Co., 1018 Chamber of Commerce building, this city, who died July 25th of heart failure. Mr. Ford was a native of Lebanon, Tenn., where he was born February 20, 1874. He became connected with the Ward Lumber Co., under the late Charles A. Ward at its plant at Whiting, Mo., in June, 1898, his first occupation being as bookkeeper. He came to Chicago in 1900 and upon the death of Mr. Ward in 1906, he became president and general manager of the company. He had been in good health until a week before his death.

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The Latest News of the Lumber World

RUSSE & BURGESS TO BUILD NEW MILL.

Memphis, Tenn., August 8.—Russe & Burgess have purchased 7,000 acres of timberlands on Honey Island, in Holmes county, Miss., and will take early steps for the development of the timber on this property, consisting principally of oak and gum. A new band mill with capacity of 50,000 feet will be established either at Tchula or Belzoni, Miss. The exact location has not been decided upon but present indications are that the mill will be established at the latter as it has been impossible so far to secure a site and other essentials on favorable terms at the former. It will be necessary for the new owners of this property to build a railroad some 12 to 15 miles in length to facilitate the development of the timber on the property in question. The timber will all be converted into lumber at the new mill to be installed. Russe & Burgess, Inc., operate a hardwood mill in North Memphis and they also run a mill at Isola, Miss. The purchase of the timber and the installation of the new mill, however, will not interfere in any way whatever with operations at the other two points. This timber will be developed for export purposes. It is possible for the company in handling this lumber to ship it down the Yazoo river to the Mississippi and thence to New Orleans. It is understood that the firm proposes making use of water transportation, particularly if there should be a decided shortage of cars or if railroad rates should be so high at any time as to make this course desirable.

FURNITURE AND AUTOMOBILE INDUSTRIES MAKE HEAVY DEMAND.

Louisville, Ky., August 8.—The furniture and automobile industries are furnishing strong support for the hardwood business, according to local reports, both of these lines calling for big stocks of lumber at present. Their demands are making the midsummer busier than usual, and are resulting in better than average shipments being recorded.

The July shows of the furniture manufacturers turned out exceptionally well, it is reported, and attendance records were broken at Grand Rapids and elsewhere. The dealers came to the shows prepared to buy, and when they found that furniture was going to be somewhat scarce, in view of the handicaps of short labor forces under which many of the manufacturers have been laboring, they placed orders in unusually large volume, with repeat orders for delivery about October 1. The dealers apparently were not deterred by the increased prices asked for furniture, which have been ascribed by the manufacturers to increased material costs, lumber being about the only item which has not shown a huge advance.

The automobile trade is rushing, and while ash is one of the leading woods affected, elm and gum are now being worked into automobile construction, and some large orders are being placed for these woods. The result is that the market on all of these items, especially thick stock, is strong.

UNIQUE AMONG WOODWORKING PLANTS.

The plant of Walter C. Mansfield, at Menominee, Mich., is unique among woodworking plants throughout the country, in that it manufactures basswood lumber into mill work of various kinds, either of regular or special design and also handles basswood lumber at wholesale, in other words making an exclusive specialty of basswood and its products. The items which the plant manufactures are so diversified as to defy specific enumeration, but in a general way they may be classified as mouldings of every description, drawer slides and partitions, rubber stamp backing and a thousand and one types of special work which might be needed for novelties. The plant is thoroughly equipped with machinery of all kinds for turning out these various items.

Mr. Mansfield's long experience in this line of business and his free rein in the development of the trade along these lines have conspired to make it a really individual undertaking and accordingly he recently purchased their Menominee plant from Sanford & Treadway, its original owners and is now operating it under his own control. The other business of Sanford & Treadway, with headquarters at New Haven, Conn., of course, continues on the same large scale as before.

Walter Carrington Mansfield was born over two score years ago in New Haven, Conn., coming from an old New England family which dates

WALTER C. MANSFIELD, OF MENOMINEE, MICH.

back to the New Haven colonists of 1635. After completing his studies at school and college, his father, who was a newspaper publisher, desired him to go into that business, but he preferred lumber and secured a position with the Halstead & Harmount Co., which concern operated a retail and wholesale yard and also manufactured sash and doors at New Haven. After five years' experience with that concern, he accepted a position with Sanford & Treadway and came to Menominee March 1, 1898, as that firm's buying representative. Four years later he started the plant which he recently purchased and the business has grown steadily and heavily. It fills a peculiar niche of its own, there being few, if any, establishments in the country of similar character. Mr Mansfield reports that he is well supplied with orders and says that his business prospects are good. He caters largely to the retail and manufacturing trade, shipping mill work and lumber, basswood exclusively, in carload lots.

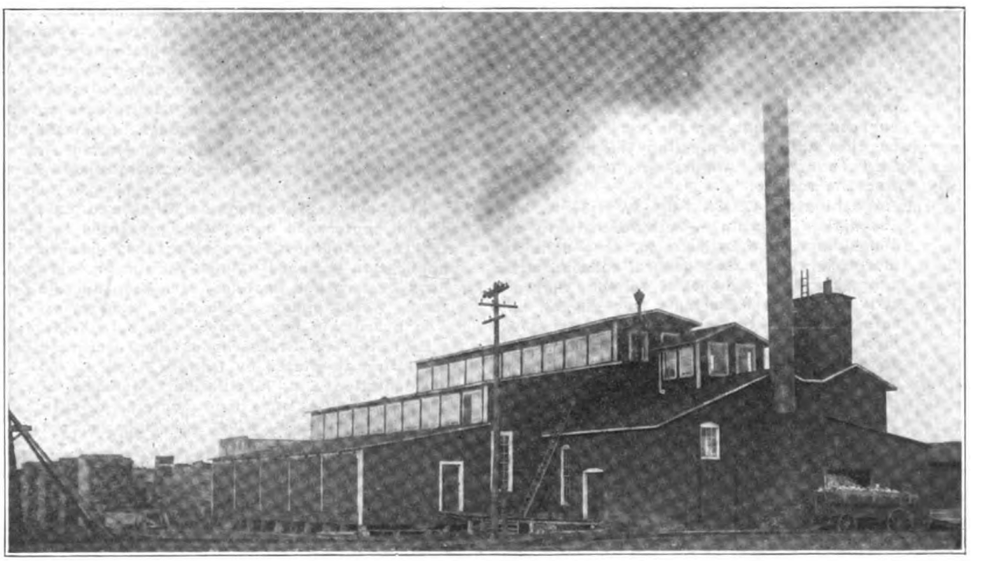
MONTANA LARCH AND PINE SHIPMENTS.

Kalispell, Mont., July 31.—Shipments of lumber for the month of June, 1916, as reported by members of the Montana Larch & Pine Manufacturers' Association, were 18,796,553 ft., as compared with 11,219,502 ft. for the corresponding month of 1915, an increase of 7,577,051 ft., or 67.5 percent. Shipments for the first six months of 1916 aggregate 93,784,440 ft., as compared with 52,788,642 ft. for the first six months of 1915, an increase of 40,995,807 ft., or 77.6 percent.

The distribution for the first six months of this year show substantial increases in the states of North Dakota, Minnesota, Iowa, Nebraska, Montana and Wyoming. The members report a stock on hand, July 1, 1916, of 95,438,000 ft., as compared with 100,000,000 ft. on hand July 1, 1915.

IMPORTANT TO POST SHIPPERS.

Minneapolis, Minn., July 22.—Fence posts are lumber so far as freight rates apply, according to a decision handed down by Judge O. B. Lewis of the second Minnesota district court, in a test case just decided. During the years between 1906 and 1913, Minnesota railroads refused to accept the lumber rates enacted by the state legislature. The state rates were upheld by the supreme court and roads have made rebates to lumbermen. It remained for the Northern White Cedar Association to get behind a test case brought by the M. J. Bell Lumber Co., Minneapolis, to have the court decide that posts are lumber. If the post men are as successful in the supreme court, when the roads appeal the case, there will be considerable sums of money due post shippers on lines in Minnesota, for all during the controversy over the state lumber rates the roads charged higher rates for posts than the law allowed.



PLANT OF WALTER C. MANSFIELD, AT MENOMINEE, MICH., RECENTLY PURCHASED FROM SANFORD & TREADWAY, OF NEW HAVEN, CONN. MR. MANSFIELD HANDLES EXCLUSIVELY BASSWOOD LUMBER AND MILLWORK AND HAS BUILT UP AN EXCELLENT BUSINESS DURING HIS FOURTEEN YEARS OF CAPABLE MANAGEMENT.

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CAR BUILDING CONTRACTS.

Some recent big lumber contracts have been let and others are in prospect, especially in the car building industry. These contracts, however, have not as yet caused any improvement in the price situation. The United States Steel Corporation has distributed contracts for 448 freight cars for the Carnegie Steel Co., among several companies, this calling for 2,000,000 feet of yellow pine. The Mt. Vernon Car & Manufacturing Co. has contracts for cars requiring 7,500,000 feet of pine, the orders being for 1,409 box and 200 auto cars for the Cincinnati, New Orleans & Texas Pacific railway. The American Car & Foundry Co. has orders for 695 box and 100 auto cars for the Alabama Great Southern railway, calling for 3,500,000 feet of timber. The Lehigh Valley road is said to be placing contracts for 1,500 box cars, the Minneapolis & St. Louis for 500 to 1,000 box cars and the Illinois Cen[illegible] 300 box cars. The Western Pacific road is said to have submitted specifications for 1,000 fruit cars and will probably use fir in their construction.

Railroad extensions call for some big deliveries of cross-ties and other railroad lumber. The Great Northern is to build a thirty-six mile extension from Wildrose, N. D., to Grenora, calling for 100,000 ties. A Santa Fe subsidiary will need 185,000 ties for a sixty-five mile line from Lubbock, Tex., to Seminole.

The Union Pacific will take 2,500,000 feet of fir lumber for reinforcing doors and linings of box cars for the anticipated shipments of grain.

Paving contracts also call for some big block contracts. York, Pa., has decided to lay 66,140 square yards with 2,400,000 feet of lumber, in the form of blocks. Kansas City is to lay 39,227 yards of block pavement. Fort Worth will have about 30,000 feet. Troy, Ala., plans to lay 17,000 yards of pavement, which may be done in blocks.

NEW CREOSOTING VENTURE IN THE NORTHWEST.

Tacoma, Wash., August 3.—Geoffrey Winslow, for the past four years manager of the creosoting department of the St. Paul & Tacoma Lumber Co., of Tacoma, has resigned his position and plans to enter the creosoting business on his own account. In company with Talmadge Hamilton, of Tacoma, Mr. Winslow has organized a new company, known as the Washington Creosoting Co., which is capitalized at $25,000 and will construct and operate a creosoting plant at Everett, Wash.

Negotiations for the new plant are still under way but Mr. Winslow has no doubt of success. The company will open a branch office in Tacoma and will endeavor to secure a share of the local business.

THE LATEST AND MOST AUTHENTIC NEWS CONCERNING THE "RAILWAY WAGE" CONTROVERSY

If all American citizens, before they went to bed on the night of August 9, were convinced from the various dispatches printed in the evening papers of that date that the railway wage controversy between the various brotherhoods of railway trainmen and the railways of the United States had been finally submitted to arbitration, they had a fine soporific to make them rest easy, but they did not have the facts. Even the associated press did not state the facts.

THE ASSOCIATED PRESS IDEA.

The Associated Press made this statement from New York, about 2 o'clock on August 9: "The threatened strike of 400,000 railway employees of the United States was averted today when the railroad brotherhoods accepted an offer of the United States Board of Mediation and Conciliation to arbitrate their differences with the railroads."

It was a great step forward, looking in the direction of arbitration, as later dispatches in this connection will relate, for it showed that conciliation is still an American characteristic, for any student of arbitration as applied to the differences of wages-workers remembers that in connection with the general principle of compulsory arbitration as enforced by New Zealand, Australia and Canada, that EVEN Samuel Gompers, in his specific declaration of opposition to the principle of compulsory arbitration in the United States, made a statement in a nationally known and quoted speech that compulsory arbitration in the United States was unnecessary for the reason that there was "more conciliation on the part of employers and employees in the United States than anywhere else in the world."

We would like to believe that there is enough of this spirit to leaven the loaf, and help the railroad men and the railroad employees to see light and to finally arbitrate this question. That is what the "United States Board of Mediation and Conciliation" has been called in to do—simply to persuade these two bodies to submit their grievances to arbitration.

A WASHINGTON VIEWPOINT.

Believing that some real information might come out of Washington, we queried our correspondent for the very latest news on the subject, requesting telegram to be filed near noon August 9. The following was the result:

Washington, D. C., Aug. 9, 11:34 A. M.—(Special Telegram)—Administration officials interviewed by your correspondent this morning relative to a general railroad strike express rather emphatic opinion that the strike would be averted. One official, who refused to be quoted, said that it is his idea that the railroads have brought this condition to pass with the idea that they will ask for higher freight rates in the immediate future. A White House official told your correspondent that the government "hoped" that the strike would be averted. He refused to discuss the situation at any length.

On the other hand, Harry A. Wheeler, of Chicago, chairman of the railroad committee of the Chamber of Commerce of the United States, after what he considers a thorough investigation of the situation, has given it as his opinion that a strike cannot possible be averted. Government mediation officials all left Washington for New York last night.

(Signed) L. M. Lamm.

A NEW YORK REPORT.

Thinking that New York might have something to offer we appealed to our New York correspondent and received the following:

New York City, Aug. 9, 3:17 P. M.—(Special Telegram).—The possibility of a general railroad strike is still a matter of conjecture. The managers, after long discussion, met the men today with a refusal of their demands, and expressed a willingness to submit the matter to arbitration before the United States Board of Mediation and Conciliation. Whether or not the men will agree to this is not known. At this writing, they have expressed disappointment with the outcome of past arbitration awards and there is sure to develop strong opposition to the proposition to arbitrate the present controversy. The managers have not presented anything like a definite proposition to the men and the latter are firm in their demands for a shorter day.

(Signed) J. M. Farrell.

THE VERY LATEST NEWS ON THE QUESTION.

Our own Chicago facilities for gathering facts in relation to this affair have seemed to unearth more direct information than could be gained in either Washington or New York. In this connection we have to offer—through the courtesy of official sources in Chicago—the last word from the New York conference committee to the railroad heads of the country in the shape of the following telegram:

New York, Aug. 9, 1915.—Via Chicago.—The services of the United States Board of Mediation and Conciliation for the purpose of bringing about an amicable settlement of the wage controversy was invoked by the National Committee of Railways today after officers of four brotherhoods had refused to join roads in making the request. Members of the board, W. L. Chambers, Martin A. Knapp and G. W. W. Hanger, are already in the city.

At opening of conference, Chairman Lee, of the conference committee, presented letter to brotherhoods proposing they join in application to board. When each of brotherhood officers had declined, Mr. Lee said the roads would make application themselves. The board will now confer with both sides.

LATER—The brotherhoods have accepted mediation as offered by United States Board of Mediation and Conciliation. Members of the board will at once begin conferences with the two parties in effort to bring about a settlement.

The letter of the conference committee to the Board of Mediation and Conciliation is as follows:

"The National Conference Committee of Railways again have given most careful consideration to matters in controversy between us and to all that has been said in our various conferences, which began June 1. We have also carefully considered the serious situation presented by result of the strike vote of employees and grave responsibility means to avoid the public injury which must inevitably result should you decide to exercise the power which the strike vote has placed in your hands. After such consideration, it is our judgment that proposals which the men have supported by their vote involve such extraordinary changes in operating methods and such radical revisions in established bases of compensation as to make it apparent that there is little probability of our being able to harmonize our differences of opinion unless this result can be brought about through the Federal Board of Mediation and Conciliation which was created to assist the parties in just such circumstances as now confront us.

"The National Conference Committee of Railways is as sincerely anxious as your committee can be to reach some amicable adjustment of the matters involved in the present controversy, but we are convinced that in the end we shall have to invoke the friendly offices of the Federal Board of Mediation.

"The unbroken experience of the past ten years sustains us in this view.

"During that period, in practically no large concerted movement has a conference committee of managers and a committee of your representatives ever been able to reach a final and complete adjustment of matters of controversy between them until after they had invoked the provisions of the federal mediation law.

"It seems to us that all the considerations that have existed in former controversies to prevent a settlement being reached by direct negotiations are present in an accentuated form in present case. It is not open to question that whatever we can do by direct negotiations we can also do just as quickly and as effectively through mediation, and experience has demonstrated that a common ground could be reached through mediators in cases where parties have been wholly unable to reach such common ground through direct negotiations.

"Accordingly, we propose that you join with us in an application to the United States Board of Mediation and Conciliation and invoke its services for the purpose of bringing about an amicable adjustment of the controversy."

WHAT ALL THIS SPELLS.

All this spells simply this: That the federal board has the task before it of getting the two parties to submit to the THEORY of an arbitration. If they succeed in that THEN the arbitration—in FACT—will follow.

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OBITUARY

SUDDEN DEATH OF GEORGE K. SMITH.

St. Louis, Mo., August 8—George Kimball Smith, a leading figure in the yellow pine lumber industry was killed in a fall from a ninth-story window of the Boatmen's Bank building in this city, about 8:30 today. Mr. Smith was for many years secretary of the National Lumber Manufacturers' Association and also the Yellow Pine Manufacturers' Association, until the latter association was dissolved by its members two or three years ago, after the Missouri Supreme Court's anti-trust decision in the lumber cases. As secretary of the association he was one of the best known lumbermen in the United States and was known to almost every prominent lumberman in the country. Virtually all his life had been spent as an executive of lumber manufacturers' associations. Mr. Smith was also one of the best known members of the Hoo-Hoo order in the country.

Mr. Smith was born in Rosemond, Ill., and was the son of Brainard and Nancy Smith. He was educated in the public schools and entered the lumber business in 1886. In 1885 he was married in Kansas City to Lora A. Allen, who survives him. There are no children.

As an agent for lumber manufacturers, Mr. Smith had an office on the ninth floor of the Boatmen's Bank building and it is presumed he fell from the window of the toilet room on that floor,

THE LATE GEO. K. SMITH, OF ST. LOUIS.

as his body was picked up on the roof of a one-story annex directly below the line of toilet room windows on each floor of the building.

Mr. Smith's relatives and friends knew that for ten days he had been suffering from the heat, and that in the last three days he had fainting spells as a result. He went to his office for a few hours Monday morning and returned home, complaining of dizziness. He told his wife Tuesday morning that he did not feel like going to the office, but would go down for a brief time to keep appointments with customers. He left his home about 7:30 and rode to the city with a neighbor. Some of his friends believe that he possibly had gone to a window for fresh air and became dizzy or suffered a fainting spell.

The windows of the room from which he fell are of the same dimensions on all floors. The sill is 23 inches from the floor. The aperture, with the lower sash raised, is 36 inches wide by 30 inches high. A register under the window makes it inconvenient for a person to sit on the sill.

Mr. Smith's office was locked when friends went there after finding the body. His coat and hat were in his office. Had he fallen from the window of his office, his body would have dropped only two stories, to the roof of a seven-story building adjoining.

Mr. Smith's home near Clayton, St. Louis county, which was finished about two years ago, has been the subject of considerable favorable comment in architectural journals, because of the originality in plans which made it commodious and comfortable.

After leaving the Yellow Pine Manufacturers' Association, Mr. Smith took a vacation for several months, and then became associated with the Sherman-Bennett Co., a Chicago wholesale lumber firm, located in the Fisher building. His health failed and he went to Colorado for six months. On his return to St. Louis he became engaged in the lumber commission business.

He was contemplating forming a connection with another well-known lumberman at the time of his death, and had had several conferences with that end in view.

DEATH OF JOHN MILLEN.

Lumbermen, especially of the older generation, were grieved to learn of the death of John Millen, for many years prominently identified with lumber operations and railroad management, who passed away at his residence, 618 Vermillion Road, Duluth, Minn., on Thursday, July 28, as the result of a severe attack of heart trouble suffered the preceding day.

Mr. Millen was distinctively a self-made man, having risen from the ranks, and the attainment of his high position in the business world was the result of constant and unremitting effort. He was born March 12, 1849, in Lambton County, Ontario, and was the son of John and Sarah Pauley Millen. His grandfather was a soldier in the Revolutionary war and his father served in the American army in the war of 1812. While Mr. Millen was a young boy, the family removed to St. Clair, Mich., and there the young man completed his common school education. When fifteen years of age, he got a job in the logging camps operated by F. & S. Moore, of Detroit, Mich., with whom he remained for three years. He then was connected with General Russell A. Alger in the AuSable River district and for six years he was employed as a scaler and worked on the booms there. He was later made foreman of the lumber camps for the firm of Moore & Alger and then was given general charge of the lumber business of R. A. Alger & Co.

At the time of his death, Mr. Millen was the vice-president and general manager of the great manufacturing firm of Alger, Smith & Co. Upon the death of General Alger in 1907, he was made president of the Alger-Sullivan Lumber Co., of Century, Fla., and was president and general manager of the Manistique Lumbering Co., and president and general manager of the Duluth & Northern Minnesota railroad.

Mr. Millen was married twice, his first wife being Nellie Allison, who died many years ago. In June, 1902, he was united in marriage with Mrs. Luella J. Fiske, of New York, who survives him. Probably no more fitting tribute to Mr. Millen could be given than that which was accorded him by the Duluth News-Tribune, which in its issue of July 27th made a highly commendatory editorial mention of his life and character from which we quote as follows:

"One by one those pioneers who made this state and this northwest country great with their own inherent greatness, strong with their native strength, who have tamed its wildernesses and wrung wealth from its rugged resources, are passing from the scene of their struggles and successes.

"John Millen was but a name to most of our residents, yet this city had no more loyal citizen, no wiser adviser, no more generous promotor of its interests. He was personally unknown to the many because it was not in him to obtrude himself anywhere. It was not because he was unsocial, for no man more enjoyed his friends nor was more democratic in his friendships.

"Big of frame, massive in physical proportions, of powerful body, with a face that matched, he was the picture of quiet, but alert, power. His force of will and keenness of mind were evident in his face, where they mingled with an equally evident kindliness, genuine sense of humor and breadth of understanding.

"All his life he had worked. His was the gospel of work. He never got too much. He never shirked the overload. He worked with his hands and his brain. His work always expressed his mental activity, whether as a boy in a lumber mill, a young man on the log boom, with the lumber jacks in the woods, or as manager of a great timber industry and head of a railroad."

JOHN McLAREN.

Another of the pioneer lumbermen of Chicago passed away Wednesday, July 26, in the person of John McLaren, at his residence, 751 Gordon Terrace, this city.

Mr. McLaren was born at Edinburg, Scotland, September 11, 1836, and removed with his parents to this country in 1852. He became identified with the lumber trade of Chicago over fifty-one years ago. He had been through the Civil war, enlisting in Dubuque, Ia., in 1861 as a private and being mustered out in December, 1864, as the adjutant of his regiment. Early in 1865 he entered the wholesale lumber office of John Mason Loomis & Co. as bookkeeper and in 1870 he became a partner in the firm, which continued until 1885. He was vice-president of the Pere Marquette Lumber Co. and succeeded Col. Loomis as its president, in which position he continued until the dissolution of the concern in 1910.

Mr. McLaren had many interests in lumber and banking circles. He was vice-president of the A. R. Beck Lumber Co., of South Chicago, was an organizer and director of the Milwaukee Avenue State Bank, was interested in the Industrial Bank at Twentieth Street and Blue Island Avenue, was president of the Hide & Leather National Bank, which, in 1897, merged with the Union National Bank and which in turn in 1900 was merged with the First National Bank. At that time Mr. McLaren retired from active work in connection with his banking interests and has not been particularly active since in any business.

The deceased had always taken a very deep interest in public affairs and served in various capacities for which his experience and inclination had fitted him. He was president of the Chicago Relief & Aid Society for two years, was a member of the board of education for six years and part of the time its president. The John McLaren School at York and Lafiin Streets was named in his honor. He was a trustee for the fund which resulted in the construction of Lewis Institute here, one of the noted educational institutions of the country and remained a trustee of the school. He was a trustee of the Mary Thompson hospital since 1894. He was vice-commander of the Military Order of the Loyal Legion and a member of the Grand Army of the Republic and Society of the Army of the Tennessee. He was prominent in Masonic circles, attaining the highest offices in each of the orders and was honored by the Supreme Council of the Scottish Rite with the thirty-third degree. He was a member of the Union League Club and served as its treasurer and trustee for several years and was also a member of the Illinois and Bankers' clubs.

Mr. McLaren is survived by his widow, who was Miss Harriet A. Studley, of Chicago, and by three children, two daughters, Mrs. James Simpson and Mrs. Philip B. Osborne and a son, John Loomis McLaren. Deceased was highly regarded among the lumbermen and business men of Chicago. He was the soul of honor and lived a useful and well rounded out life.

W. B. FERGUSON.

William B. Ferguson, 52 years old and a lumberman well known throughout the state, died at his residence, 808 Battery street, Little Rock, Ark., about 1 o'clock on Friday, July 28, 1916. He had been ill only a few days.

About thirty-two years ago Mr. Ferguson came to Arkansas from his native home in Detroit, Mich., to engage in the lumber business. For several years he has been residing with his family in Little Rock, and has been connected with the lumber industry of this state in varied capacities. For some time he traveled for a Memphis lumber concern, but has devoted his time principally for several years to a saw mill company, owned by himself and and his brother, C. E. Ferguson, and known as the Ferguson Lumber Co. He is survided by his brother, his wife and two daughters, Misses Rowena and Mary Louise. Funeral services were hold from the family residence on Sunday, July 30, with Rev. Forney Hutchinson, pastor of the First Methodist Episcopal Church, South, of Little Rock, officiating. Interment was made at Mount Holly cemetery.

FRED J. JEFFRIS.

Fred J. Jeffris, president of the Manchester Saw Mills, at Manchester, Ala., and a member of the Chicago wholesale lumber firm of D. K. Jeffris & Co., Pullman building, died July 21, at his residence, 3150 Sheridan Road, this city. Mr. Jeffris was a native of Janesville, Wis., and was 40 years of age. After attending Beloit College, from which he graduated in 1898, he became identified with the lumber business in Janesville and ten years ago came to Chicago, where he was actively associated with his brother in the wholesale lumber business. He had been out of health for the last two years, but spent several months in Arizona recently and was greatly benefited. The funeral services were held at Janesville, Wis., on Sunday, July 23.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

LUMBER REPORT NEARING COMPLETION.

Washington, D. C., Aug. 5.—The work of the joint investigation into the lumber industry by the Federal Trade Commission and the Forest Service is rapidly coming to a close, according to an authoritative statement made by an official of the trade commission to your correspondent this week.

A number of conferences have been held between officials of the two bodies going over the very complete work of the Forest Service and the data that has been obtained by the trade commission. It is expected that the final conferences will be held next week. Various of the lumbermen interested in the investigation have been "sounded" and it seems to be practically a unanimous opinion that about the first of September would be a good time to have a final hearing in the matter.

Up to this date no final arrangements have been made, but should all of the lumbermen decide to come to Washington at the same time an open hearing will be granted, according to information obtained during the past week. On the other hand, the lumbermen may come separately, in which case they will have private conferences with the commissioners.

Joseph N. Teal, representing the west coast interests; John C. Boyle, representing the southern interests; R. S. Kellogg, of the National association; Robert H. Downman, and others who have taken an active interest in the investigation are expected here about September 1 to go over finally with the commissioners the report to be made.

LUMBERMEN TO STUDY EUROPEAN MARKETS.

Washington, D. C., Aug. 8.—Several expert lumbermen are to be sent to Europe in the very near future to study the possibilities of European nations as markets for American lumber at the conclusion of the war. Definite arrangements are just now shaping themselves, your correspondent is informed, to this end.

This work will be carried on, it is understood, by the Bureau of Foreign and Domestic Commerce, and at present it is thought that at least three or four men will take part in the work. The experts will go into France, Germany, Belgium, England, Russia, and the Balkans. It will be a part of their work, first, to ascertain as nearly as possible what the market chances will be; second, to find out what kinds of timber will be best suited for the various conditions; third, what kind of competition American exporters will have to go up against; fourth, what credits will have to be allowed, and, in short, everything that will help American export lumbermen to be prepared to furnish timber at the conclusion of the great European conflict.

Dr. E. E. Pratt, chief of the Bureau of Foreign and Domestic Commerce, is taking a great interest in this proposed investigation. He has invited Federal Trade Commissioner Will H. Parry, and Mr. Greely, assistant forester, to co-operate with him in this work.

Your correspondent is given to understand that letters have been sent out to the leading export associations and export lumbermen asking them to meet with this board of three men and discuss the situation before the experts leave for Europe. At present, it is said, August 21 is the date decided upon and the conference will more than likely be held in Chicago.

The Federal Trade Commission, it is understood, has decided to send copies of the Forest Service report on the lumber industry to lumber associations throughout the country asking them to go over the report fully and to meet with Commissioner Parry on August 21 at the same time that the lumber export investigation is to be discussed.

Commissioner Parry has been authorized by the other commissioners to make a special investigation into the hardwood situation. He will do this and it is expected that hearings will be held at Cincinnati, Memphis, Chicago, and a few other places. The investigation was asked for by the Hardwood club, of Memphis, and the Southern Hardwood Traffic Association. This investigation will not be undertaken until later in the fall and will have no connection with the general lumber study of the commission.

A NATIONAL TRADEMARK PROPOSED.

Washington, D. C., Aug. 7.—Representative Kitchin, chairman of the ways and means committee of the house and father of the National Trade-Mark bill, has reported the bill from committee since out last issue. The only amendment made was the striking out of an appropriation of $25,000 to carry on the work. In the report to the house the committee says:

"The committee on ways and means, to whom was referred the bill (H. R. 16873) to authorize the adoption of a national trade-mark for the manufacturers of the United States, particularly for export purposes, and to authorize the secretary of commerce to license manufacturers to use the same, and for other purposes, having had the same under consideration, report it back to the house."

After striking out the appropriation the report continues:

"And as so amended the committee recommend that the bill do pass. The purpose of this measure is to help advertise American manufacturers in the foreign markets and at the same time assist in preventing the sale of foreign merchandise with the representation that it is made in the United States.

"The proposed bill authorizes the secretary of commerce to select, with the approval of the president, a trade-mark suitable to be affixed to any merchandise manufactured in the United States, and directs that the commissioner of patents shall register said trade-mark in the United States patent office.

"Under the provisions of section 4 of the bill, any manufacturer in the United States may obtain a license to use the trade-mark authorized by this bill upon application for the same to the secretary of commerce, and the payment of a fee not to exceed $5 per year.

"Section 5 of the bill provides:

" 'That the secretary of commerce may suspend temporarily, pending a hearing, or revoke, after opportunity for hearing has been afforded to the licensee concerned, any license issued to any manufacturer under this act for any violation of or failure to comply with any provision of this act or of the rules or regulations made hereunder. The secretary of commerce is authorized to publish the names and addresses of persons licensed under this act and lists of all licenses terminated and causes therefor.'

"It is thought that this provision will be amply sufficient to prevent any fraudulent use of the trade-mark."

INTERSTATE COMMERCE COMMISSION NEWS

While all of the commissioners are "staying on the job" during these summer months, something not heretofore done, no hearings are to be held at all during the month of August. Owing to the great press of work the commission is way behind, the work having accumulated faster than could be handled with the present force.

INTERSTATE COMMERCE COMMISSION DECISIONS.

Decisions are being handed down thick and fast these days. No less than ten or twelve have been handed down in lumber cases alone since our last issue.

One of the most interesting and important is the commission's decision in I & S Docket No. II, the famous old tap line case relative to milling logs in transit on tap lines. In their syllabus in this case the commissioners say:

"1. Request that trunk line carriers generally be required to establish milling-in-transit arrangements on logs in connection with tap lines in the lumber blanket rate territory in the southwest denied.

"2. The establishment by a trunk line of transit arrangements on logs hauled by it to mills located upon its own lines in the blanket territory would subject to undue prejudice and disadvantage the mills on the tap lines with which it connects and has joint rates, unless the trunk line offered them a similar and equal arrangement; the undue prejudice and disadvantage under such circumstances to mills in the same territory that get their logs in over unincorporated logging roads or by teams over tram roads, or by similar means, also pointed out."

In closing the opinion, Commissioner Harlan, who wrote it, says:

"The case has been presented by the parties in interest in a general way and no instances of alleged undue prejudice arising out of the practices of any individual trunk line have been called to our attention with sufficient definiteness to warrant a finding on a specific case. If any such instances exist or occur, they may be specifically presented. The petition will be dismissed, and it will be so ordered."

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until November 29 the operation of certain tariffs. The suspended schedules name increased rates on lumber and other forest products, carloads from points in the state of Maine and from points in Canada to various destinations in New England and eastern New York. The present rate from Van Buren, Fort Kent, and other points of origin in Maine, taking the same rates to Harlem river, New York, is 18 cents per 100 pounds. The proposed rate is 21½ cents. Rates to other destinations are likewise increased from ½ to 3½ cents per 100 pounds.

INTERSTATE COMMERCE COMMISSION MISCELLANEOUS

The commissioners have allowed application No. 10739, of A. D. Hall, agent, relative to lumber rates to southern territory. Regarding rates on lumber from points in Illinois, Indiana, Iowa and other states to stations on the line of the Nashville, Chattanooga & St. Louis, the commissioners have authorized carriers, parties to Hall's tariffs, to publish the following note in their tariffs:

"Class rates governed by southern classification, published in this tariff or supplements, will not apply on lumber and articles taking same rates, carload, in the absence of specific commodity rates or lettered class rates, in exception to southern classification."

NATIONAL FOREST RESERVATION COMMISSION TO BE CONTINUED.

Washington, D. C., Aug. 7.—The agricultural appropriation bill has been passed by both houses of congress and on Friday of last week the house took a separate vote on an appropriation to continue the work of the National Forest Reservation Commission under the Weeks law.

The bill was passed allowing an appropriation of $1,000,000 for this year and $2,000,000 for next year for the purchasing of forest lands on the watersheds of navigable streams.

There was much opposition to this conservation bill earlier in the present session of congress. As a matter of fact, the house voted the measure out of the appropriation bill. It was replaced by the senate, later going to conference, where it was decided to let the house vote separately on that appropriation. As before stated, it was passed without much opposition last week. This will give the commission a "new lease on life" and allow it to continue its work in purchasing these forest areas on the eastern coast.

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Personal News Notes

N. Gregertsen, of the Gregertsen Bros. Co., wholesalers of cypress lumber, with headquarters in the McCormick building, this city, is spending a summer vacation at Minocqua, Wis.

G. W. Allport has resigned his position with the Dermott Land and Lumber Co. to devote his time to his personal interests at Geridge, Arkansas. The Chicago sales office of the Dermott Land and Lumber Co., 1559 Railway Exchange building, will be in charge of Messrs. H. C. Lindahl and Percy Bass, who have been associated with the company for some years.

R. R. Caffee, assistant professor of forestry at Pennsylvania State College for the last five years and well known to lumbermen throughout the country has given up his work at the college and taken a position as forest engineer with Wheeler & Dusenbury, the well known white pine people of Endeavor, Pa.

Nelson A. Gladding, vice-president and general sales manager of E. C. Atkins & Co., Indianapolis, Ind., was in Chicago last week on his way to a general survey of the company's various branches on the Pacific coast. Mr. Gladding will be absent about a month.

J. D. Staple, secretary and sales manager of the Northwestern Cooperage & Lumber Co., Gladstone, Mich., left Chicago last Tuesday evening for his northern headquarters after a several weeks' stay in Chicago, accompanied by his family and making headquarters at the Plaza Hotel on the North Shore. Mr. Staple was somewhat indisposed when he arrived here, but his visit resulted in a well earned rest and much physical benefit.

Everett A. Thornton, of the E. A. Thornton Lumber Co., Lumber Exchange, this city, has been spending some time lately at Lake Superior points, especially at Marquette, Mich., where the company has important interests. Mr. Thornton also intended to visit some of the Canadian mills during his absence.

C. H. Barnaby, the way-up lumber manufacturer of Greencastle, Ind., was in Chicago last week accompanied by members of his family and a party of friends from his home town and all were on their way to Alaska, where they expected to spend several weeks in seeing the sights and in recuperation.

E. H. Daley, of the E. H. Daley Lumber Co., a well known wholesale concern with offices at 949 Broadway, N. Y., was in Chicago last week on his return from a northern trip. Mr. Daley makes an annual pilgrimage to the northern Wisconsin and northern Michigan mills and happened in Milwaukee at the time of the midsummer meeting of the Northern Hemlock & Hardwood Manufacturers' Association. He was accompanied by his friend, A. E. Murphy, also a well known eastern lumberman.

James D. Lacey, of the James D. Lacey Timber Co., this city, has been in attendance at the annual regatta of the New York Yacht Club this week and was accompanied by Mrs. Lacey and their daughter, Mrs. Victor Thrane. During the regatta the party entertained Mr. and Mrs. W. F. Hofstra, of New York, Mr. Hofstra being a widely known lumberman of that market. The party spent considerable time on Mr. Lacey's steam yacht and visited several points along Long Island Sound and the New England coast.

Among the southern visitors in Chicago last week were J. H. Foresman, vice-president of the Long-Bell Lumber Co., of Kansas City, and family; and J. E. Marrs, manager of the Minnetonka Lumber Co., of Oklahoma City, Okla., and his family. The party left on the steamer "Minnesota" for Charlevoix, Mich., where they will remain several weeks for a summer rest.

T. W. Gunnersen, sole proprietor of G. Gunnersen & Co., 40 William St., Melbourne, Australia, announces that on the first of July he took into partnership William George Nosworthy, and that the business would be continued under the name of "Gunnersen Proprietary, Ltd.", and that he looks forward to a continuance of the pleasant business relations which have existed between his country and his many friends in America.

Ernest H. Dalbey, known for many years to the lumber trade in the Mississippi valley, was in Chicago last week on a visit and is the same representative of optimism that he has always been. Mr. Dalbey for the last few years has been making his home at Great Falls, Mont., which, it seems from his statement, is as thoroughly in the center of the universe as Proctor Knott placed Duluth aforetime. Mr. Dalbey is secretary of the Northern Flax Fibre Co., of Great Falls, and wants it known that his chief ambition in connection with the lumber trade is to have the Concatenated Order of Hoo-Hoo hold an annual meeting in his city within the next two or three years.

J. C. Murray, general freight and passenger agent of the Missouri & North Arkansas Railroad, has announced the appointment of M. L. Schultz, for some time connected with the road, as commercial agent for the company at Chicago, with headquarters at 533 Marquette building. Mr. Schultz is well known among the members of the lumber trade in the southwestern territory.

D. S. Hutchison, of the Nashville Hardwood Flooring Co., Nashville, Tenn., has been in Chicago territory during the last several weeks and left for the south Wednesday of this week. Mr. Hutchinson reports that he had some good success in placing oak flooring orders and expects to return to this market shortly.

James E. Stark, president of James E. Stark & Co., Inc., Memphis, Tenn., has been in the city several days, accompanied by his family and is making headquarters at the Edgewater Beach Hotel on the North Shore. Mr. Stark reported Memphis business conditions in fair shape and said that the hardwood demand with his concern was fairly good. The firm of James E. Stark & Co., for a long time operated as a co-partnership, has been incorporated in order to meet the requirements of its expanding business and the style henceforth will be James E. Stark & Co., Inc. The officers of the corporation are James E. Stark, president; M. C. Raymond, vice-president; J. E. Walsh, treasurer and E. A. Okerbloom, secretary.

O. P. Hurd, for many years engaged in the hardwood lumber business at Cairo, Ill., but in the last two years located at Cincinnati, Ohio, in charge of the hardwood lumber business of Bennett & Witte, has purchased the interest of Mrs. W. A. Bennett in the concern and now is sole owner of the business. He will continue operations under the same style as heretofore, perpetuating the old name of Bennett & Witte. Mr. Hurd is a brother of John S. Hurd, of the Otis building, this city, and is well known in the hardwood trade of the Chicago territory.

Fred B. McMullen, of the McMullen-Powell Lumber Co., Lumber Exchange, this city, has been in Augustana hospital here for the past two weeks, having undergone an operation for stomach trouble. Mr. McMullen at latest accounts was getting along as well as could be expected and hopes to be back at his office by September 1. His many friends in the hardwood lumber industry of Chicago and the country will be gratified to know of his convalescence.

Louis A. Smith, for some years connected with the hardwood lumber trade of Chicago and who was manager for several years of the Dermott Land & Lumber Co., at Dermott, Ark., and who left that concern in 1914 because of ill health, was in Chicago this week and told the LUMBER WORLD REVIEW that he had fully recovered from his indisposition. Mr. Smith has been located during this interval on a farm which he owns near Dowagiac, Mich., and thinks that the outdoor life has been of great benefit to him. He is contemplating a renewal of his allegiance to the hardwood lumber industry when he finds a suitable opportunity.

Frank F. Fish, secretary of the National Hardwood Lumber Association, McCormick building, this city, returned the first of last week from a trip to Boston, Mass., and other eastern centers. Primarily his trip had in view a conference with the association's new president, John M. Woods, of East Somerville, Mass. Mr. Fish stated that he had a splendid visit with President Woods and that the affairs of the association were thoroughly gone over and policies were outlined, which will redound greatly to the benefit of the association's activities. Secretary Fish stated that he was most delightfuly entertained by President Woods in many ways and especially at the Corinthian Yacht Club at Marblehead, Mass., of which Mr. Woods is one of the members.

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Business Changes, Incorporations and Fires

New Concerns

Moss Point, Miss.—The White Veneer & Manufacturing Co.; $10,000 capital. W. M. White, H. L. White and others.

Beaumont, Tex.—The Southern Unadilla Silo Co.; $15,000 capital. F. J. Van Coft, president; Walter J. Crawford, vice-president; E. S. Burr, secretary-manager; G. A. Lake, treasurer.

Orient, Ia.—The Orient Lumber Co.; $20,000 capital. H. B. Farquhar, A. D. Brown, George Pitcher and others.

Tolstoy, S. D.—The Farmers Lumber Co.; $25,000 capital. Conrad Kraft, L. K. Mastell and J. B. Gernder.

Evansville, Ind.—The West Side Lumber Co.; $50,000 capital. Charles Wolflin, Daniel Wertz, Frank M. Cutsinger, Elmer D. Luhring, Albert E. Cook and Frank R. Laughlin.

Lexington, Ky.—The Forest Lumber Co.; $10,000 capital. S. E. Patton, Jessie Patton and Rey Patton.

Bangor, Pa.—The Long Woods Lumber Co.; $6,000 capital. S. J. Wise, Clayton E. Bruch and Russell Pritchard.

Warland, Mont.—The Baird-Harper Lumber Co.; $60,000 capital. Thomas Baird, William Harper, George C. Harper and Thos. Kinnery.

Amory, Miss.—The Amory Lumber Co.; $10,000 capital. L. F. Garrett, C. L. Ray and others.

Johnson City, Tenn.—The Ford Lumber Co.; $10,000 capital. Charles F. Ford, H. E. Toney, J. E. Bradlin and others.

Tuscaloosa, Ala.—The McGehee Veneer Co. A. M. McGehee, president and treasurer and J. T. Horne, vice-president. Plant at Stewart, Ala.

Louisville, Ky.—Southern Sales Co., to deal in lumber, building material and supplies; $10,000 capital. Emil Anderson, Charles Anderson and Reinhold Anderson.

Outlook, Mont.—Amund Johnson Lumber Co. Anna Lee, of Minot, N. D., and Amund Johnson, of Outlook.

Whitetail, Mont.—Fiskum Lumber Co.; $20,000 capital. Edward S. Lee, Anna Lee, of Minot, S. D., and Otto Fiskum.

Westby, Mont.—Jacob Twet Lumber Co.; $20,000 capital. Edward Lee, Anna Lee, of Minot, S. D., and Jacob Twet, of Westby.

Lunds Valley, N. D.—Lunds Valley Lumber Co. E. S. Lee, Anna Lee, of Minot, S. D., and Simon Brufiat, of Lunds Valley.

Tacoma, Wash.—Inland Empire Lumber Co.; $300,000 capital. H. A. Porter, Dorr Skeels, B. Willis, Oliver H. Hill and H. T. Davenport.

Orting, Wash.—Orting Lumber Co.; $10,000. capital. Louie C. Aston and A. C. Aston.

Stevenson, Wash.—Rock Creek Lumber Co.; $500,000 capital. W. N. Jones and Fred A. Kribs.

Everett, Wash.—Bryan Lake Shingle Co.; $2,000 capital. R. H. Groger, A. B. Bracna and C. M. Drake.

Los Angeles, Cal—Woodhead Lumber Co.; $20,000 capital. Emma B. Woodhead, David Woodhead and Lloyd Wright.

Butte, Mont.—Silver Bow Mill & Lumber Co.; $25,000 capital. B. F. Smith, E. D. Elderkin and W. H. Shattuck.

Grottoes, Va.—Virginia-Maryland Lumber Co.; $25,000 capital. D. E. Ham, president; S. E. Foster, secretary and treasurer.

Seattle, Wash.—The Washington Creosoting Co.; $25,000 capital. Geoffrey Winslow and Talmadge Hamilton.

Wausau, Wis.—The Yawkey-Bissell Lumber Co.; $350,000 capital. Walter Alexander, W. H. Bissell, C. C. Yawkey and Will W. Gamble.

West Bend, Ia.—Hayne & Severson have put in a lumber yard at this place.

Pittsburgh, Pa.—J. P. Harley & Co., to manufacture and deal in boxes, baskets, crates, hampers, cartons and barrels. J. C. Bean, J. P. Harley, August Kiefer and B. C. Mitchell.

Webster [illegible] W. Va.—The Rahway Lumber Co. C. H. Holden, of Parkersburg, W. Va., president.

Pittsburgh, Pa.—The Lafayette Lumber Co.; $30,000 capital. J. D. Caplan, J. Howard Palmer and others.

New Mills

Blaine, Wash.—Vinup & Holmes will build a shingle mill here.

Maple Falls, Wash.—The Silver Lake Manufacturing Co. has started operating a new sawmill which will have a daily output of 100,000 feet.

White Lake, Wis.—The Yawkey-Bissell Lumber Co., of Wausau, will erect a plant here.

Moss Point, Miss.—The White Veneer & Manufacturing Co. will build plant to manufacture box shooks to have a capacity of 20,000 feet box shooks daily.

Dyer, Tenn.—The Dyer Fruit Box Manufacturing Co. will rebuild plant recently burned.

Tampa, Fla.—The Bates-Hudnall-Jetton Co. will erect a planing mill.

Bernice, La.—The Bernice Lumber Co. will rebuild planing mill recently burned.

Amory, Miss.—The Amory Lumber Co. will build a planing mill with daily capacity of 40,000 feet.

Belzoni, Miss.—The Belzoni Hardwood Lumber Co. will erect a band saw mill.

Toxaway, N. C.—Jerome Moltz, of Williamsport, Pa., is reported to have purchased several thousand acres of timber land and will build a band mill.

Jacksboro, Tenn.—Lee Faulkner, of Jellico, will build a saw mill near here.

Elmina, Tex.—The Walker County Lumber Co. will build a saw mill.

Ennis, Tex.—A new saw mill is being installed on the Trinity river, east of Ennis, by J. F. O'Neill, of Texarkana.

Woodville, Miss.—The Allison Lumber Co. is preparing to erect a mill near here.

Lenox, Ky.—The Lenox Saw Mill Co. is erecting a mill here.

Business Changes

Bristol, Tenn.—The Cortrim Lumber Co., organized by Geo. M. Speigle and others, has purchased the Peter-McCain Lumber Co. properties, including band mill, planing mill, etc.

South Bend, Ind,—The Ziegler-Huff Lumber Co. has been reorganized under the name of the South Bend Lumber Co. The officers are G. W. Ziegler, president; J. I. Pavey, secretary and treasurer; J. W. Paxton and F. E. McDonald. Capital $30,000.

Atchison, Kan.—The Carlisle-Pennell Lumber Co. will be incorporated under the laws of Washington, the Kansas charter will be surrendered and the Atchison office closed. It will continue to be a $2,500,000 corporation.

Klamath Falls, Ore.—J. F. Bode, of Missoula, Mont., will take over the management of the plant formerly operated by Savidge Bros.

Kalamazoo, Mich.—The name of the Van Bochove & Sons Manufacturing Co. is changed to the Van Bochove Lumber Co.

Houston, Tex.—The Robinson Sash & Door Co. will increase its capital from $5,000 to $10,000.

Mount Carmel, Ill.—T. B. Wright, jr., has sold out to the W. M. Simpson Lumber Co., of Terre Haute, Ind.

Palestine, Ill.—J. M. Cawood & Son have sold out to the Palestine Lumber Co.

Clinton, Okla.—The L. B. Grant Lumber Co. has sold out to the Hiawatha Lumber Co.

Decatur, Ark.—The Decatur Lumber Co. has sold out to the J. P. Roush Lumber Co.

Emington, Ill.—Alexander Brown has sold out to L. M. Bayne Lumber Co., of Ottawa.

Ollie, Ia.—Stahl & Bottger have sold out to W. H. France.

Paducah, Ky.—The Sherrill-King Mill & Lumber Co. is now known as the King Mill & Lumber Co.

Menominee, Mich.—The plant of Sanford & Treadway here has been purchased by Walter C. Mansfield.

Baltimore, Md.—L. F. Driver & Co., of Thomasville, Ga., have opened an office at 1031 Munsey Building, Baltimore.

Rudyard, Mont.—The Rudyard Lumber Co. has sold out to Hoelf & Rolf.

Emerson, Nebr.—Jensen & Zapp have been succeeded by the Emerson Planing Mill.

Monrovia, Cal—The Boyd Lumber Co. is now known as the Bortells Lumber Co.

Selbyville, Del.—The Delaware Lumber Co. has sold out to the Selbyville Manufacturing Co.

Savannah, Ga.—The Hilton Dodge Sales Co. has changed its name to the Savannah River Sales Co.

Chicago, Ill.—The Cottage Grove Manufacturing Co. has increased its capital to $35,000.

Louisville, Ky.—The J. F. Hillerich & Son Co. is now the Hillerich & Bradsby Co.

St. Joseph, Mo.—The Mitchell Avenue Lumber & Coal Co. has sold out to the Hutchison Lumber & Coal Co.

Rogersville, Tenn.—Lyons & Walker are now known as the Lyn-Wal Lumber Co.

Tracey City, Tenn.—The W. F. Bradley Lumber Co. has moved to Brewton, Ala.

Houston, Tex.—The Pennington-Foster Lumber Co. is now the Thos. Pennington Lumber Co.

Spokane, Wash.—The E. T. Chapin Co. has established an office in Chicago under the supervision of Glenn A. Potter.

Memphis, Tenn.—James E. Stark & Co. (Inc.) have succeeded the copartnership of James E. Stark & Co.

Cincinnati, O.—O. P. Hurd has purchased the interest held by Mrs. Bennett in the hardwood business of Bennett & Witte. Will be continued under the same name and policy.

Lansing, Mich.—The Capital City Lumber Co. has increasbd its capital from $25,000 to $30,000.

New Meadows, Idaho.—James Loe has succeeded to the lumber business of Loe Bros.

Chula, Mo.—E. L. and S. P. Kirkbride have recently purchased the lumber yard from Dickman & Taylor.

Fires

Galesburg, Ill.—Damage estimated at from $5,000 to $7,000 was caused recently by fire at the yard of the Hinchliff Lumber Co.

Fulton Chain, N. Y.—The lumber mill and yards of the Brown's Tract Lumber Co. burned; loss estimated at $75,000.

Glenwood, Fla.—Bond Lumber Co.'s saw mill, dry kiln and 110,000 feet lumber burned; loss $100,000.

Brighton, Ill.—Fire destroyed the offices and yards of the Farmers' Lumber Co.; loss estimated at $7,000.

Newport, Ky.—Fire in a planing mill owned by Fred Miller, totally destroyed brick structure and adjoining lumber yards.

Mill City, Ore.——The saw mill and shingle mill of the Potter Lumber Co. burned; loss $4,000; insurance $2,000.

Carlisle, Wash.—Copalis Lumber Co.'s dry kilns burned; loss $10,000.

Jersey City, N. J.—The sash and blind factory and lumber yards of the Barnes Manufacturing Co. burned; loss $30,000.

Chicago, Ill.—Fire in the lumber yard and planing mill plant of the Rittenhouse & Embree Co. caused a loss of $100,000. Insured.

Baker, Mont.—The Midland Coal & Lumber Co. is reported to have sustained a fire loss of $10,000.

Mellen, Wis.—The shingle and tie mill of the Mellen Cedar Co. burned; loss estimated at $10,000; will be rebuilt as soon as possible.

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News Miscellany of the Lumber World

Southwestern News

Little Rock, Ark., Aug. 5.—H. V. Adams has sold the retail lumber yard at Decatur, Arkansas, known as the Decatur Lumber Co., to

LITTLE ROCK, ARK.

J. P. Roush of Gentry. Mr. Roush also recently bought the Gentry Lumber Co.'s yard at Gentry, Arkansas.

The stave mill at Melburne, Arkansas, belonging to the Chess & Wymond Co., of Louisville, Kentucky, will soon resume operations, after being closed down for some time.

W. R. Cady & Sons have completed their new cooperage plant at Rogers, Arkansas. It is modern throughout.

A hardwood saw mill is being erected on the Cotton Belt railroad, about three miles west of Kingsland, Arkansas, by G. W. Sallee.

It is reported that the new plant of the McLean-Arkansas Lumber Co., which is being erected in the eastern part of Argenta, just across the Arkansas river from Little Rock, will be completed and ready for occupancy by September 1. This is about thirty days sooner than it was originally thought the work could be done, but the construction has moved forward with the greatest expedition. The office building, which is a five room frame building, is now complete, and the other work is going forward rapidly. The plant, when completed, will be one of the most up to date plants of the kind in Arkansas.

* * *

Kansas City, Mo., Aug. 6.—From all over the territory tributary to this market come reports of building operations on the increase. This is true locally as well as in the surrounding country. Although the estimated value of buildings for which permits were issued during July, 1916, according to figures just available at the office of the Kansas City superintendent of buildings, fell short of last July's totals by 22 percent, it was not enough to overbalance the figures for the first seven months of the year as a whole. The decrease was entirely due to the building strike, now happily settled.

KANSAS CITY, MO.

South Atlantic News

Jacksonville, Fla., Aug. 6.—The Carpenter O'Brien Co. has arranged for the opening of a sales office in Boston. This office is to handle all sales in New England territory. The company will make deliveries to Boston by water direct from the mill.

JACKSONVILLE, FLA.

The N. B. Borden Lumber Co. has been incorporated at Fernandina to engage in manufacturing and handling lumber.

A proposition has been made to the board of port commissioners for another shipbuilding plant on a leased portion of the property of the city at the municipal docks. The new company has contracts to build two schooners and expects to be able to build six vessels at a time.

* * *

Thomasville, Ga., Aug. 5.—Orders for rush shipments of lumber for railroad use to the flood sections of North and South Carolina continue to come in, and the firms belonging to Thomasville's lumber colony have been doing extensive hustling to get them filled. These orders are chiefly for timbers for repairing bridges and trestles, washed away or damaged by the high waters.

THOMASVILLE, GA.

Fine prices are offered, stringers bringing from $35 to $40 a thousand feet and other timbers in proportion. Crossties for the same work are also commanding fine prices. Many carloads are being shipped from here and nearby stations in the county and adjoining ones, wherever a carload of lumber can be found.

Central Southern News

Memphis, Tenn., Aug. 1.—The Gayoso Lumber Co. has bought a tract of more than 1,000 acres of hardwood timber near Philipp, Miss., containing more than 25,000,000 feet of hardwoods, principally oak and gum. This firm operates a large band mill in New South Memphis, and the timber on this property will be brought to Memphis, where it will be converted into lumber. It will be necessary to build a railroad several miles in length to facilitate the development of this timber, and this will be done with comparatively little delay. The Gayoso Lumber Co. has, during the past two or three years, been a conspicuous buyer of timber lands in Mississippi, as well as of hardwood logs in the open market.

MEMPHIS, TENN.

A. N. Thompson & Co., with headquarters at Memphis, have announced plans for the removal of their hardwood mill from Yazoo City to Patosi on the Silver City branch of the Yazoo & Mississippi Valley line of the Illinois Central. It will require several weeks to remove this mill and set it up in its new location. The company has recently acquired several thousand acres of hardwood timber lands in the section tributary to Patosi and the change in the location of the mill.

The Baker Lumber Co., with offices at Memphis, has announced, through F. E. Gary, a reduction of the capital stock to the nominal sum of $1,000 and the sale of its band mill at Turrell, Ark., to the Lyon Co., near Jacksonville, Fla. The organization will be kept intact, but the company has cut out all of its timber in the territory tributary to Turrell.

* * *

Laurel, Miss., Aug. 5.—The new manufacturing plant of the Finkbine Lumber Co., located midway between Laurel and Jackson on the Gulf and Ship Island railroad, began operations August 1. The company has sufficient timber to insure a run of fifteen or twenty years.

LAUREL, MISS.

The town of D'Lo, which has sprung up adjacent to the new industry, is described as the "wonder city of Mississippi." Less than a year ago the place consisted of a country store, a small frame depot and a water tank. Today it is a model town of perhaps 1,500 inhabitants, with graveled streets, fifteen or twenty brick store buildings, a modern hospital, a magnificent club building and numerous handsome bungalow homes. It boasts of a weekly newspaper and two picture shows, and the foundation is being laid for a handsome and commodious school building. Two church congregations have been organized and will erect buildings at an early date.

Middle States News

Buffalo, N. Y., Aug. 8.—Buffalo has been unfortunate in having two lumber fires during the past month, one of them destroying $150,000 worth of lumber at the yard of the Atlantic Lumber Co., on July 22, and the other causing a loss of $20,000 to the City Lumber Co., whose yard adjoins. The former company does a large wholesale business on Seneca street and a number of other large yards are in the same vicinity. These all escaped, except the City Lumber Co., whose property was destroyed by sparks from the other blaze. At the Atlantic company's fire the lumber burned was all of high grade, mostly mahogany, cherry and walnut. The big shed containing this stock was totally destroyed. Several million feet of lumber was untouched, so that Manager K. L. Ab-

BUFFALO, N. Y.

Knowing

vs.

Guessing

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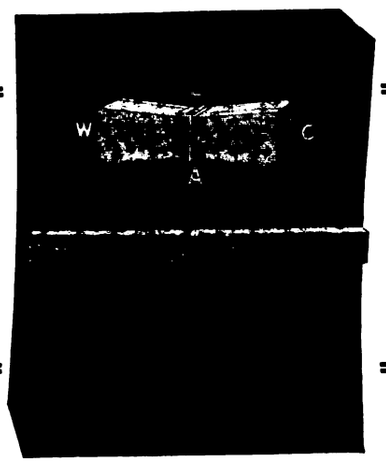

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bott is able to continue business without interruption.

The city has a plan to repair the wood-block pavement recently laid on Chapin Parkway, which proved unsatisfactory to property-owners, and it is thought that if an agreement can be reached with the latter the expense of putting the pavement in shape will not be great. An expert recommended to the council that all the wood blocks be relaid in a mortar bed and that a bituminous filler be used.

Inland Empire News

KALISPELL, MONT.

Kalispell, Mont., Aug. 6.—With the approach of harvest, the mill men of western Montana are experiencing some difficulty in securing competent help for their lumbering operations. It is generally conceded that there will be a scarcity of labor a little later on that will seriously affect the operations of the lumber industry.

B. J. Boorman, president and general manager of the Boorman Lumber Co., Fortine, Montana, has been in the district from Great Falls for the past two weeks, looking after his manufacturing interests. Mr. Boorman states that crop conditions in eastern Montana are excellent, and that unless something unforeseen happens, a bumper crop will be harvested.

W. R. Ballord, manager of the Somers Lumber Co., of Somers, transacted business in Kalispell this week. He stated that their saw mill was running on a day and night shift, and that he had sufficient logs in their storage pond with which to operate as long as the season will permit.

The Kalispell Lumber Co. has begun operations at Essex, Montana, where it recently constructed a new saw and planing mill.

* * *

LIBBY, MONT.

Libby, Mont., Aug. 5.—The Libby Lumber Co., Libby, Montana, is operating its saw mill on a day and night shift, and is turning out approximately 260,000 feet per day, of 20 hours. The company has a well balanced stock on hand, consisting of about 30,000,000 feet, most of which is in splendid shipping condition.

The Eureka Lumber Co., Eureka, Montana, has completed its log drive on the Fortine and Graves Creeks, and has succeeded in getting enough logs with which to operate on a day and night shift late this season. The company has enjoyed a splendid business during the entire year, and is now working its shipping department to a full capacity on time and a quarter.

* * *

SPOKANE, WASH.

Spokane, Wash., Aug. 1.—The first seven months of 1916 brought quickened business in all lines to Spokane and the surrounding country. Building permits in Spokane increased more than 100 percent over the same month a year ago. That July was not an exceptional month regarding building activity is indicated by the city's figures for the first seven months of this year, which show that nearly twice as many permits were issued as during a like period last year.

Since the first of the year, when prohibition went into effect, the transactions through the Spokane banks have run up a grand total of $323,094,770, contrasted with $275,383,856 during the first seven months of 1915.

Frank J. Davies, manager of the Rutledge Timber Co., owner of a large new sawmill at Coeur d'Alene, Ida., thirty miles east of Spokane, is in Chicago recovering from a partial operation performed a week ago by the Mayo brothers in Rochester, Minn.

The Inland Empire Paper Co. will have its sawmill at Bonners Ferry, Ida., ready for sawing this week. The company also will commence construction of flume.

Ohio Valley News

CINCINNATI, OHIO

Cincinnati, O., Aug. 8.—One of the biggest lumber mergers of the season was consummated here last week when announcement was made of the amalgamation of the big hardwood lumber firms of Bennett & Witte, of Cincinnati and O. P. Hurd & Co., of Cairo, Illinois. Mr. Hurd, who has been a partner in Bennett & Witte for about a year and a half, recently acquired complete control of the company through the purchase of the interests of Mrs. Bennett. The merged firm will be conducted as Bennett & Witte, with headquarters in Cincinnati, Ohio. They will continue to operate the big Cairo plant.

According to reports read at the annual convention of the Ohio Builders Supply Association, held last week at Cedar Point, Ohio, the demand this year for material used in building work, largely including lumber, was the greatest in years. Not only are factories and factory additions going up in unusualy large numbers throughout Ohio, but dwellings as well and the latter, for the most part, are of the better class, necessitating high grade interior finish. The supply men are well satisfied with the present business conditions, but they would like to have a lien law that would afford more protection; and will probably make a demand accordingly when the next legislature of Ohio convenes.

Building Commissioner Rendig's report for July shows a falling off in the number of permits and the total cost of construction as compared with July a year ago. The first seven months of the year, however, show a slight increase over 1915 in the number of permits, although the total cost is less.

Local mahogany importers and furniture circles were greatly interested in the announcement from New Orleans that a new company has been organized to engage in the lumber carrying business between New Orleans and Colon, Panama. Six vessels already have been purchased or chartered under the name of the San Ramon Steamship line.

Gulf Coast News

GULFPORT, MISS.

Gulfport, Miss., Aug. 1.—Deeds involving the transfer of a site valued at $40,000 and donated by the citizens of Gulfport has been delivered to the attorneys of the Edward Hines Lumber Co. It is stated that with the approval of the legal department of the Hines company of these deeds, work on the site of the mill and preliminary work as to yards of the big plant will be put in operation.

Investigation is being made of titles of additional land for the establishment of a paper mill and box factory, which plants will also be operated by the Hines company in conjunction with the waste material from the sawmills of the concern. The plants are to be built together.

* * *

BEAUMONT, TEX.

Beaumont, Tex., Aug. 7.—That Beaumont is being recognized as a deep water port is indicated by the vast volume of tonnage already being handled through this port. Railroads entering this city for several months have been handling on an average of 900 cars a month, equaling about 36,000 tons, or thirty cars a day, averaging forty tons to the car, or 1,200 tons every twenty-four hours.

Regardless of the shortage of cars there has been a heavy movement of lumber through Beaumont the past month. One concern alone shipped 600 carloads of yard stocks to this city for export and another firm hauled 150 carloads to Beaumont and loaded it aboard ship for shipment to Mexico. All of these shipments were attracted to Beaumont by the waterway.

During the month of August one shipment of 1,500,000 feet of yard stocks will be shipped from Beaumont by J. C. Morris & Co., of New Orleans, and a large cargo of timber will be shipped to some foreign country by the Standard Export Lumber Co. The dates of the arrival of these vessels will be made public later. The coastwise shipment to be made by Morris & Co. will be the first made from Port Beaumont since the waterway was opened.

The steamship Keechi with the barge Ankla in tow, carrying about 400,000 feet of lumber, sailed Saturday for Tampico. She will return as soon as possible and will tow two barges loaded with lumber Co. The dates of the arrival of these about 700,000 feet. This will be the first cargo carried to Cuba by this company.

Northern States News

MARINETTE, WIS.

Marinette, Wis., Aug. 7.—At both Marinette and Menominee the lumbermen are operating under a serious handicap, mainly owing to the scarcity of labor. There has been a prolonged strike at many of the lumber plants as well as at the machinery plants in both cities. For a time

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nearly every industrial plant in the two cities was shut down.

The J. W. Wells Lumber Co. and the Spies-Thompson Lumber Co. plants at Menominee have recently started, however. The Sawyer-Goodman plant, at Marinette, was shut down only three days and is running full.

Manager Charles A. Goodman, of the Sawyer-Goodman Co., says that he could do a lot more business if he had more stock on hand, but unfortunately his assortments are broken and he is not especially attracted by current prices on many items and is disposed to hold his lumber for better prices. Charles F. Rea, sales manager of the company, is at a sanitarium in Michigan. Mr. Rea was taken ill suddenly while returning from the recent meeting of the National Hardwood Lumber Association in Chicago and has since been under the care of a physician. His friends are hoping for his early restoration to health.

The settlement made by the J. W. Wells Lumber Co. with its employees stipulated "open shop" and notices posted about the plant state that the company makes no distinction between union and nonunion men in its handling of the labor problem.

M. J. Quinlan, manager of the Menominee Bay Shore Lumber Co., at Soperton, Wis., is intending to make an eastern trip, comprising Montreal and other Canadian and New England cities. His daughter, Miss Edmire Quinlan, has recently been visiting friends in Marinette and Menominee and is expecting to accompany her father on his eastern tour.

* * *

OSHKOSH, WIS.

Oshkosh, Wis., Aug. 7.—The extremely hot weather has affected manufacturing and trade conditions in this market to some extent, but the sash and door industries, generally speaking, are well provided with orders and are running on a satisfactory basis of output.

E. S. Richmond, of the Morgan company, has been recently on an extended automobile trip, accompanied by his family. Their destination was Whitewater, Wis.

O. T. Swan, secretary of the Northern Hemlock & Hardwood Manufacturers' Association, this city, is spending a little time in the west on a vacation. Mr. Swan left town early last week accompanied by his wife and daughter, going west with them as far as Omaha, whence they proceeded on to Colorado Springs and Clifton, Colo., for an extended visit. Mr. Swan returned by way of Iowa points, and is now visiting his boyhood home at Atlantic, Iowa.

M. O'Brien, of this city, who is now looking after the sales in this territory for the Sawyer-Goodman Co., of Marinette, attended the Cort theatre in Chicago as the guest of Manager Herrmann, an old friend of his, at the initial presentation last Saturday evening of the new farce, "Fair and Warmer," which is creating a great hit wherever it is produced.

Advices regarding the effects of the big storm last week on the crops in this territory are rather conflicting. Many fields of oats were blown down, but it is not believed that the crop was materially injured, as much had been already harvested.

* * *

ESCANABA, MICH.

Escanaba, Mich., Aug. 7.—Lumbermen in this territory complain of a considerable scarcity of men and operations are therefore greatly restricted. R. E. McLean, general manager of the I. Stephenson Co., states that the plant is considerably handicapped, especially in the woods operations, as many of his employees have gone into the harvest fields and others have found employment in the mines and other gainful occupations which are booming as the result of the war. Owing to this cause he was forced to shut down the plant two or three days last week for lack of logs. He has a fair assortment of lumber on hand and the maple flooring factory is running full.

Henry M. Stack, secretary and manager of the Stack Lumber Co. at Masonville, has made some fair sales lately and says that he is in easy shape as regards orders and shipments. The company has about 14,000,000 feet of lumber on the yard, a part of which is sold, but its plant is running on regular time and with a full complement of men. Mr. Stack has on hand a good supply of balsam lath, which he is desirous of moving and on which he will make favorable quotations.

The Northwestern Cooperage & Lumber Co., Gladstone, is running in good shape and finds a ready market for its maple flooring as well as its cooperage and other lumber products. It reports an insistent demand for clear maple flooring. J. D. Staple, secretary and manager of the company, is at present on a vacation and intends to return next week.

The Von Platen Lumber Co., at Iron Mountain, is running on full time, although Manager M. J. Fox says that it is somewhat difficult to keep a full crew in the woods and at the mills. In Mr. Fox's opinion the general shortage of labor throughout the north is going to help the lumber market very materially before winter. He thinks that manufacturers are making a great mistake in selling their No. 3 common at anything like present prices, as there will undoubtedly be a shortage in the season's output of lumber and No. 3 is sure to move out rapidly. Box makers are already sending out feelers on the price and location of desirable stocks.

The Escanaba National Bank, of which J. K. Stack, of the Stack Lumber Co., is president, is erecting an unusually handsome bank structure a block west of the present location. It is to be of light stone and will be a highly ornamental addition to Escanaba's business section.

Pacific Coast News

SAN FRANCISCO, CAL.

San Francisco, Cal., Aug. 5.—The Standard Lumber Co. has purchased a tract of pine timber near Sonora, Cal., paying $34,500 for 480 acres. The Hicks-Hauptmann Lumber Co. of San Francisco has sold four of its lumber carrying steamers to the Fair-Moran Steamship Co. for $350,000.

The Burns Lumber Co. is making a cut of 60,000 feet a day at its plant at Castella, Cal., and a railroad is being constructed into the woods. The box factory will not be opened until a later date.

The Arbiodela company of Porterville, Cal., has decided to commence the cutting of eucalyptus on its property near Pixley.

The sawmill of O. F. Phippen & Sons, near Forest, Cal., is being remodeled and will be placed in operation shortly.

The Quincy Lumber Co. is making a heavy cut of lumber this year at its plant at Quincy, Cal., under the management of W. Y. Stoddard. The plant is being operated on a twelve-hour schedule and it is planned to keep this up for at least six months.

* * *

TACOMA, WASH.

Tacoma, Wash., Aug. 5.—Building permits in Tacoma for July showed a gain of 166 percent over the figures for July, 1915. There were 112 permits issued during the month calling for an expenditure of $81,936. Last July there were eighty-eight permits issued calling for the expenditure of only $31,161. The 1916 permits have exceeded those of 1915 in every one of the first seven months of the year.

Work on the new improvements at the plant of the St. Paul & Tacoma Lumber Co. is progressing rapidly. The big new boiler house is almost completed and the feed house, which will supply steam for the plant of the Carstens Packing Co., one of Tacoma's large industries, is also nearly finished. This last improvement is one designed to put to commercial use the waste from the mill and is one of the most important projects of its kind ever undertaken in the Pacific northwest.

The old East Tacoma mill, situated on Commencement bay, directly opposite the city, has been sold again to Frank A. Leach and F. H. Skewis, who plan the organization of a new lumber company.

* * *

SEATTLE, WASH.

Seattle, Wash., Aug. 5.—L. S. McIntyre has been appointed traffic manager of the West Coast Lumbermen's association to take the place of F. G. Donaldson, who recently resigned. Mr. McIntyre for the last three years has been chief clerk to Frank D. Burroughs, general freight agent of the Chicago, Milwaukee & St. Paul railroad. He has been in the service of the Milwaukee line for seven years, since leaving a clerical position with the Gulf & Ship Island Railway Co. The traffic department of the association recently was removed to Seattle from Portland.

The largest silo ever constructed is being manufactured by the Union Lumber Co. at Union Mills, Wash. The silo will be 80 feet high and 50 feet in diameter, and will be shipped to a Texas farm.

The Weyerheauser Lumber Co., of Everett, and the Three Lakes Lumber Co., of Three Lakes, will furnish 1,000,000 feet of 2x6 wood pipe staves for the construction of Everett's new water system.

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LUMBER WORLD REVIEW

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The Current Trend of the Lumber Market

General Market Review

Conditions generally have improved. The lumber industry has displayed a more settled condition during the last three weeks and the movement is more regular, even if it has not increased greatly in volume. This was brought about largely through a general curtailment of production in all sections of the country, led by the yellow pine manufacturers. At the same time orders have shown a pronounced gain and this has imparted a feeling of substantial confidence in the general market.

There is a much better tone in many of the consuming industries, especially in the wooden box industry, the furniture manufacturing industry, the retail trade and the interior finish trade. The scarcity of labor at the mills of Wisconsin, Michigan and Minnesota has resulted in an enforced curtailment of output, amounting in many localities to as much as 50 percent, although the average is probably nearer 25 percent.

One feature that is now receiving considerable attention at the hands of the mill men is a probable scarcity of lumber for late fall and winter trade, and especially the prospect for a greatly increased consumption of No. 3 grades. No. 2 and better grades are none too plentiful at the moment, while No. 3 comprises, in both Michigan and Wisconsin, fully one-half of the entire hardwood stock on hand unsold. It is reported that the box makers are making inquiry for stocks and that the prices now quoted them are evidently above their ideas, as they have not as yet purchased heavily. However, there have been some deals recently effected of a few hundred thousand feet and it is naturally expected that the box manufacturers will realize the seriousness of the situation and close contracts for needed material soon.

A few disagreeable features are to be faced, some of which may prove to be more serious than now foreshadowed. There is, for instance, a probable scarcity of freight cars and the prospect of a general railroad strike—which, happily, is not imminent—the damage caused to the western crops, the general unrest prevailing in labor circles, the excitement of the presidential campaign—which invariably halts business—and a few other things of greater or lesser importance. The fact is that so many things have occurred to impair trade confidence that little attention is paid to happenings now which in ordinary times would have produced a smash. In view of this, it may fairly be considered that demand will continue in good volume and that there will be the usual revival of business along toward fall.

NORTHERN AND WESTERN PINE.

There is no serious or decided change in the demand for soft pine in any locality. The product of the northern mills is being materially curtailed this season and millmen are not worrying as to any excess of supply over the demand this fall. Factory stock is in fair demand and the trade is buying steadily at prices that may be regarded as reasonable. There is a larger demand for low grade northern pine than any of the other grades and manufacturers are well satisfied as to an improved business in this line in the fall. In the west there is a considerable curtailment in manufacturing and orders are in good volume, being considerably ahead of the ability to ship. Stocks are in poor assortment and prices are in line with previous quotations.

SOUTHERN PINE.

According to the latest information at hand, the yellow pine market is in a materially improved condition. At the same time there has been some lull because of excessively hot weather and the hearts of the retail lumbermen in the western territory have been kept in a flutter by alternate encouraging and depressing reports of the crops. At latest reports, however, the corn crop, generally speaking, was in splendid shape, but several of the crops will not be as [illegible] as was indicated by the report a month ago, though there will still be an adequate supply of both corn and wheat, while the oats crop is one of the largest in recent years. All these things doubtless exercise more or less influence on the southern pine situation. The scarcity of cars and the possibility of a railroad strike can hardly be considered reassuring factors.

Orders show a wonderful increase and the market has already responded by an advance of from 50 cents to $1 on several staple items, while there are some who predict a $5 better price in September. Railroad buying is not heavy, but shows considerable improvement.

NORTHERN AND SOUTHERN HARDWOODS.

Hardwood men are in a state of mind, so to speak. Their stocks are not heavy and they are anticipating a considerable movement this fall. One of the chief features of the situation, in both north and south, is the heavy predominance of low grades in stock as compared with upper grades. As far as can be learned, this is a common feature in both localities and in consequence there is a good demand for firsts and seconds and a better demand than has been seen heretofore for No. 1 and No. 2 common. Holders are more and more inclined to hold their No. 3 for better prices. They had felt somewhat discouraged for a time because of the heavy proportion of No. 3 in their stock reports, but owing to a considerable reduction of product, this is not likely to prove a troublesome factor much longer. Recently box makers have made inquiry and there seems to be a general improvement in that industry, so that the future of low grades seems to be well protected. The furniture lumbers are perking up because of the good showing made at the several expositions in Chicago, Grand Rapids and elsewhere, and the consensus of opinion is that sales will be much more active in this direction shortly.

Among northern woods there is pronounced scarcity of flooring stock in maple, several large concerns reporting that they have nothing whatever to offer. One manufacturer states that in looking over his stock sheets last week he found that he had only four carloads of lumber that he regarded as marketable product. Others reported stocks of hardwoods materially depleted.

The southern woods, particularly oak and gum, are held at good figures. There has been, in fact, but little oak of good quality to offer and this is quietly absorbed. Red gum is selling better relatively than almost any other wood and is especially in good position considering the general state of the market and the indisposition to buy during the torrid season. The furniture and automobile manufacturers are buying more heavily and the box men are taking hold of the low grades. There is, in fact, a pretty fair movement of red gum in all grades and into many channels of business. A fair demand exists for quartered white oak, in which stocks are low. Probably $82 is a fair quotation for firsts and seconds in Chicago territory and $55 for No. 1 common.

Birch is the leader in the northern field and stocks are in active request. The latest quotations on birch, as indicated at the recent meeting of manufacturers at Milwaukee, are $42 for firsts and seconds, $22 for No. 1 common, $14 for No. 2 common and $11 for No. 3 common. There is quite a disposition, however, to hold out for $24 to $25 for No. 1 common, and prices on that grade are likely to show an advance. Soft elm is held at about $36, $25, $17 and $14, on the same grades quoted above.

CYPRESS.

Dealers and mill representatives in this territory report a very satisfactory inquiry for cypress, but say that the demand is hardly more than nominal, owing to the excessively hot weather and the uncertainty in regard to the crops. However, there seems to be a very general idea that the crops will turn out at least around an average volume, in which event good retail trade is always to be looked for. Lately the demand in cypress has been mostly for mixed cars and this naturally for retail disposition. Factories are buying some, but not heavily just now. There is some complaint already felt as to the car supply, but serious troubles have not yet been experienced at the cypress mills, generally speaking.

HEMLOCK.

There is a strong sentiment visible in hemlock circles, and while Chicago demand is only moderate, that from country yards is really much better than had been expected. The recent hardening of the yellow pine market had generated a corresponding feeling among the hemlock manufacturers and distributers and it is felt that both of these competitive woods will score a considerable gain in price before the present tendency is checked. Prominent lumbermen asserted recently that had it not been for the systematic advertising of hemlock already done, the price today would be $2 lower than it is. Stocks in the north, according to recent reports, are barely more than half of what they were at this time last year.

SHINGLES AND LATH

A definite improvement is seen in the demand for red cedar shingles, and while prices have not yet responded materially, there is a much better feeling and some strengthening of values. It is reported that barely 60 percent of the shingle producing capacity is in operation and that cedar logs are scarce and are firmer in price. One of the reasons given for the falling off in production is the scarcity of labor. The latest prices reported by local wholesalers are $3.11 for clears and $2.65 for stars. There is a fair demand for northern white cedars and these are quoted at previous figures. Lath are in continued good request and there is a pronounced scarcity of No. 1 hemlock or No. 1 mixed at most northern points.

Middle States Markets

NEW YORK, N. Y.

We have received this report from the metropolitan district: "While the market for the month of July was unsatisfactory because of rainy weather and unsettled labor questions, it improved toward the end of the month and August has opened with more favorable conditions. Prices are still unsatisfactory but inquiries and orders are very encouraging and indicate normal business throughout the fall months. Much heavy construction timber and lumber will be in demand.

"Hardwoods are moving well, and prices are firm. Birch, oak, thick maple and ash are in the lead. Yellow pine is firmer in price than two weeks ago and is moving better.

"Western woods are in fair demand."

* * *

PHILADELPHIA, PA.

A lumberman sends the following report of market conditions in Philadelphia: "The lumber market is lively and building active, and lumbermen generally encouraged to expect an excellent fall trade.

"The retail yards are buying well and the railroads and industrial plants are buying more heavily than in several months.

"Hardwoods are in good demand and prices are somewhat stronger. Plain and quartered oak in red and white lead in demand, and ash, maple, bass, birch and gum strengthening in demand.

"White pine, hemlock and spruce are active and selling at good prices, and cypress has been unusually good.

"Yellow pine and North Carolina pine are still unsatisfactory in price but dealers in both woods report an upward tendency."

* * *

BUFFALO, N. Y.

A correspondent well posted on lumber conditions sends the following: "The lumber trade is showing little change in volume from a month ago. Things are going along about normally in the building line in this city and woodworking industries are busily employed, so far as the scarcity of labor will permit. As a rule the wholesalers are now adding to their stocks in an-

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ticipation of early improvement in business and a good fall trade is looked forward to.

"The report from yellow pine dealers is that conditions are more favorable on account of the curtailment at the mills. It is said that stocks in the south have been much reduced, so that the mills are now asking about 50 cents to $1 more for stock than a few weeks ago. It is difficult to get much advance in this section, because the quantity of stock moving just now is small. Retailers are not doing much in country districts, as the farmers are now quite busy with their regular work. The crops have turned out better than was counted on at one time, so the future looks brighter for retail lumbermen.

"A fair amount of hemlock is moving and business is being taken at about the same prices as a month ago. Assortments in local yards are better now than for some time, as lake receipts have been on a fair scale.

"White pine has been about holding its own. In the building grades not much is being done, but pattern stock is in better inquiry than a year ago and prices hold firm.

"In the hardwood trade conditions are not much changed from a month ago. Yards are not putting out much stock, though trade is about seasonable. The high-priced woods, like mahogany and walnut, are stiff in price. Oak, maple and ash are the best sellers at most yards at present."

Central Southern Markets

We have received the following report of trade conditions in Memphis: "The demand is already appreciably better than during the past few weeks and a further expansion is confidently expected. More inquiries are being received than for quite a while and more business is resulting.

MEMPHIS, TENN.

"The call is increasing for oak in both the higher and lower grades and prices are rather more favorable.

"Plain and quartered red and white oak in the higher grades have been showing a fair movement for the past few weeks, but the common grades have been extremely slow.

"There is a very satisfactory demand for gum in both the higher and lower grades. Red gum is particularly wanted, while sap gum is eagerly purchased, especially in thick stock."

* * *

A manufacturer of Mississippi writes us as follows: "From a statistical standpoint, the market situation is very promising. Shipments are going out much faster than lumber is being produced, causing a reduction in stocks at the mill which, of course, has a tendency to stiffen prices somewhat.

ARBO, MISS.

"We feel that we are just entering on a period of market activity, and that the spring "farm" demand in the north, which did not materialize, will this fall be greater than ordinary. As we see the immediate future, the market conditions will be continually better from now on; especially if the Mexican situation clears up.

"We understand large quantities of low grade stock are moving into the southwest for governmental consumption in the way of housing the troops along the border, and this should further react to better the market, we believe, and the market should continue to improve, rather than decline. This improvement is already evident in both prices and demand."

Southwestern Markets

A correspondent sends this report of the Kansas City market: "The good trade in yellow pine continues here. Prices have strengthened fully 50 cents in the last ten days throughout the yellow pine list. Many manufacturers refuse to make the concessions which started the buying movement two weeks ago, and find that they get the business in as large quantities as they can handle at the later and higher quotations.

KANSAS CITY, MO.

"While most of the business is coming from the larger line yard concerns, small operators are again sending in scattering orders and a general buying movement seems to be starting. Local wholesalers are getting their order files about as full as they want them, which accounts for the stiffening in the price. While the railroads have been buying fairly liberally in some cases that department of the business is still far from rushing. A good sized government order is among the larger purchases of yellow pine reported here. A Kansas City firm is said to be sharing this order with a New Orleans concern, and the material is to be used in the Panama Canal Zone.

"West coast goods are selling only moderately well in this market but prices are firm. The hardwood trade is seasonable. Cypress is in good demand at firm prices."

* * *

A well known lumberman of St. Louis has this to say of the market: "Considerable business is being done during the last ten days, the demand coming chiefly from the country yards though the railroads and car factories are placing some orders. Prices have advanced 50 cents to $1 a thousand, with prospects of further increase within a short time.

ST. LOUIS, MO.

"The hardwood trade is brisker than it was two weeks ago and prices remain firm. Oak is in good demand, with gum a good second. The demand for car timber is better, and the outlook for the fall trade is fairly good."

* * *

A well known lumberman of Texas writes us as follows: "Regarding the lumber market, while there is certainly nothing to boast about at the present time, general conditions are very good indeed and we see nothing to stand in the way of a satisfactory movement of lumber the balance of the year at somewhat better prices than we are now obtaining.

REMLIG, TEX.

"The general curtailment that is now being effected has already improved the condition and, of course, this improvement will become more marked as the mill stocks are reduced, and this in itself is bound to be the greatest element of strength in the market.

"The most serious feature with us just at the present time is lack of cars in which to ship our stock, and we believe that we are facing the most serious car shortage we have had for many years. For the month of July we received only about 66 2/3 per cent of cars needed, and the outlook for the present month is even more gloomy. The car shortage should, of course, strengthen the price situation, as it is folly for the mills to take on a heavy order file and not be able to make shipment; but on the other hand a continued car shortage would have the effect of offsetting the curtailment that is now being made by making a correspondent curtailment in the shipments."

New England Market

A lumberman of Boston writes of conditions in the New England lumber market as follows: "The movement of lumber in Boston and vicinity has been seriously interfered with by the labor troubles at the finish mills but this may be counted only delay in business, notwithstanding which hardwoods are in active movement with prices firm. The yellow pine market is somewhat handicapped by the New Haven road's embargo so far as yard stock is concerned, but the demand for dimension is good. Prices have stiffened within the last ten days.

BOSTON, MASS.

"Western woods are in light demand and shingles are steady."

Inland Empire Markets

This report of favorable conditions comes to us from Montana: "So far this year, the mills of this district have enjoyed a splendid business, and all are very optimistic as to the outlook for the remainder of the year. At this time the mills are well supplied with orders and are operating their shipping departments to full capacity. Many are operating on time and a quarter in order to take care of the business being offered. On the whole, prices are quite satisfactory, and indications are that there will be material advances on all items in the near future.

KALISPELL, MONT.

Stocks on hand are about normal, but well balanced as to lengths, widths, and grades, and in good shipping condition. Reports indicate that crop conditions throughout the territory, into which the lumber of this district is marketed, are in fine condition, and if harvested will stimulate an excep-

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The Lumbermen's Headquarters

tionally strong demand for lumber during the fall months."

* * *

An Oregon lumberman writes us as follows of general conditions: "Lumber is a little weaker than it was two weeks ago, but we are receiving a number of orders the last ten days at a fair price and so feel encouraged.

ENTERPRISE, ORE.

"Prospects are brighter for a good fall trade, and lumbermen seem more cheerful."

South Atlantic Markets

A well posted lumber authority at Norfolk, Va., says: "Conditions are so mixed and the situation generally is so unusual that it is difficult to arrive at any definite conclusion as to what the future holds in store for the lumber business. In spite of the heavy diminution in the output of lumber, statistics from various producing centers continue to show that production exceeds orders. The voluntary reduction of output in many sections of the country has been greatly augmented by a forced shut down on account of floods. Meantime in the consuming centers, especially in the north, building operations have been interfered with by strikes, the scarcity of labor and high wages, so that lumber is moving slowly from the yards and new stocks are not in demand. Some of the manufacturers interviewed recently have spoken optimistically of the future and have stated that they note a slight improvement in the situation. Others have noted no change, either for the better or worse, but hope for better conditions."

NORFOLK, VA.

* * *

A manufacturer in South Carolina writes us as follows: "On account of the fearful storm in our territory recently, together with the unprecedented and continuous rainfall for the past thirty days, lumber production has been practically at a stand-still. The same conditions, I understand, have largely prevailed in the gulf states, as far west as Texas, which has curtailed production more than 50 percent, and as a consequence we have experienced some improvement in the volume of business for the past ten days, but none in price.

SUMTER, S. C.

"The market on pine dimension sizes, both long leaf and short leaf, is weak, with probabilities that it will continue so until after the presidential campaign. We are hoping for a record-breaking trade next spring but the conditions from now until then are difficult to size up intelligently or accurately."

* * *

A manufacturer of yellow pine in Florida writes us as follows: "The yellow pine market has been very dull for past three or four months; there has been very little demand for the lower grades, and prices have fallen below the cost of production.

MALONE, FLA.

"However, the south, which always takes a large quantity of low grades during the late summer and fall has begun to buy, and prices on the common grades are already beginning to feel the effects of this demand and of the heavy curtailment in production. Few people other than the mill people themselves realize the extent of this curtailment during the month of July, a part of which has been voluntary, and a larger part caused by the floods and storms, many of the mills being shut down entirely from two to four weeks, and practically none of the mills east of the Mississippi running anything like full time.

"This will certainly have a beneficial effect on prices, and the next thirty days should show a decided improvement."

Pacific Coast Markets

A lumberman of California writes of the lumber market as follows: "The month opens with bright prospects for the lumber business. Now that the longshoremen's strike is over and other labor troubles settled, building has been resumed and the movement of lumber is normal. The number of building permits granted the last two weeks insure a heavy local demand for lumber for the next two months.

SAN FRANCISCO, CAL.

"Receipts of lumber by sea of redwood and fir were the heaviest in many months. Freight rates continue firm and there is an increased demand for schooners for lumber carrying.

"The increase in ship building on the Pacific coast assures a steady demand for wood for vessel structure.

"From all mills in the manufacturing districts come reports of renewed activity."

* * *

Conditions in the Tacoma market are described as follows: "A sudden spurt in orders during the first week in August has revived the hopes of local lumbermen in a return of firm prices, though conditions during the latter part of July were far from satisfactory.

TACOMA, WASH.

"The market during July remained very soft, in spite of the heavy curtailment and the co-operation of the Gray's harbor mills which cut down production considerably. However, early in August the railroads came into the market with orders for car material, the Union Pacific and Burlington roads being the leaders. The Great Northern is also in the market for a large quantity of timbers.

"The demand from the middle west is not as good as was expected, but there is considerable lumber moving from Tacoma to the Dakotas and other farming states. The cargo trade has also improved since the shipping men succeeded in getting their boats loaded, in spite of the longshoremen's strike. Taking the situation as a whole it looks brighter at the present time than it has since early last spring. There have been no changes of importance in the price list.

"Shingles have shown some weakness, though prices have not declined materially, the quotations being $1.50 to $1.55."

* * *

We have received this report from Seattle: "Although production at the mills of the Pacific northwest still is greater than the volume of orders arriving there is a firmer tone to the market. Manufacturers as a rule are expecting a good fall trade, in fact some report that buying for fall already has started. The bulk of the business moving now is of orders wanted for immediate use by the yards of the middle west. This condition is taken to indicate that stocks in retailers' hands are light and considerably broken.

SEATTLE, WASH.

"The price cutting that was indulged in by some mills a few weeks ago is declared to have stopped and quotations are now held on a firmer basis. There is a fair volume of new business coming in, but it is still below normal. Stocks at the mills are in better shape than they have been for many months. It is comparatively easy to get almost any kind of stock needed on short notice.

"The cargo trade shows little change. The balance of unshipped orders for the domestic trade has reached 52,368,498 feet and for the export trade 46,765,676 feet. Tonnage rates and labor troubles are preventing to a large extent the movement of lumber by water. Shipments for the week ending July 29 totaled only 7,689,417 feet.

"The majority of the logging camps of the Pacific northwest are closed, but it is expected that this month will see many of them resuming operations. There is said to be no surplus in the water and with expected increase in buying this fall it is felt there will be a good demand for logs.

"Red cedar shingles are slightly firmer owing to an increase in the demand. It is not felt, however, that this is sufficient to advance the price of clears. The increase in demand has been largely for extra stars which by some brokers have been advanced 5 cents, making them $1.55 and clears $1.90."

Ohio Valley Markets

A correspondent well posted in trade conditions in Cincinnati: "The hardwood situation in this section probably shows more strength and good color than the other woods and in comparison the amount of business is good, although the demand is not increasing any at present and at the best is only fair. Prices are holding up firm against adverse pressure, prospects for the big season of building after September 1, causing the dealers to maintain a stiff upper lip. Little price cutting is reported and what is going on in this respect has little or no direct bearing on the general market.

CINCINNATI, OHIO

The large attendance at the furniture exposi-

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tions has quickened the pulse of the manufacturer and in consequence the demand for the various grades of oak and gum is somewhat improved. Likewise, the furniture concerns are consuming good quantities of walnut at present. The call from this quarter and from the automobile manufacturers probably keeps up the best of all.

"Common white oak in the No. 1 and 2 grades has gained considerably within the past three or four weeks, while there have been few instances of any slumps in the hardwood list. Gum is moving in good volume for this season of the year and commanding nice prices. Birch stocks are getting low, while the demand is increasing, consequently the price list may be expected to rise soon.

"Maple is moving nicely, especially in flooring grades and prices are being maintained rigidly. Poplar and ash have not been moving very satisfactorily of late, their principal call coming from the automobile concerns.

"Cypress is moving pretty freely in factory channels, with prospects of a big building boom soon holding up prices.

"Shingles and lath are scarce, movement is in reduced quantities but prices are not slumping.

"There has been some improvement in yellow pine. Line yards are buying more freely."

* * *

LOUISVILLE, KY.

A correspondent sends us the following satisfactory review of conditions in Louisville: "Business is exceptionally good for this season of the year, and there is every indication that fall trade will be active. Consumption is ahead of normal in many lines, and inasmuch as lumber production has been seriously curtailed on account of bad weather conditions, labor shortage, etc., the technical position of the market is strong, so that higher prices may logically be forecast.

"Practically every item on the hardwood list is good, walnut, ash, and gum being perhaps the most active movers. Chestnut is also selling well at present, as the lower grades are in good demand for gluing up purposes. Oak is not as active as it should be, though there has been a fair call for plain oak. Quartered stock, however, has been rather draggy, though fortunately prices have been well maintained, and stocks are not unduly large. Those who are making quartered oak in quantity are in a position to hold it, and hence the market is not being demoralized by cut prices.

"Generally speaking, conditions are satisfactory, and hardwood operators believe the remainder of the year will be prosperous."

* * *

EVANSVILLE, IND.

A man well informed on the hardwood lumber situation in Evansville and southern Indiana writes as follows: "The hardwood lumber manufacturers in this section report there has been little or no change in market and trade conditions during the past three or four weeks and no marked change is looked for during the month of August. Things are moving along quietly and manufacturers say that while they are getting some orders and inquiries, there is not much life to the trade. The manufacturers report that they have been able to hold the prices up pretty well and they say they are looking for no radical changes in prices during the balance of the season. There is still a good demand for quartered white oak. Plain oak is not in such good demand. Walnut remains at a standstill. Gum is moving freely, owing to the fact that furniture factories in Evansville, Tell City, Ind., Jasper, Ind., Henderson, Ky., and other cities in this section have been in the market for a good deal of gum. Most of the wood consuming factories in Evansville are operating on full time and have been most of the summer.

"Poplar is in slow demand while ash and hickory are reported fair. River mills report that they continue to get many inquiries for quartered sycamore.

"Veneer manufacturers report a good steady trade with practically all the large veneer plants here being run on full time. Building operations are fairly active and contractors and architects report that prospects are exceedingly bright for August and September. Planing mills have been doing a nice business all summer and the sash and door trade has also been much better this summer than it was during last season. The country yard trade has been the best in many years, according to reports that continue to come in. The situation is very good at this time and both wholesalers and retailers are of the opinion that trade will pick up in September."

Gulf Coast Markets

NEW ORLEANS, LA.

Conditions in the lumber market of New Orleans are described as follows: "Further stiffening of prices indicates a steadily improving conditions in the yellow pine market. Although the past week's production figures are slightly in excess of those the week before, curtailment is still the rule on a wide scale, and is expected to continue to be so until mill men are convinced that all danger is past of an excess output such as has caused so much trouble in the past.

"Orders and inquiry are both on a scale such as was thought scarcely possible a month or six weeks ago. Early week mails have brought in a flood of inquiries from all parts of the east and middle west. This is taken to indicate that yard men are stocking up in anticipation of the unusually early beginning of fall building operations, already in evidence. Building permits in the cities continue to show a healthy increase.

"Little change has been noted in the cypress market during the past week. Demand is fair in all lines, and more yard stock is being bought than usual at this time of the year. Factories are busy in all sections of the country. The buying territory, which was recently confined largely to a few states in New England and the middle west, is now active over a much wider area. Tupelo inquiry is very good, and sales are fair. Ash is receiving a good call.

"Expectations that a serious car shortage will develop with the advent of the crop moving season are believed to have had something to do with the stir noted in the local hardwood market during the past week. There is just a trace of fall activity to be noted in the market, which for some weeks has been experiencing the usual summer dullness, with many of the prominent operators and dealers away on their vacations. Manufacturers are beginning to stock up for an unusually heavy fall run of business that is expected.

"Prices are holding up very well, considering the fact that there has been so little doing as a whole during the summer."

* * *

BEAUMONT, TEX.

From Beaumont comes this report of activity in the lumber business: "If present indications are true, lumber buying in August will be very heavy and prices will be considerably better than they have been in six months, is the opinion of Beaumont lumber dealers.

"July proved a fairly good month, although sales have been light up to a week ago. During the past week many inquiries were circulated by retail yards and a number of good orders were placed. Mills are still cutting down their production and for several days manufacturers have shown a tendency to be reluctant about filling orders, the opinion prevailing that prices will strengthen by the middle of August. In several instances it was noted retailers who ordered two, three or four carloads of lumber, had to be content with half that amount.

"The local retail lumber yards are doing a big business, more than they have ever done at this period of the year, this being attributed to the great amount of building under way in this city."

Northern States Markets

MINNEAPOLIS, MINN.

We have received this report of the Minneapolis market: "Inquiry for white pine has steadily been growing among country yard dealers. This indicates that they are preparing for heavy demands from farmers as soon as the crops are harvested.

"City building operations never before were so big. The city call for yard stocks keeps up.

"Prices have remained at a high level, and additional advances are expected. Most of the pine mills look forward to a fall trade equally as good as was the spring business. All manufacturers are urging that orders be placed in time to avoid a possible car shortage.

"The railroads are expected to make heavy demands for cedar ties when their rail laying crews get to work. Prices have not exhibited much firmness. Country yards are coming into the market for posts and prices may be expected to stiffen rather than decline."

"S. O. S."

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Large and desirable millsite on tide water for sale with above tract, if desired.

Property for sale at reasonable price, and on fair terms to responsible and experienced sawmill operator.

Will correspond and negotiate with principals only.

Address B. B., care LUMBER WORLD REVIEW.

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TO SECURE
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Have 60 day option on mill with 15 miles of railroad contiguous to 180,000,000 feet finest long leaf pine in the South, which can be contracted at $5 stumpage, with ample time in which to cut it.

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WANTED.

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5 first-class, speedy Southern Pine Sawyers. Wages 65 cents per hour. Ideal town to live in. Address C-C, 722 Pullman Bldg., Chicago, Ill.

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This yard is located in the heart of the city, is one of the best organized in the state for handling lumber and fuel at a minimum expense.

Young blood is wanted to expand the business.

References: The First National Bank or any other bank in Appleton.

MILLER LUMBER CO., Appleton, Wis.

WANTED.

Good all-around box mill man. Write, with references. BOX B, St. Maries, Idaho.

SALES MANAGER.

Experienced (over twenty years) sales manager would like to correspond with concern with a view to position as sales manager. Has handled southern pine, white pine, cypress and Pacific coast woods. About 40, married, and will go to any section. Address "MO," care LUMBER WORLD REVIEW.

WANTED—POSITION AS SALES MANAGER.

A qualified sales manager, with yellow pine manufacturing experience, a clean record, with results, ample endorsements from former employers and well and favorably known to the lumber fraternity and has recently completed a special investigation in certain wood industries for the government with a view to trade extension, is now at liberty and desires to re-embark in the selling of yellow pine.

I do not claim the ability to set the world afire, but I can deliver the goods, as I have done heretofore.

Manufacturers know that the dependable man is not to be found every day.

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THE WOOD PRESERVING INDUSTRY.

An interesting advance sheet of the current quarterly number of Wood Preserving, of which Charles C. Schnatterbeck, secretary of the American Wood Preservers Association, is editor, gives the details of an investigation made recently by the Baltimore & Ohio railroad on the economic use of cross ties. For convenience the ties were divided into five classes.

Included under the heading of Class A were the following woods: White oak, burr oak, chestnut or rock oak, cherry, mulberry, black walnut, locust (except honey locust).

Class B: Chestnut.

Class C, the following woods: Red oak, black oak, scarlet oak, Spanish oak, pin oak, shingle or laurel oak, honey locust, beech, hard or sugar maple.

Class D, the following woods: Silver, soft or white maple; red, soft or swamp maple; red or river birch, sweet or black birch, white elm, rock elm and red elm.

Class E, short leaf pine, loblolly pine and sap longleaf pine.

The ties made from the woods named in Classes A [illegible] are used without preservative treatment, while in the other classes the ties are treated. The number of treated ties required on the Baltimore & Ohio railroad annually is 1,121,000 and on the Baltimore & Ohio Southwestern 313,000, a total of 1,434,000. At the Green Springs plant of the system there were treated in 1915, 1,099,538 cross ties. The average cost of treated ties of the first grade in Class C in track is $1.412; of Classes D and E, first grade, $1.37, and second grade $1.112. The estimated life of treated ties in Class C varies from 11 to 15 years for the first grade in main and branch tracks and from 12 to 16 years for grade 2 in other than main tracks. The life of ties in Classes D and E varies from 9 to 13 years for the first grade in main and branch line tracks and from 10 to 15 years for the second grade in other than main tracks. Untreated ties, tie-plated, last about from 7 to 12 years and not tie-plated from 4 to 10 years.

FOREST FIRE PREVENTION ANTEDATES THE REVOLUTION.

Albuquerque, N. M., Aug. 2.—Apropos of the coming danger season for forest fires, District Forester Redington has called attention to a very interesting booklet issued by Cornell University on pre-revolutionary forestry in America. Contrary to the general impression that American forestry is of very recent growth, it is pointed out that such first principles as the prevention of forest fires developed with the first American settlements. Only six years after the Pilgrims landed at Plymouth Rock the colony passed a law aimed to prevent the exhaustion of the local timber supply, and soon after a forest fire law was enacted, prohibiting the setting of forest fires, or even the burning of private lands, except during certain seasons. Similar laws were enacted by the Massachusetts Bay Colony, the New Haven Settlements, the Providence Plantations, Pennsylvania and others at about the same or even earlier dates.

Some of the penalties prescribed were very curious. The law of North Carolina compelled the offender to pay a fine of 25 pounds, or, lacking this, "to receive on his bare back thirty-nine lashes, well laid on." Burning of the woods, the law declared, is "destructive to cattle and hogs, extremely prejudicial to soil, and oftentimes of fatal consequences to planters and farmers by destroying their fences and improvements." Thus again do we learn, says the district forester, that there is at least a modicum of truth in the old saying: "There is nothing new under the sun."

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RESOLUTION INTRODUCED IN SENATE TO INVESTIGATE WAGE CONDITIONS.

Washington, D. C., July 6.—A joint resolution has recently been introduced in the senate by Senator Newlands, of Nevada "to investigate wage conditions on railroads." The resolution which was referred to the Committee on Interstate Commerce reads as follows:

"Resolved, That the Interstate Commerce Commission be, and it is hereby, directed immediately to investigate and to report to the congress as soon as practicable the minimum, maximum, and average wage paid, with hours of service, to each class of railroad employees in the United States, and, so for as they are comparable, the minimum, maximum, and average wage, with hours of service, paid in other industries where similar skill and risk are involved, the relation of wages to railroad revenues, the question of whether railroad revenues based on existing rates for transportation will admit of equally favorable terms to all classes of railroad employees, and any other matter in this connection that the commission may deem relevant."

POMERENE BILL OF LADING PASSED IN SENATE.

Washington, D. C., July 5.—Judge Adamson, chairman of the House Committee on Interstate and Foreign Commerce, has recently reported to the house the Pomerene Bill of Lading bill, with amendments. The bill has already passed the senate. Judge Adamson says in his report in part:

"Our committee has given long and patient attention to the consideration of the bill. It appeared to be a banking bill entirely and not designed to promote nor facilitate transportation, but appeared to be designed to improve banking facilities [illegible] be readily available to shippers cash returns on their shipments. The practice has been long in vogue, but some ten or twelve years ago some irregularities and frauds occurred, which rendered doubtful and uncertain the discounting of drafts attached to bills of lading, so that the National Bankers Association inaugurated a movement to secure this legislation."

LUMBER MARKETS OF THE WEST AND NORTH COASTS OF SOUTH AMERICA.

Washington, D. C., July 26.—Exporting members of the trade will probably be much interested in a bulletin that has just been issued by the Bureau of Foreign and Domestic Commerce, Department of Commerce, on "Lumber Markets of the West and North Coasts of South America." The report was made by Roger E. Simmons.

Among the topics discussed are the domestic lumber resources and industry, the lumber imports and their distribution, the species, dimensions, costs, prices, uses, etc., of imported lumber, business conditions, and suggestions for expanding American trade. Speaking of exports from the United States the letter of submittal says:

"The Douglas fir that constitutes almost the entire amount of United States lumber shipments to Chile and Peru seems to be generally satisfactory in dimensions, measurements, and grading, so that the west coast lumber trade has been conspicuously free from the claims and controversies that have characterized the trade in American pine on the east coast. Therefore Chile and Peru, though a smaller market than Argentina, Uruguay, and Brazil, possess the valuable asset of confidence in United States products and cordiality toward American exporters.

"Ecuador is unique in using practically no imported lumber; but it would offer a promising field if the barriers of a high tariff and certain local statutes could be removed. Practically all the lumber imported by Columbia and Venezuela comes from the United States, but the amounts are small —2,000,000 board feet annually for Colombia, and 3,500,000 feet for Venezuela. The limited use of wood in both countries (the total consumption is only 13,000,000 feet in Colombia and 8,000,000 feet in Venezuela), in comparison with cement and other materials, points to the need of a lumber advertising campaign, through which these markets might be greatly extended."

MAHOGANY SITUATION AFFECTING THE GUM AND WALNUT MARKETS.

Louisville, Ky., Aug. 1.—The mahogany situation contains a number of interesting features at present, and inasmuch as it is affecting the domestic hardwood trade, it is worth consideration.

Leading mahogany concerns report that the supply of logs and lumber available is very small, and prices are being advanced continually, in view of the difficulty of getting additional supplies. With unsettled conditions prevailing in Mexico, it is hard to bring mahogany logs from that district to this country, while as far as African mahogany is concerned, the movement is negligible.

These conditions have had a good effect on the demand for woods like American walnut and quartered oak, which are the natural substitutes for mahogany, and in fact houses like the C. C. Mengel & Bro. Co., of Louisville, which is known as a big mahogany concern, are now featuring walnut. The Mengel company is running its mill principally on walnut at present, and is also marketing large quantities of sliced walnut veneers. There is a strong demand for figured gum lumber and veneers at present, but this is not believed to have resulted from the mahogany situation.

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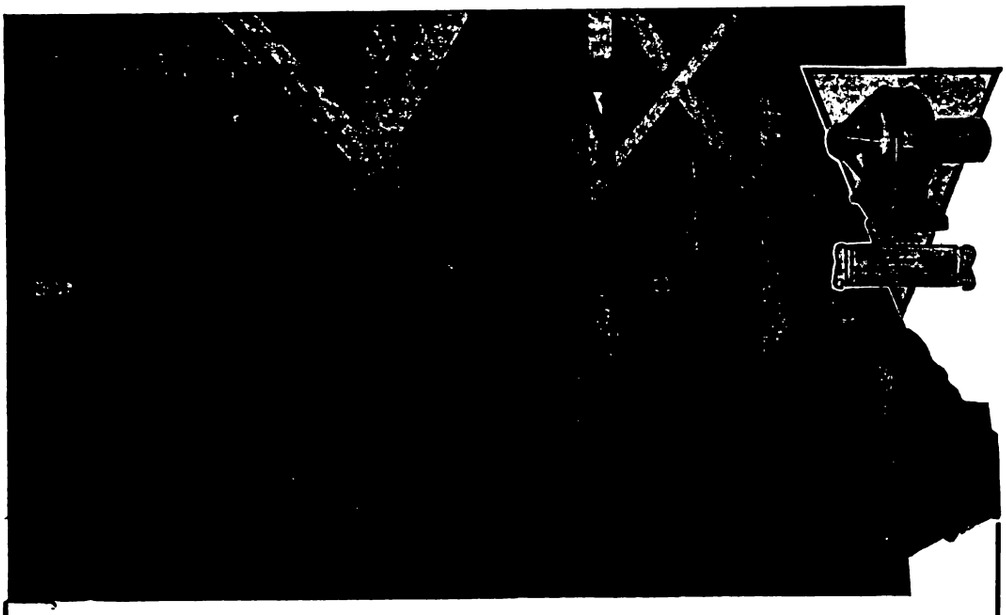

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Great Eastern Lumber Co., Savannah, Georgia.
Great Southern Lumber Co., Bogalusa, La.
Gulf Lumber Co., Fullerton, La.
Hamilton Ridge Lumber Co., Estill, So. Carolina.
Lyon Cypress Lumber Co., Garyville, La.
McNary Lumber Co., Ltd., McNary, La.
Taylor County Lumber Co., Springdale, Fla.

MIDDLE WEST

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Ayer & Lord Tie Co., Carbondale, Ill.
Bliss & Van Auken Co., Saginaw, Mich.
Buckley & Douglas Lumber Co., Manistee, Mich.
Central Lumber & Mill Co., Hammond, Ind.
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Lake Independence Lumber Co., Big Bay, Mich.
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Red River Lumber Co., Susanville, Cal., and Westwood.
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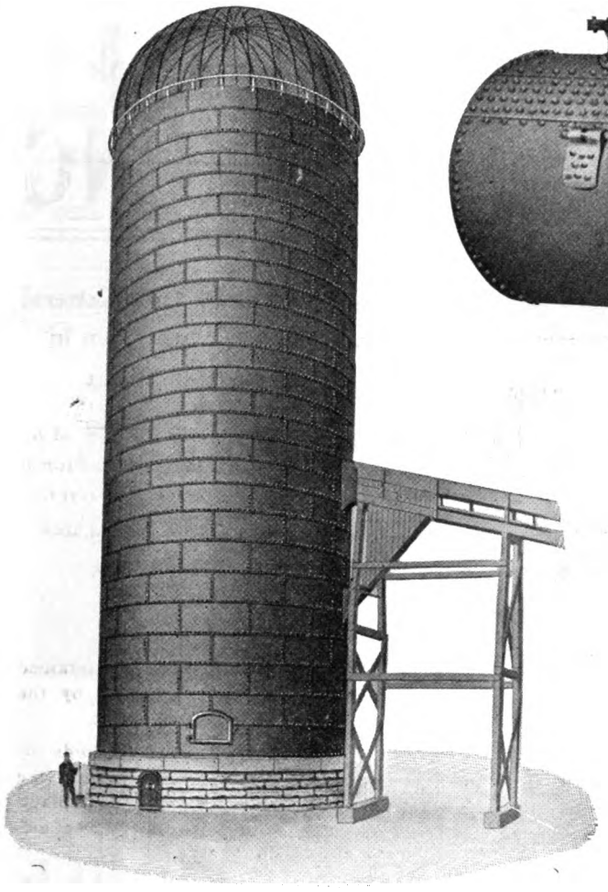

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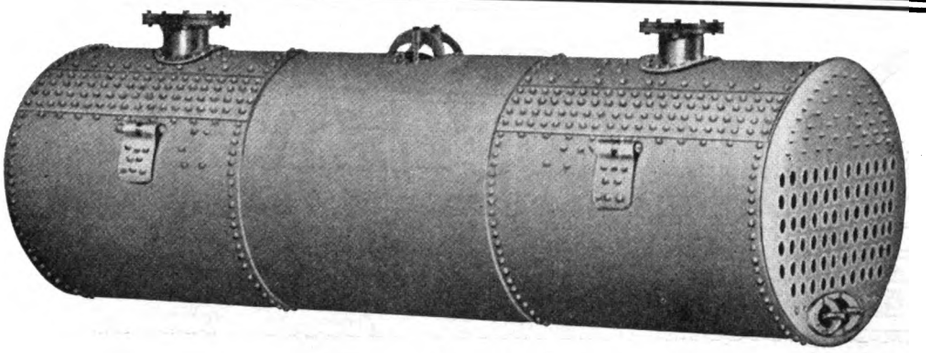

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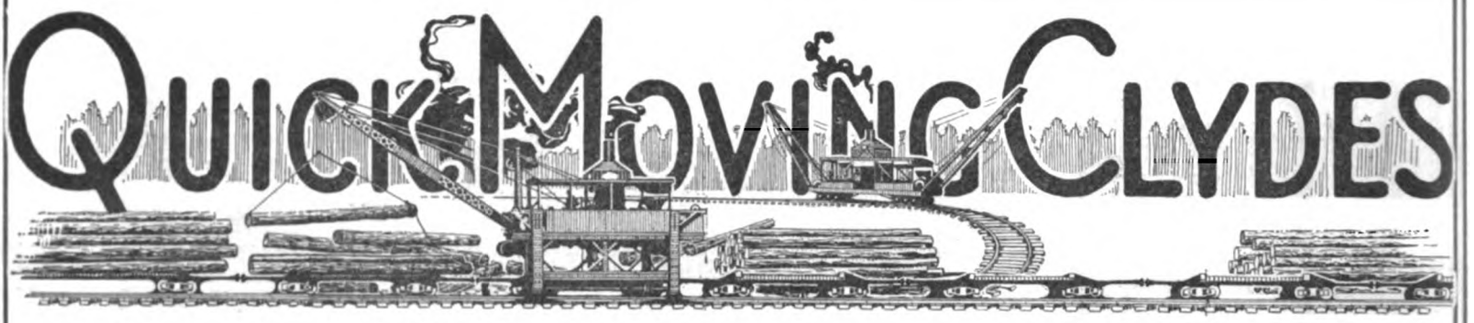
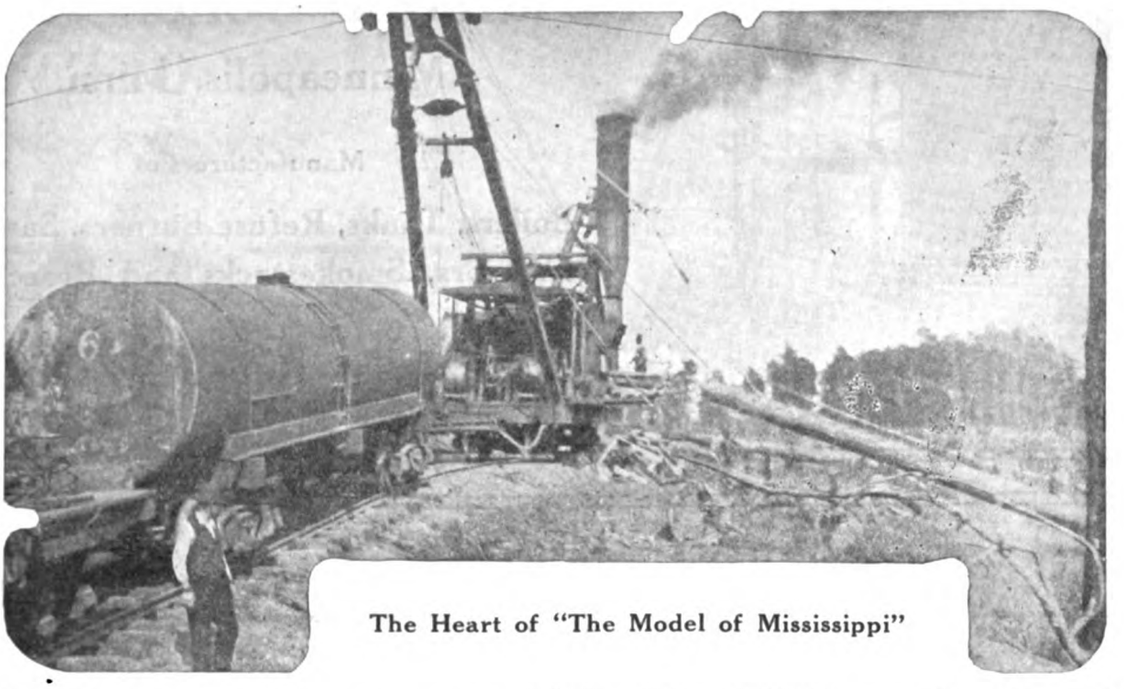


LOGGING LONGLEAF YELLOW PINE



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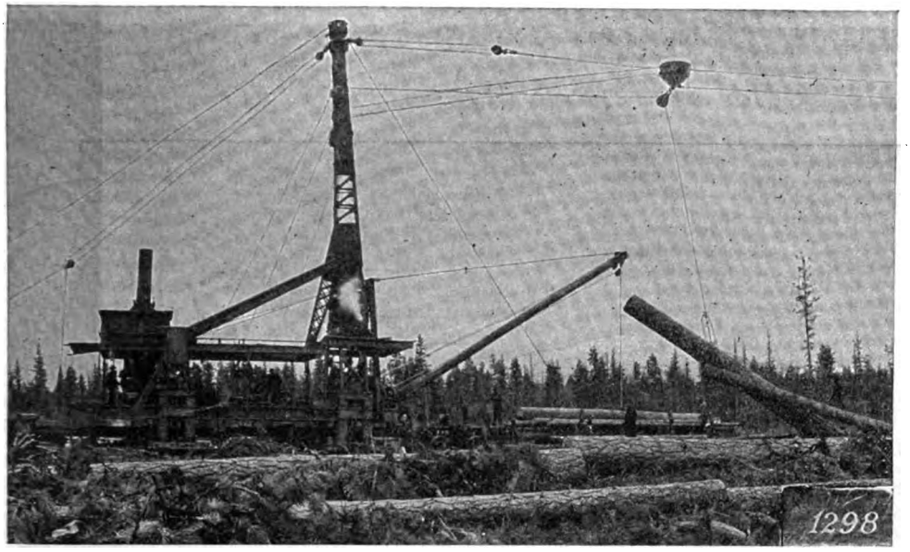
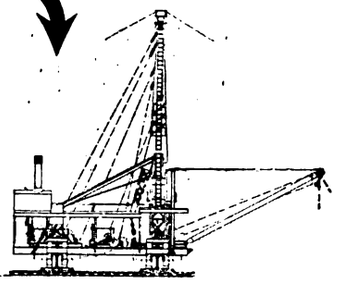
LIDGERWOOD SKIDDERS





The above drawing represents the new Lidgerwood Cableway Skidder with Swinging Loading Boom which is being built for the Shevlin-Hixon Lumber Company, Bend, Ore. This machine will be larger, but of the same type as tney are using at Bend, Ore., shown herewith.

Three Exclusive Advantages OF THE LIDGERWOOD Cableway Skidders

Multiple Skidding Lines. Save time hooking on logs. While one load is coming in, the next load is being hooked on. Skidder runs continuously. Mechanical Slack Puller. Engine pays out slack in skidding line, saves men's time hauling slack and permits side lining to a greater distance than any other machine.

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Covers more ground at each setting than any other machine.

That these are practical advantages and not mere selling points is proven by the fact that the Shevlin interests have just ordered their thirteenth Lidgerwood Cableway Skidder.

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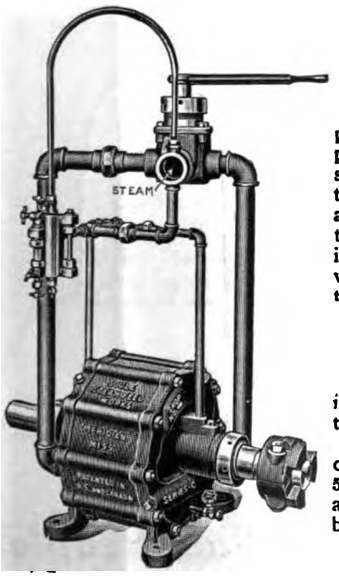
A SOULÉ STEAM FEED will enable you to do this, double up your output.

It has for others, and the increase paid for the machine right now.

See what others say about it. Catalog free.



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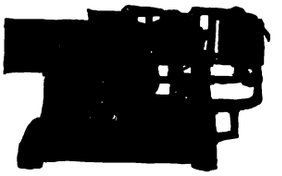

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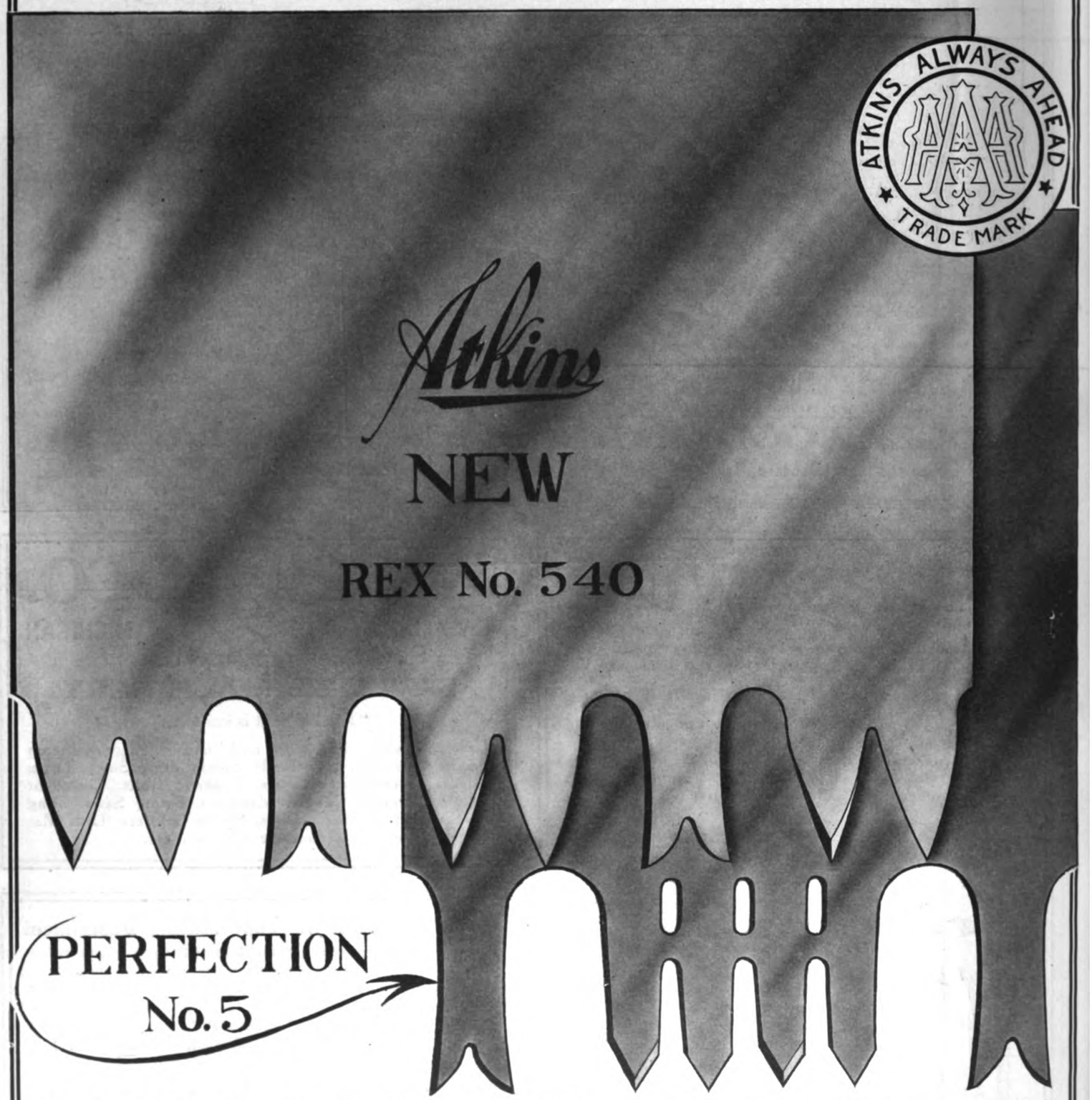

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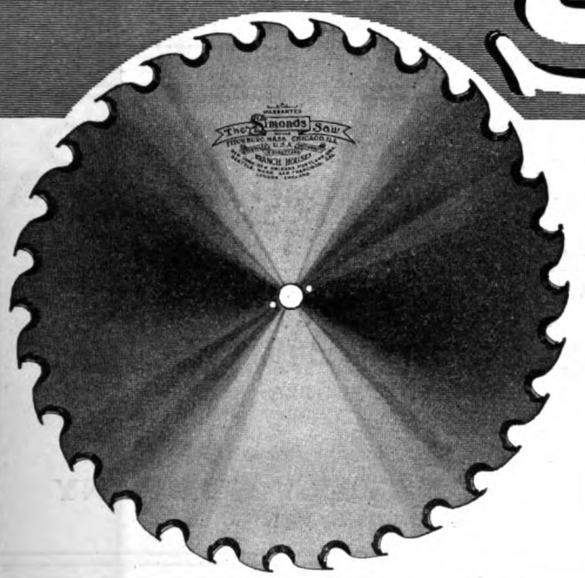
Simonds Inserted Point SAWS



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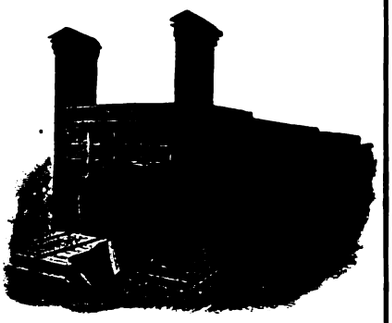

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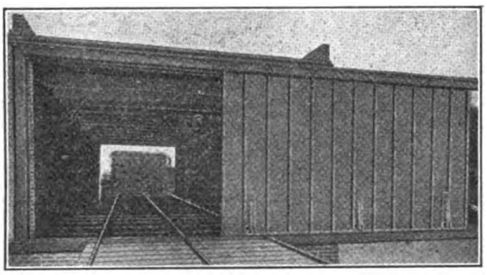

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Lumber Manufacturers Inter-Insurance Assn.
WILLCOX, PECK & HUGHES, Attorney

New York, N. Y. **3 South William Street**
Bailey Bldg. **Seattle, Wash.**

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CO-OPERATION NOT COMPETITION IS THE LIFE OF TRADE

Lumber World Review

THE LUMBER REVIEW FOUNDED 1897

CONSOLIDATED JANUARY 1912

THE LUMBER WORLD FOUNDED 1905

Volume XXXI Number 4

CHICAGO, AUGUST 25, 1916

Single Copies Fifteen Cents Two Dollars a Year

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THOSE lumbermen who have been studying trade conditions during the past six months have learned that either the consumption of lumber was below normal, or the production of lumber was above normal. This condition has been so patent that producers have been reducing their production in order to bring it to a parity with the demand.

But during all this period have you heard anyone worrying over the CYPRESS situation? Have you heard of any curtailment, slump in prices or decrease in sales? The fact of the matter is that CYPRESS saw-mills have been running on full time and, despite the normal production, the stock on hand at the Association mills was more than forty-six million feet less on July 1 than on January 1. In addition to this, prices on July 1 were somewhat higher than on January 1. Can any other lumber tell a similar story?

There are only two ways of handling a situation such as has prevailed, one being to reduce the production and the other being to increase the sales. The latter cannot be done spasmodically; a definite plan must be prepared and followed for a term of years. Many of you laughed when the announcement was made several years ago of what thereafter would be the CYPRESS policy. You believed it was a dream which would never come true. But the CYPRESS manufacturers have continuously and persistently followed their plan, and they have widened their market to such an extent that the ups and downs of other woods have had no effect upon CYPRESS.

You know by this time that the people want CYPRESS and will have it. Furthermore, they want it to such an extent that the retail sales are constantly growing, despite conditions prevailing with other woods. CYPRESS is the safest lumber to put in stock today as the market is already established and there are no fears of radical changes in prices.

Isn't there a big lesson for you in all this, Mr. Retailer?

(*Continued on pages 8 and 9*)

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You've wondered why your business doesn't get ahead. Why your profits don't increase. Why you can't get a firm hold on the patronage of the lumber users of your community. You've blamed everything and everybody when the real drawback is yourself.

Your business is standing still because you still are willing to accept the faulty service and quality of back-number lumber manufacturing concerns—because you have not prepared yourself to give your customers the kind of service and quality suited to their individual requirements.

If you really want to brace up your business, to give it new impetus, to make it a prosperous, worth-while business, the way is open to you.

For years we have been co-operating with lumber dealers throughout America by giving them the kind of yellow pine lumber quality and service that assures them a firm hold upon the patronage of lumber users. You, too, can enjoy the same advantages that other dealers are enjoying. By dealing with us you can do away with off-grades, delayed shipments and other annoyances with which you have had to contend in the past.

MR. LUMBER DEALER: YOUR BUSINESS REQUIRES PREPARED-NESS

It costs you no more in the beginning and it's cheaper in the end.

UNIFORMITY F-J OF GRADES AND QUALITY

TRADE-MARK

Our price list is different from other price lists and you should send for your copy today.

FROST-JOHNSON LUMBER CO.

MANUFACTURERS OF LONG AND SHORT LEAF YELLOW PINE LUMBER

300 BROADWAY - . ST. LOUIS, MISSOURI

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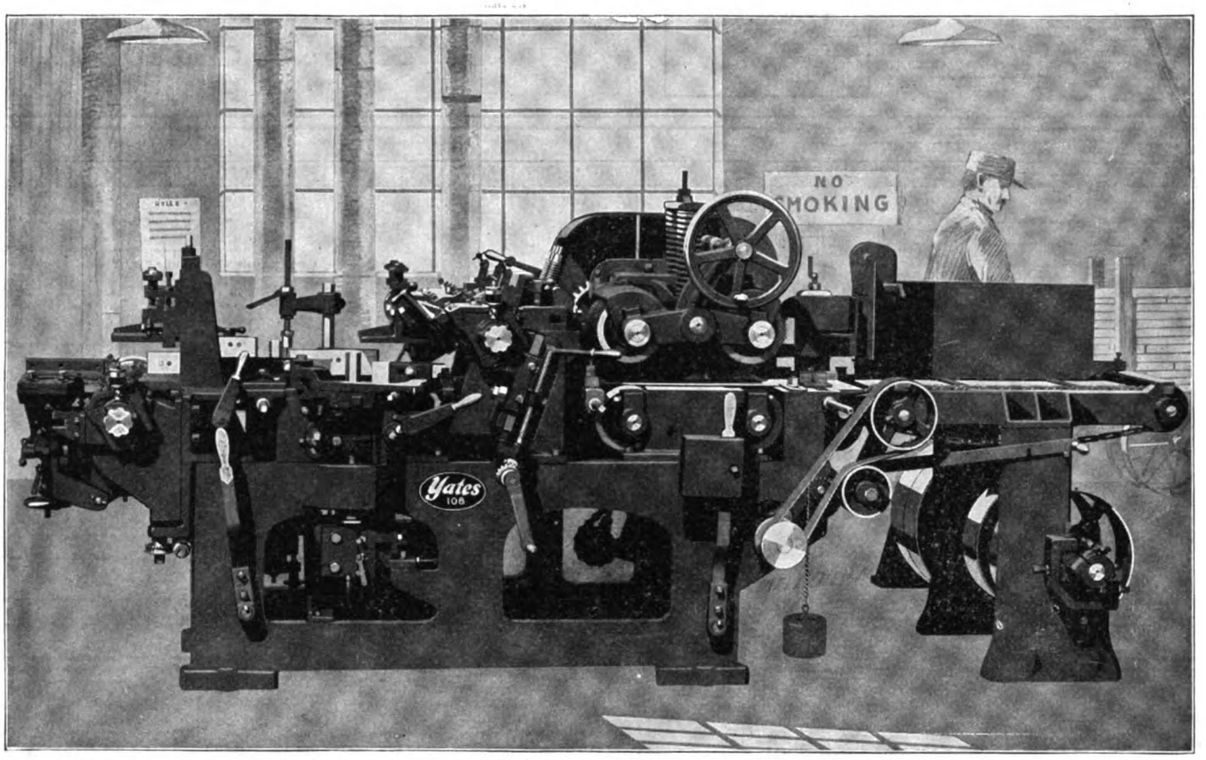
No Need to Worry
About Holding Labor



A Yates Number 108 Moulder will prevent it. It's a prod that hastens the gait of your production without increasing your pay roll. Its easy adjustments and steady performance solve the migrating labor problem because it makes the workman contented with his job.

Yates - formerly BERLIN **No. 108 Moulder**

is the machine that has prodded production in more than One Thousand Two Hundred plants in America and Canada. Its quick set-ups save production time—its fast feeds multiply output. Four to six times old sticker output is easily possible. Its grinding and jointing devices make best work easy to get and increase profits by bettering grades—often 40 to 60 per cent. When provided with hopper feed it "eats up" short stock as fast as one man can supply it. So strongly built that you can "speed 'er up" with safety to meet rush orders. Gives such universal satisfaction everywhere that it has been called "The Everpresent Moulder."

Detailed information free, without obligation. Ask for Circular 108.

P. B. Yates Machine Co.

BELOIT, WISCONSIN, U. S. A.

Successors to THE BERLIN MACHINE WORKS Canadian Plant with Offices: HAMILTON, ONTARIO

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B-S CYPRESS CO.
IN THE HEART OF THE BEST CYPRESS DISTRICT

We supply everything in

The New Grades of Cypress

Rough or Dressed Stock

Our Cypress is more even in Color and Texture

We solicit your inquiries and orders

Same Management
Burton-Swartz Cypress Co.
Burton, La.

Annual Capacity
70,000,000
Feet

Burton = Swartz

Cypress Co. of Florida
PERRY, FLA.

SERVICE QUALITY

INTEGRITY DEPENDABILITY

Are the Foundation of the Edifice of Business Success which this Institution has built. The Satisfaction of Profitable Trade binds our Customers to us. From all Lumber Merchants who Appreciate a Product in which these Qualities are Inherent, we respectfully Solicit Correspondence.

WEYERHAEUSER LUMBER COMPANY
EVERETT, WASHINGTON

THE MILLS OF SERVICE

ISAAC STEPHENSON, Prest., Marinette, Wis.
H. A. J. UPHAM, Vice-Prest., Milwaukee, Wis.
R. E. MacLEAN, Sec'y & Treas., Wells, Mich.

IDEAL

"Ideal" Rock Maple Flooring

We cut from our own timber, manufacture at our own mill and are second to none either in quality of timber or in the manufacturing of Lath, Shingles, Cedar Posts, Poles and all kinds of forest products.

Also manufacture Wood Alcohol, Charcoal and Acetate Lime.

We make a specialty of Bill Stuff and can ship mixed cars of Ceiling, Siding, Moulding and Casings, in Pine, Basswood, Hemlock or Hardwoods. Capacity, 90,000,000 feet annually.

I. STEPHENSON CO., Trustees, Wells, Mich.

JOHN A. GAUGER & COMPANY
QUALITY CHICAGO SERVICE

RED DRAGON BRAND — GAUGER — A GUARANTEE OF SUPERIORITY

Office and Warehouses: Corner Twenty-Second, Laflin and Hinman Streets

WHOLESALE MANUFACTURERS OF
EVERYTHING IN QUALITY
MILLWORK

DISPATCH, PLUS ACCURACY, EQUALS GAUGER SERVICE
The Most Complete Stock of Millwork in the World at Your Command

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Hardwood "Electric" Flooring

MAPLE 3/8", 1/2", 13/16"
BEECH 3/8" and 13/16"
BIRCH 3/8" and 13/16"

The Reliable Kind

We are members of the Maple Flooring Manufacturers' Association

Send Us Your Inquiries

COBBS & MITCHELL (Inc.,) Cadillac, Mich.

OUR NEW MILL

with most modern equipment in circular and gang saws, steam kilns, matchers and moulders has just commenced sawing.

With this new plant and our 31 years' experience at McComb we are finely equipped to serve our customers, old and new.

We solicit inquiry for timbers having rigid specifications. Lengths up to 50 feet, and size 24x30.

J. J. WHITE LUMBER CO.

Manufacturers

Long Leaf Yellow Pine Timbers and Yard Stock

COLUMBIA, MISSISSIPPI

Our Trademark "Rockhard" is imprinted on underside of our flooring.

We are members of the Maple Flooring Manufacturers' Association.

"How to Get Best Floors"

is the title of our new Booklet which contains practical information for the lumber dealer, builder, and prospective user of hardwood flooring.

It describes—
Best Floors for Business Buildings.
Best Floors for Educational Buildings.
Best Floors for Factories and Warehouses.
Best Floors for Houses.

Its purpose is to promote a larger demand for Maple and Beech flooring.

May we send you a copy?

Mitchell Brothers Co.
Sales Department, CADILLAC, MICH.

Coleman Edger Rollers EXCLUSIVELY at the Worlds Largest Sawmill

The REASON is simply this: They tried them and found them *best*. We will give YOU 30 days' trial on your edger FREE.

Coleman Feed Roller Co.
Vredenburgh, Alabama

For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.
On exhibition at their branch houses

Atlanta, Ga. Chicago, Ill. Memphis, Tenn. Minneapolis, Minn.
New Orleans, La. Hamilton, Ont. New York City Portland, Ore.
San Francisco, Cal. Seattle, Wash. Vancouver, B. C. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

GREAT SOUTHERN LUMBER COMPANY

L. F. GUERRE, Purchasing Agent — PURCHASING DEPARTMENT — SHOW ON INVOICE ORDER NO. 245 REG'N NO.

TO Coleman Feed Roller Co., Vredenburgh, Alabama

BOGALUSA, LA., January 24, 1916.

CONSIGN TO: GREAT SOUTHERN LUMBER CO.
CARE OF Great Southern Lumber Company, Bogalusa, La.

RECEIVED JAN 26 1916 COLEMAN FEED ROLLER CO.

PLEASE ACCEPT OUR ORDER for the following material, subject to conditions given below and on back of this order.

QUANTITY	DESCRIPTION
2-Sets	(8 Rollers) Coleman Patent Edger Rollers for Left Hand Edger.
1-Set	(4 Rollers) Coleman Patent Edger Rollers for Right Hand Edger per our measurements.
500-Long 300-Short	(No.2 Insertible Saw tooth bars for the 8 Coleman Rollers, we now have in use.

(RUSH SHIPMENT.)

This order for 2 sets Rollers comes after 8 rollers have been in use for months

Show order and requisition number on all packages
INVOICE IN DUPLICATE WITH BILL OF LADING ATTACHED THERETO. SHOULD BE FORWARDED TO UNDERSIGNED AT TIME OF MAKING SHIPMENT
SHOW YOUR DISCOUNT FOR CASH

CHARGES FOR PACKING OR CARTING NOT ALLOWED UNLESS SPECIALLY ARRANGED
GREAT SOUTHERN LUMBER COMPANY
BY L. F. Guerre, Purchasing Agent

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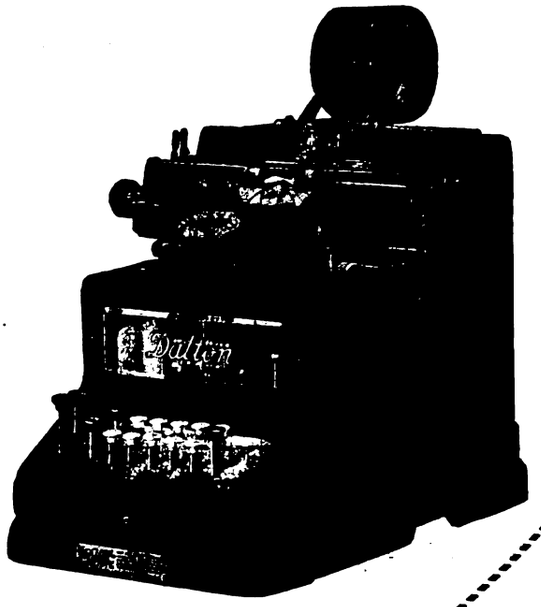
Speed in the Lumber Office

is as essential as speed in the yard or mill—only more so in that office labor costs more to start with and in most offices a whole lot more than it should at the finish. But whatever your objections may have been in the past toward mechanical aid you can't afford now to overlook the

Dalton Adding, Listing and Calculating Machine



In actual practice it has demonstrated its efficiency in the lumber office not only in addition, but in the auditing of invoices requiring multiplication. For example it took an ordinary operator on the Dalton but **67 seconds** to audit the following invoices:

464 pcs. 1x8—16 No. 2 Com. Y. P. S2S	4,949	
763 pcs. 1x8—18 No. 2 Com. Y. P. S2S	9,156	
134 pcs. 1x8—20 No. 2 Com. Y. P. S2S	1,786	
206 pcs. 1x8—24 No. 2 Com. Y. P. S2S	3,296	
Weight 2,082 lbs. M.	19.187 ft. @ $14.45 M.	$277.25
39,947 lbs.		
Rate 14.25 cwt.		$ 56.92
Total at destination		$334.17

How Long Would It Take You To Do it?

The Dalton Adding Machine Co.

Norwood, Cincinnati, Ohio

Fill out coupon attached and mail today for further information regarding use of the Dalton in the lumber office.

I should be glad to know more about the DALTON adding machine and welcome some further information on the subject, without obligation to us.

.....

.....

.....

Lumber World Review, August 25, 1916.

Don't Say "Long Leaf," Say "Ragley Long Leaf"

There IS A Difference

We specialize in structural timbers, manufactured from Calcasieu Long Leaf Yellow Pine, but can fill dealers' orders for anything in Yellow Pine : : : :

W. G. Ragley Lumber Co., Ragley, La.

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Geo. C. Brown & Co.

MANUFACTURERS

St. Francis Basin Hardwoods

TENNESSEE AROMATIC **Red Cedar**

Kraetzer-Cured Gum a Specialty

Band Mill: PROCTOR, ARK.

General Offices: MEMPHIS, TENN

COTTONWOOD

OAK — PLAIN AND QUARTERED — RED AND WHITE
RED AND SAP GUM

High Grades **Band Sawn Lumber**

WE MAKE A SPECIALTY OF THIN STOCK
COTTONWOOD AND GUM VENEERS

THREE-PLY GUM PANELS

BOX SHOOKS
EGG CASES

Write Us For Prices

ANDERSON-TULLY COMPANY
MEMPHIS, TENN.

Mississippi Lumber Co.

Manufacture
EXCEPTIONALLY FINE
SHORT LEAF FINISH
STEAM KILN DRIED
VERY SOFT AND LIGHT

Also
A full assortment of Long and Short Leaf Yard Stock,
Kiln Dried and Soda Dipped.

Also
HARDWOOD
White and Red Oak, Poplar, Sap and Red Gum,
Magnolia, Ash, Elm and Beach.
White Oak Bridge Plank and Ties.
Car Material.

Modern Fast Feed Planing Machines
The work is SLICK as GLASS.

WE SHIP WHEN WE PROMISE.

Address Inquiries and Orders to
519 Mississippi Ave.,
QUITMAN, MISS.

SPECIALIZING
Kiln Dried Mouldings, Trim, Beveled Siding and BASSWOOD Millwork Products of All Kinds. BASSWOOD Lumber, All Grades and Thicknesses.

My Planing Mill is Running Exclusively on

BASSWOOD

WALTER C. MANSFIELD
MENOMINEE, MICH.

The Rittenhouse & Embree Co.

MANUFACTURERS OF

Maple and Oak Flooring

The "GILT EDGE" Brand

Kiln Dried Steel Scraped

Corner Center Ave. and 35th Street, Chicago

MAPLE, BEECH, BIRCH and OAK
FLOORING

"Steel-Polished Perfection" Hardwood Flooring is unequaled for precision in matching. Absolutely shrink-proof. 3-8 and 13-16 inch stock on hand for quick shipment. What are your requirements?

JOHN SCHROEDER LUMBER CO.
MILWAUKEE, WIS.

LISTEN

OUR NEW SHINGLE — A SUPERIOR PREMIUM BRAND, AMERICAN SHINGLE, ONE THICKNESS, 3 GRADES, 5/2 16"
INSURES THE HIGHEST POSSIBLE QUALITY IN EACH GRADE

Write for Particulars. Secure Exclusive Sale.

CHINOOK LUMBER & SHINGLE CO., Inc.
Fir, Spruce, Hemlock and Cedar
1015-16 White Bldg., SEATTLE, WASH. *Salesmen Wanted*

Running A Sawmill Right Is a Science

It requires the Best Equipment and Most Capable Workman—*We have both!*

The Quality of Our

KANEY KREEK KLEARS

Proves It

They are manufactured from the Best Short Leaf Southern Pine

A trial shipment will convince you.

FOSTER LUMBER COMPANY
LONG BUILDING - - - - KANSAS CITY, MO.

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He Who Looks Before He Leaps

The little sermon printed on the front page of this Review should furnish a text for many deep thoughts. It tells a true story in that, despite normal production of CYPRESS-OK the sales have been considerably heavier than the production, prices have advanced to a noticeable extent and the whole situation with CYPRESS-OK is so strong as to bring it into marked contrast with other woods.

Those of you who have been reading this advertising may have regarded it as egotistical when we told you about "the CYPRESS-OK methods," but have you ever known a bunch of people who so persistently adhered to those methods that they made good? It has been our ambition to place CYPRESS-OK in a class where it would not follow the trend of other woods, and we have been successful.

And now for the lesson which it all teaches:

There is right now a car shortage which is not appreciated by those of you in the consuming territory. Empties are secured with the greatest difficulty and the mills are not securing nearly so many as they need. This condition, beginning so early in the year, means trouble during the fall. In addition to this, the demand for CYPRESS-OK to-day is heavier than during the past few months, meaning a still further reduction in stocks on hand. In other words, sales are in excess of production, with a further tendency toward price advancement, and at the worth-while mills the new grading rules have been thoroughly established.

Doesn't this mean that those who will need CYPRESS-OK during the next few months would better get in the swim while the water still is fine? We dislike the complaint at delayed shipments just as much as do you, and we feel that it is only fair to all of us that we give you this warning and that we justify our position by a frank statement of existing conditions.

You are safe in buying CYPRESS-OK and it is our advice that you buy it early.

Be One of Those Who Are Helping To

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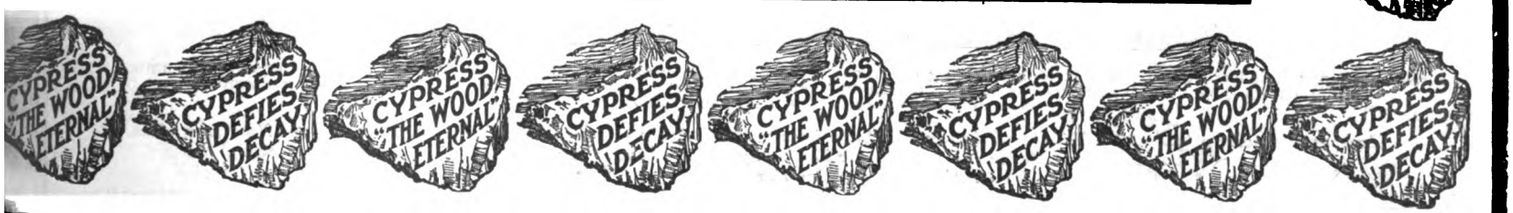
Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Baker-Wakefield Cypress Co., Plattenville, La.
CYPRESS S 77 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Baxter, G. S., & Co., Jacksonville, Fla.
CYPRESS S 4 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Bowie Lumber Co., Bowie, La.
CYPRESS S 6 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Burton-Swartz Cypress Co., Burton, La.
CYPRESS S 78 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Cummer Lumber Co., Jacksonville, Fla.
CYPRESS S 11 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Cummings-Moberly Cypress Co., Moberly, La.
CYPRESS S 13 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Dibert, Stark & Brown Cypress Co., Donner, La.
CYPRESS S 66 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	East Coast Lumber Co., Watertown, Fla.
CYPRESS S 20 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Albert Hanson Lumber Co., Garden City, La.
CYPRESS S 68 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Hebard Cypress Co., Waycross, Ga.
CYPRESS S 23 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Jeanerette Lumber & Shingle Co., Jeanerette, La.
CYPRESS S 26 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Lutcher & Moore Cypress Lumber Co., Lutcher, La.
CYPRESS S 31 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Opdenweyer-Alcus Cypress Co., Sorrento, La.
CYPRESS S 23 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Ramos Lumber Co., Ramos, La.
CYPRESS S 74 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Standard Lumber Co., Live Oak, Fla.
CYPRESS S 43 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	Whitecastle Lumber & Shingle Co., Whitecastle, La.
CYPRESS S 46 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE	F. B. Williams Cypress Co., Patterson, La.

Put The PRESSure Behind CYPRESS



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The Virginia and Rainy Lake Company

MANUFACTURERS

White Pine and Northern Pine Lumber

Daily Capacity One Million Feet

SHIPMENTS BY RAIL AND WATER

The Largest, Most Modern and Complete White Pine Lumber Plant in the World

Genuine Cork White Pine and Plenty of It

Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily

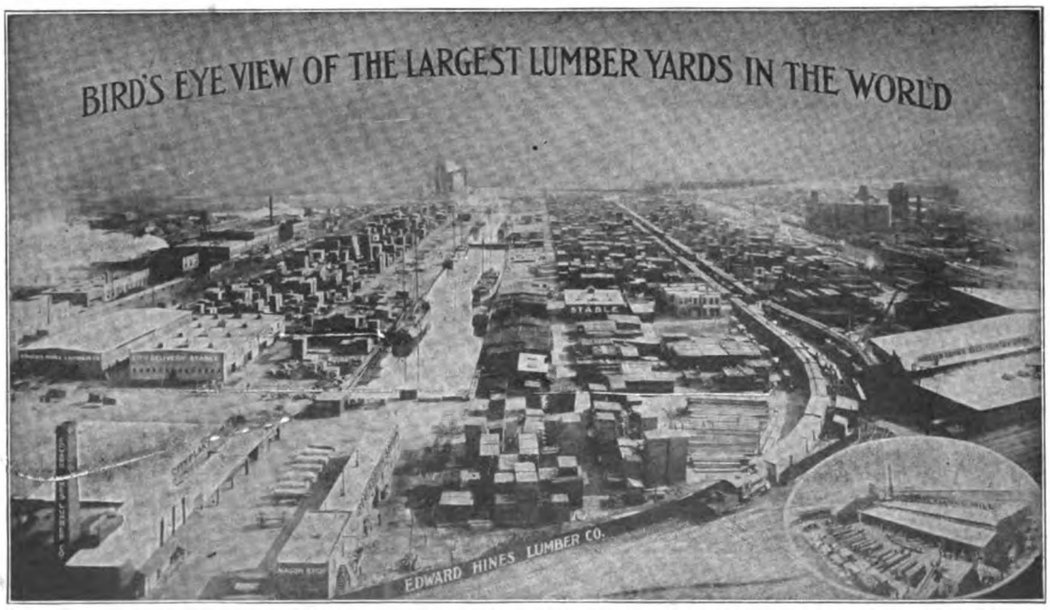
General Offices: Virginia, Minnesota
Branch Sales Offices: Chicago Milwaukee Minneapolis Duluth

EDWARD HINES, President
M. W. TEUFEL, Ass't to President
L. L. BARTH, Vice-President
C. F. WIEHE, Secretary
EDWARD H. THOMAS, Ass't Treasurer

Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two [illegible] Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., [illegible]e for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal W[illegible] Office. TELEPHONE "CANAL" 340

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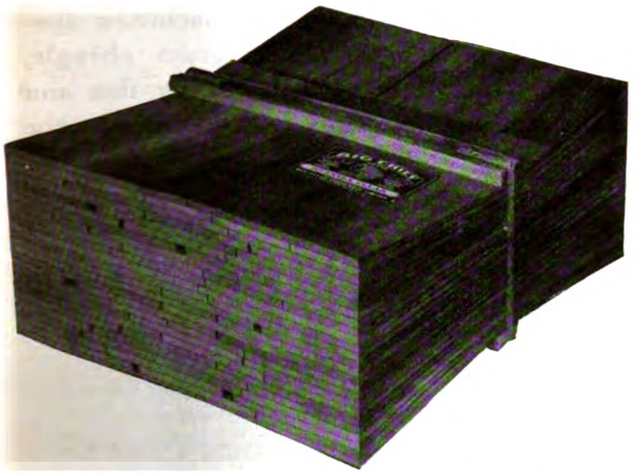
BIG CHIEF

THE BEST SHINGLES IN THE WORLD

When you order BIG CHIEF brand British Columbia Red Cedar Shingles, you will receive shingles not equaled in quality by any other brand of shingles manufactured anywhere.

BIG CHIEF brand Shingles are DRIED—NOT COOKED—and are otherwise prepared so that when finished, they are as nearly perfect as experience, skill and equipment can make them.



Note the packing and uniform thickness

BIG CHIEF
BRAND
BRITISH COLUMBIA RED CEDAR SHINGLES

SPECIFICATIONS: 16 inches long; 5 butts measure 2 inches and each bundle measures full 10 inches in thickness when dry, and they are 100 per cent vertical grain, 100 per cent clear, 100 per cent heart and 100 per cent covering efficiency. Contain positively no sap; random widths, but no shingle less than 3 inches wide. Smoothly sawn, squarely jointed, and otherwise perfectly manufactured.

Straight cars always enroute to Minnesota Transfer and available for diversion to points taking through rate from there. Mill shipments to any point can be made on 24 hours notice.

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES: VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONT.

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

J. E. TUCKER, President
Long Beach, Cal

A. L. CLARK, Vice-Pres.
Dallas, Texas

E. C. KNIGHT, Sec'y and Treas.

E. S. SANDERS, Manager

LIGGETT N. THOMPSON,
Sales Manager

R. L. ANDRES, Agent
343 S. Dearborn St., Chicago

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BIG CHIEF

Fir and Cedar Products That Give Substantial Profits to Retailers and Real Satisfaction to Users Everywhere

BIG CHIEF
BRAND

Red Cedar Shingles — Red Cedar Siding

ALSO

Fir Flooring — Fir Ceiling
Fir Finishing Lumber
Fir Construction Material

BIG CHIEF brand Shingles are made of timber from the great cedar forests of British Columbia, acknowledged the finest cedar timber grown in the world. These shingles are manufactured on upright machines specially designed to produce a vertical grain shingle, which is the only shingle made that will lay flat and smooth on the roof and not "cup" or "curl up" on the edges.

LOOK FOR THE
BIG CHIEF
LABEL ON EACH BUNDLE

The development of this company has been accomplished by strict adherence to the broad principle of giving all purchasers the full worth of their money.

Our organization and equipment are such that orders can be executed rapidly, and we aim to give every order, no matter how large or how small, prompt and careful attention.

Trade-Mark

This label is on every bundle of our BIG CHIEF brand shingles. It is your guarantee of real shingle quality.

Address Orders or Inquiries to Nearest Office

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES, VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONTARIO

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

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Fire Insurance at Cost
for Lumber Manufacturers
Exclusively

Careful Selection of Risks Frequent and Expert Inspection of Plants
Conservative Methods of Underwriting

Write for our Financial Statement and List of over 300 Lumber Manufacturers who are firm believers in our form of protection.

We will be glad to inspect your plant without cost and quote rates promptly

Lumber Manufacturers Inter-Insurance Assn.
WILLCOX, PECK & HUGHES, Attorney
New York, N. Y. 3 South William Street
Bailey Bldg. Seattle, Wash.

NORTHERN PINE LUMBER

Crookston Lumber Co.
Nichols-Chisolm Lumber Co.
Shevlin-Clarke Company Ltd.

Chicago Office
1986 Continental & Commercial National Bank Bldg.

Minneapolis Office
900 First National Soo Line Bldg.

MARBLE CREEK IDAHO WHITE PINE

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our luxuriant timber.

Edward Rutledge Timber Co.
Coeur d'Alene, Idaho

Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a *little* better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

"IS IT AS GOOD AS KIRBY'S"
MANUFACTURED ONLY BY
KIRBY LUMBER COMPANY
HOUSTON CHICAGO ST. LOUIS KANSAS CITY OMAHA
OKLAHOMA CITY WACO SAN ANTONIO HAVANA

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EARLY EVERY NEW HOME that is erected in your community means a substantial bill of lumber for some dealer. Do YOU get your due share of the orders? If you do not is it not your own fault?

There are a number of woods that answer certain purposes as structural lumber. In many respects and for particular uses they are practically on a par, except in the matter of price, and there are many people who base their purchases on price considerations only. Sometimes, therefore, price determines which wood shall be used, and which dealer shall have the order.

North Carolina Pine

"The Wood Universal"

This splendid wood meets every requirement as a building lumber, except in the very rare cases where extreme strength is necessary.

For home construction purposes it has no superior. It is strong, stiff and durable; works easily, does not splinter, is unusually beautiful in grain, and readily absorbs stains and paints.

Price is also a feature which makes NORTH CAROLINA PINE attractive. No other equally good lumber on the market sells for less money—therefore no other lumber shows you a better profit.

The North Carolina Pine Association, Norfolk, Va., has for your use some Dealer's Service Literature, which they will be glad to send upon receipt of your request, but—if you wish to get prices or place an order, just write to the mills named below:—

Anderson Lumber Corporation, Marion, S. C.
Fosburgh Lumber Co., Norfolk, Va.
Greenleaf Johnson Lumber Co., Norfolk, Va.
Montgomery Lumber Co., Suffolk, Va.
John L. Roper Lumber Co., Norfolk, Va.
Waccamaw Lumber Co., Bolton, N. C.

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SATIN-LIKE INTERIOR TRIM

ARKANSAS SOFT PINE ·TRADE MARK·

SOFT WORKABLE COMMON LUMBER

Not Only White Enamel

But

Stained and Varnished Finishes

as well

Can Be Successfully Carried Out On

Arkansas Soft Pine

Being a practically non-resinous wood in the finish grades, it is not necessary to shellac the raw surface, but instead the chosen stain of whatever color is applied *first,* insuring a perfectly uniform absorption. Shellacs and varnishes are then applied and rubbed down.

We urgently recommend machine sanding as against hand work on the bench. All finish should be so worked wherever possible. This treatment in combination with the above method of final application insures a beautiful satin-like surface to the completed work.

Arkansas Soft Pine is properly suitable for woodwork in fine residences, apartments, churches and offices. It is being *nationally advertised.* It is identified by a registered trade mark. Its manufacturers *stand behind it.*

What better selling arguments could you put to your trade Mr. Dealer? Better let us quote on your next car.

All stock bearing the Arkansas Soft Pine Trade Mark is manufactured and sold exclusively by the following companies:

Crossett Lumber Co	*Crossett, Ark.*
Eagle Lumber Co	*Eagle Mills, Ark.*
Edgar Lumber Co	*Wesson, Ark.*
Freeman-Smith Lumber Co	*Millville, Ark.*
Fordyce Lumber Co	*Fordyce, Ark.*
Gates Lumber Co	*Wilmar, Ark.*
Southern Lumber Co	*Warren, Ark.*
Stout Lumber Co	*Thornton, Ark.*
Valley Lumber Co	*Reader, Ark.*
Wisconsin & Arkansas Lumber Co	*Malvern, Ark.*
Arkansas Land & Lumber Co	*Malvern, Ark.*
Arkansas Lumber Co	*Warren, Ark.*
Cotton Belt Lumber Co	*Bearden, Ark.*

To secure quotations with the least delay, price inquiries should be sent direct to any of the above companies. Literature, samples and information will be supplied promptly on request, by the

ARKANSAS SOFT PINE BUREAU

LITTLE ROCK, ARK.

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"You furnished the Pole and We got the Fish"

That's the way the first dealer who used the local newspaper advertising which we furnish free, summed up the results of his spring campaign. Read these two extracts from his letters to us. They tell the story.

"My competitors on either side are tearing themselves to pieces in a vain endeavor to head off the tide of patronage which has turned to this yard for the old reliable WHITE PINE."

"It is with a great deal of pleasure that we can advise you WE HAVE RECEIVED POSITIVE AND ACTUAL RESULTS from this campaign. We have enjoyed a very nice trade on our WHITE PINE and just yesterday we were still more gratified by selling a party in ****, a point where there is no yard and which is eleven miles west of here, a bill totaling $1,200. This man knew what he wanted and sent a carpenter who, when he looked over the stock and saw how we were hooked up, did not take long after his return to conclude the deal. Certainly in this campaign the expenditure has been justified and we wish to share our pleasure and good feelings over the outcome with you. *You furnished the pole and we got the fish.*"

We have plenty more "poles" and there are plenty of "fish" in your territory. Write today and ask us about our advertising helps for dealers. They get the business.

If your WHITE PINE stock is low any of the following members of the White Pine Bureau will give your order careful and immediate attention.

The Associated White Pine Manufacturers of Idaho

Milwaukee Land Company - - - - - - - St. Joe, Idaho
Roselake Lumber Company - - - - - - Roselake, Idaho
Panhandle Lumber Company - - - - - Spirit Lake, Idaho
Potlatch Lumber Company - - - - - - Potlatch, Idaho
Blackwell Lumber Company - - - - Cœur d' Alene, Idaho
Bonners Ferry Lumber Company - - Bonners Ferry, Idaho
Dover Lumber Company - - - - - - - - Dover, Idaho
Humbird Lumber Company - - - - - - Sandpoint, Idaho
McGoldrick Lumber Company - - - - - Spokane, Wash.

The Northern Pine Manufacturers' Association of Minnesota, Wisconsin and Michigan

J. S. Stearns Lumber Company - - - - - - Odanah, Wis.
The I. Stephenson Company - - - - - - - Wells, Mich.
David Tozer Company - - - - - - - Stillwater, Minn.
The Virginia & Rainy Lake Company - - Virginia, Minn.
Cloquet Lumber Company - - - - - - - Cloquet, Minn.
Crookston Lumber Company - - - - - - Bemidji, Minn.
Johnson-Wentworth Company - - - - - - Cloquet, Minn.
The J. Neils Lumber Company - - - - Cass Lake, Minn.
Nichols-Chisolm Lumber Company - - - Frazee, Minn.
Northland Pine Company - - - - - Minneapolis, Minn.
The Northern Lumber Company - - - - Cloquet, Minn.
Pine Tree Manufacturing Company - - - Little Falls, Minn.
Red River Lumber Company - - - - - Akeley, Minn.
Rust-Owen Lumber Company - - - - - Drummond, Wis.
St. Croix Lumber & Mfg. Company - - - Winton, Minn.

Address **WHITE PINE BUREAU**
1840 Merchants Bank Building, St. Paul, Minn.

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Order Our

"BENFORD" STOCK

It is

ALL KILN DRIED—DIMENSION SURFACED

"TWO SIDES and ONE EDGE"

Which Assures Even and Uniform Stock

CONTINENTAL LUMBER COMPANY

HOUSTON, TEXAS

EVERYTHING IN

Louisiana Red Cypress

250,000,000 Feet in Stock All the Time

No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.

WE WANT YOUR ORDERS

Shipments by rail or sea.

Cable Address, "REDCYPRESS"

Louisiana Red Cypress Company

Hibernian Bank Bldg. NEW ORLEANS, LA. Frank N. Snell, Sec. & Gen. Mgr.

Yellow Pine, Oak and Gum Lumber

Retailers can get from us Rough Oak Wagon Material for reaches, tongues and general repair work and gum box boards in the same car with Yellow Pine yard stock.

We have three Yellow Pine Mills; one at Pineland, Tex., and two at Diboll, Tex., which manufacture 150,000,000 feet of lumber a year. At Diboll we manufacture hardwood entirely separate from yellow pine; both operations being conducted by competent men. This enables us to furnish mixed cars of pine and hardwood manufactured in the proper way.

SOUTHERN PINE LUMBER COMPANY

TEXARKANA, TEXAS

California White Pine

Manufactured to
Shevlin Quality is Unequaled

The Shevlin-Hixon Company

Bend, Oregon

Operators Box Dept.: KNAPP-CHENEY COMPANY, Portland, Oregon

REPRESENTATIVES:

WYOMING—UTAH—COLORADO
G. W. GATES & CO., Portland-Salt Lake City

IOWA
CROWEN & COWAN, Waterloo

NORTHERN IOWA
WILSON-REX LBR. CO., Perry

KANSAS—NEBRASKA—SOUTH DAKOTA
BRADFORD-KENNEDY CO., Omaha

MINNESOTA
N. H. MORGAN, First Nat'l-Soo Line Bldg., Minneapolis

PITTSBURGH-PHILADELPHIA
FOREST LUMBER COMPANY

CHICAGO—DETROIT
A. W. LAMMERS, Continental Com. Bank Bldg., Chicago

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GIRDLING THE EARTH WITH HOUSES

THE STORY OF VOLUME:

The volume of lumber produced in the mills of this company each year is sufficient to build a good-sized house every mile round the earth.

Stop and think what it means to buy **quality lumber** from a company that can so standardize its quality as to keep up a demand for a quantity it must manufacture, sufficient to build one good-sized house every mile round the earth.

Think what it means to have an annual demand for **quality lumber** in such an aggregate as to form a train shipment of twenty-four thousand three hundred and sixty-six cars, each car billed to a lumber buyer or on an export order.

Imagine a train of cars one hundred and eighty-four miles long. That represents the annual output of the Long-Bell Lumber Company's mills.

The largest yellow pine milling capacity under the control of a single organization is the Long-Bell Lumber Company, with capacity for manufacturing over one and a half million feet of lumber per day.

With three hundred working days the capacity shows an output of over four hundred and fifty million feet per annum.

This enormous production of **quality lumber** is possible to be manufactured by one organization only because of the company's efficient management.

It is only possible to manufacture **quality lumber** representing over one and a half million feet per day because of the demand by dealers and consumers in this and foreign countries which is increasing in volume every year.

There is a reason why the Long-Bell Lumber Company manufactures an increased quantity every year and is able to sell its daily output of one and a half million feet.

THAT REASON IS QUALITY

The standardization of lumber began with the Long-Bell Lumber Company a great many years ago.

A **quality standard** was established which made a reputation while it built up the volume and this standard of quality has been guarded with care by the mill managers who are jealous of the splendid reputation thus attained.

But more than all this the record made by the Long-Bell mills for PROMPT SHIPMENT has caused dealers, all over the world, to repeat and continue to repeat their hurry-up orders once they have had a taste of this **quality lumber** and these quick delivery shipments.

Think of a record established by one lumber organization which shows an average time of eight and a half days from the arrival of orders at the mills until the cars were loaded, on the entire 1915 year's production.

It is YOU, Mr. Dealer, who gets the benefits of this **quality lumber** and these record shipments.

It is you, Mr. Lumber Dealer, who makes it possible for these mills to produce **quality lumber** and get it out for you on record time. The Long-Bell Lumber Company is mindful at all times of your needs, your requirements, and your customers' demands.

A large lumber mill organization can increase its business only by the most refined attention to the minutest detail of the finished product.

A leader of quality and volume can only maintain its supremacy by its attention to these details, and so careful and so watchful are the mill managers and their foremen in their constant scrutiny of every step of the progress of lumber manufacturing from the log to the car door that you may be assured your cars of lumber at all times will bear YOUR most careful scrutiny.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company
KANSAS CITY, MO.

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THE KAUL KIND

# of Yellow Pine

has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.
BIRMINGHAM, ALA.

"Potlatch Quality Lumber is the Standard With Which All Other Lumber Is Compared"

We Ship Via All Trans-Continental Lines

Idaho White Pine, Western Pine, Larch, Cedar and Fir Lumber

Straight or Mixed Cars

POTLATCH LUMBER COMPANY
General Sales Office
Potlatch, Idaho

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All timbers and heavy planking will bear the ***Calcasieu Long Leaf*** Trade-Mark brand shown in this advertisement.

We carry 35 million feet of well assorted one and two inch stock in all sizes and grades.

Industrial Lumber Company
Elizabeth, La.

Service Stability Satisfaction

Prepare for fall trade by taking advantage of our superior facilities for selling and shipping DOUGLAS FIR. We ship 30 cars every 10 hours.

Our Selling Organization.

Minneapolis—C. M. Rhone.
Denver—Dwight H. Elder.
Sioux City—J. D. Merrill.
Pocatello—R. C. Angell Co. (E. T. Sturgeon).
Salt Lake City—R. C. Angell Co. (R. C. Angell).
Walla Walla—W. E. Murphy.
Grand Island—McCormick & White (T. P. White).
Omaha—McCormick & White (F. P. McCormick).
Chicago—Geo. T. Mickle Lbr. Co. (Wilber Hattery, Jr., Mgr. Western Dept.).

Douglas Fir Lumber Company
Manufacturing Merchants **Portland, Oregon**

The MANAGER of a South Carolina Lumber Plant whose Company is a policy carrier in the

Lumbermen's Underwriting Alliance

recently remarked that he was more interested in receiving the ALLIANCE MONTHLY FIRE BULLETINS than anything aside from his salary check. He realizes that the manager who **reads** and **heeds** the warnings and suggestions along FIRE PREVENTION lines contained in these BULLETINS is more likely to continue to have a **going mill** to manage than the man who does not receive them and who is kept in ignorance of the lessons they teach each month.

The March issue should be in the hands of every Saw Mill Manager, Superintendent and Foreman. **Send for this number**—it will cost you nothing, and will familiarize you with one of the important advantages of carrying a part of your insurance with the

U. S. Epperson Underwriting Company
Suite 1116, R. A. Long Bldg., Kansas City, Mo.

We want to move quick

10 Cars 4/4 No. 2 Common
PLAIN OAK
We ship all over the world

Headquarters for
Old Fashioned Yellow Poplar

VANSANT, KITCHEN & CO.
Ashland : : Kentucky

IN THE EARLY DAYS

lumber was a word used to describe things that were useless or of little value. The Lombards were the money lenders of the middle ages. A Lombard-room was a room used by pawn brokers to store their pledges consisting of household goods and things of cumbersome or bulky nature. Later such space was termed "lumber room." Lumber, therefore, represented in those days nothing of consequence.

NOW

we know lumber as timber sawn into the form of beams, joists, boards, planks, and especially that which is smaller than heavy timber. The word brings to mind boards of even running thickness and width, clear, straight, strong, durable, with grain or figure, according to species, that will harmonize with any setting. Lumber now occupies a place in civilization that makes it indispensable to mankind, keeping step with every progressive move in manufacture. Ours is the lumber of the modern kind.

We know that we know lumber as it is now known.

We want you to know that we not only know lumber but know how to make it.

One little order will prove we can make good.

LAMB-FISH LUMBER COMPANY, CHARLESTON, MISS.
"The Largest Hardwood Mill in the World"

Our own reputation is the added guarantee to every bundle of Rite-Grade we ship you

RITE-GRADE
RED CEDAR SHINGLES

are their own solicitor for your next order. We want your Rite-Grade business, and we respectfully ask you for your next car.

St. Paul & Tacoma Lumber Co.
TACOMA - - - - - WASHINGTON

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 4

CHICAGO, AUGUST 25, 1916

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Two Dollars a Year

Lumber World Review

—A consolidation of the Lumber Review of Kansas City and the Lumber World of Chicago, January, 1912. Published the 10th and 25th of each month by the Lumber Review Co., Suite 1740 Transportation Building, 608 South Dearborn Street, Chicago, Ill.

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FOREIGN

Brentano's .....Paris

DOMESTIC

Brentano's .....New York
Morris Book Shop.....Chicago
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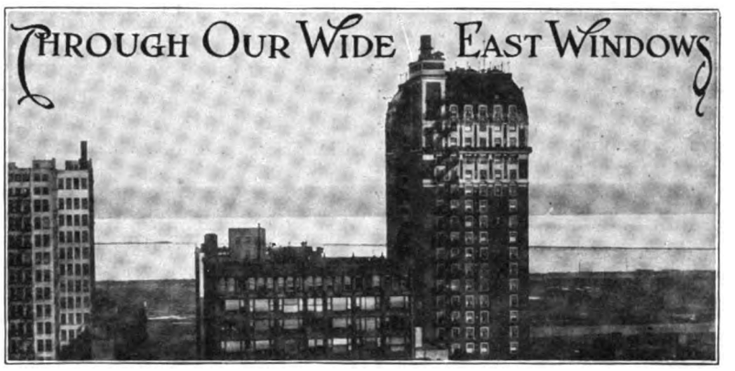
Hotel Sherman.....Chicago
Ft. Dearborn Hotel.....Chicago
Hotel Morrison.....Chicago
Post Office News Co.....Chicago
Kimball House.....Davenport, Ia.
St. Charles Hotel.....New Orleans
Grunewald Hotel.....New Orleans, La.
Hollenden Hotel.....Cleveland, Ohio
Hotel Marion.....Little Rock, Ark.
Hotel Pontchartrain.....Detroit, Mich.
Crosby House.....Beaumont, Tex.
Planters Hotel.....St. Louis, Mo.
Gayoso Hotel.....Memphis, Tenn.
Seelbach Hotel.....Louisville, Ky.
Huckins House.....Texarkana, Ark.
Hotel Statler.....Buffalo, N. Y.
Hotel Bender.....Houston, Tex.
Coates House.....Kansas City, Mo.
Hotel Baltimore.....Kansas City, Mo.
Hotel St. Paul.....St. Paul, Minn.
Vanderbilt Hotel.....New York City
Albermarle-Hoffman.....New York City
New Richmond Hotel.....Seattle



The great waited for, assured, and for a year, impending, general strike on the American railways has not YET happened and at least three weeks have gone by since the most serious minded, far-seeing voluntary organization of American business men, the Chamber of Commerce of the United States, through the chairman of its railroad committee, announced that such a happening was "inevitable."

From the vantage point of our "Wide East Windows" we can see with half an eye, two-thirds shut, quite enough opinions on this subject to fill up a dozen trade newspapers of this size with powerfully written arguments on all sides of this question, each argument usually having its opposite ready and anxious to eat up the other argument just as soon as it is produced.

We have never offered an opinion on this subject except a protest against the statement that a strike was "inevitable." There the matter rests, with the hope that at least one section of the world's civilization may remain sane long enough to avert that which would be—as we look at it in anticipation—one of the greatest calamities of modern times.

All this preface leads up to one little piece of information which we have never yet seen in print, and which concerns every American citizen.

Through all this stress and strain and discussion at Washington the railroads of America have been quietly finding out the name and the qualifications of every unattached and otherwise engaged American citizen of suitable age who can run an engine or man a train, and if the American public could even have an inkling of the result of that investigation they might see with E. P. Ripley that were the strike to occur the trains AGAIN would run, all the calamity howlers to the contrary notwithstanding. That, too, we will have our readers understand, is not just a statement born of a hope, delivered by an avowed optimist, but a concrete piece of legitimate news.

It would astonish the American public to know how many finished train men and locomotive engineers there ARE in the United States who have graduated out of that kind of work, but who stand ready to go competently back into it again, if it be necessary.

A thirty days' total shut down of American railways would put an end to the publishing business just about as effectively and quickly as a mad elephant could crush a red ant with his big toe, but would it not be folly for a healthy man to contemplate a finished crisis of this sort while there is yet a chance left for another solution of the problem?

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At all events we have no advice to give concerning this alleged impending breaking up of society and certainly not any suggestion to offer the president in Washington, and feel very much about helping the president with ADVICE as did William Lightfoot Visscher's negro preacher who, while he believed sincerely in prayer, advised his congregation against troubling the Lord with their personal affairs in his poem, "Sorry for the Lord," the last verse, of which we quote herewith:

I'm gittin' sorry fur you, Lawd,
Indeed an' trufe, I am;
De niggah wants so monst'ous much,
Cep' Gilead an' de ba'am.
Dey prays fur ev'rything dey needs,
Dat work would bring 'em all,
An' wants de fruit of all de 'arth,
Jis' like befo' de fall.

* * *

Come stately steppin', oh, good Lawd,
'Pon yo' lily-white steed,
An' smash dem sassy niggahs down,
An' bruise de sarpint's seed.
Dey howls at you de livelong night
An' robs you of yo' sleep,
'Kase dey's too lazy fur to sow
An' got no crap to reap.

Federal Trade Commission's Work Sincere!

OUR radical democracy may cry out upon Bureaucracy and invent witticisms about Government Commissions and their alleged tyrannies —BUT—there is more SANITY and more for good in that direction than there is in the so-called representative government procedure which we have miscalled democracy during the last hundred years!

How is a government to act with WISDOM, but without knowledge? Has not the lumber trade suffered more than any other in the land on account of being misunderstood?

If the RANK and FILE of the American lumber trade could be made TO LISTEN and could be made TO UNDERSTAND and could KNOW how much good could COME from an intelligent support of the Federal Trade Commission and other Government Bureaus, it would very much encourage the small but earnest life-saving crew of lumbermen who are now trying to put the industry on its feet!

The most charitable conclusion to reach concerning the general apathy which pervades 95 percent of the people who manufacture and sell lumber in regard to what the Federal Trade Commission and the Bureau of Foreign and Domestic Commerce, and the Forest Service are endeavoring to work out for the lumber interests—is that this great 95 percent majority has never been TOLD ABOUT IT.

Either the lumber trade newspapers THEMSELVES have never been rightly furnished an opportunity to learn what is going on so that they MAY tell it vividly and with understanding or else, for some reason which can be laid at their own doors, the lumber press generally has ceased to be credited with the necessary healthy influence that would make their work useful!

The Federal Trade Commission and the Forest Service and the Department of Foreign and Domestic Commerce all participated in a conference with practically all of the lumber manufacturing associations in the United States, in Chicago on Monday of this week which we maintain was the most notable endeavor of our government to assist business that has occured in this country since the founding of the Republic, and yet we doubt if the informing of the rank and file of the lumber trade as to the character of this conference has really been considered a matter worth while—from the lumber association viewpoint. The association memberships will hear about it in time, but we are wondering how the 95 percent of apathetics who do not belong to associations will ever know about this event.

The 95 percent will certainly gain no information concerning this happening from the remarkable statements that have been given out to the daily press, as for instance, this piece of information, which appeared in the "Chicago Herald" on Tuesday morning, August 22, concerning the possibility of the use of lumber abroad:

"BELGIUM—Forests entirely destroyed. The nation so wrecked physically and financially that it will have to be entirely rebuilt and this rebuilding will have to be financed by the major powers."

And then THIS illuminating paragraph:

"ENGLAND—Its forests, as well as those of Scotland, denuded, the supply of lumber already exhausted, and imported lumber needed for all future building, until new forests grow to take the place of the timber cut to use for war purposes."

Really, was there ever anything quite so funny as those two paragraphs of information? Nothing, probably, unless it may be six OTHER paragraphs of like character about OTHER countries printed in the same story. Since when, let us ask, have the forests of England, "as well as those of Scotland," or the "forests entirely destroyed" in Belgium cut any figure in the European supply of lumber?

Nothing but a closer intimacy between the lumber press and the trade that it would LIKE to represent; and a propaganda of what is really going on in this country in a Governmental way will ever carry conviction to the "unsympathetic 95 percent" of the lumber trade or ever bring about that spirit of co-operation between the business of making and selling lumber and the Government Bureaus which is necessary for success.

Where Does Lumber Come In?

THESE figures which we are going to produce may be challenged but we doubt it.

They come from a source not considered entirely nutritious by so-called big business; but as lumber is "Big Business," so-called, we want to make a little quotation, and then ask a question, but we will make the quotation in paraphrase.

IT IS SAID THAT GREAT BRITAIN BORROWS AND SPENDS TEN BILLION DOLLARS A YEAR IN THESE WAR TIMES AND NEVER EXPECTS TO REPAY THE LOAN. THAT THE INTEREST ON HER TOTAL BORROWING MAY BE ROUGHLY SET DOWN AT ABOUT EIGHT HUNDRED MILLION DOLLARS. THAT THIS HUGE SUM MENTIONED IS NOT SO LARGE BY TWO HUNDRED MILIONS AS THE INCREASED TAXES IN THIS COUNTRY. AND THE PEOPLE WHO SELL THINGS HAVE LEVIED ON SUGAR, MEAT, FLOUR, COFFEE, MILK, BUTTER, VEGETABLES, RENTS, COAL, GASOLINE AND OTHER NECESSARIES OF LIFE DURING THIS YEAR OF OUR LORD 1916. IN 1904 GASOLINE SOLD TO CONSUMERS AT 16 CENTS A GALLON. THIS YEAR UNIVERSALLY AT 20 CENTS AND IN SOME INSTANCES AS HIGH AS 26 CENTS. THAT SUGAR WAS 5 CENTS, 6 MILLS, PER POUND WHOLESALE IN 1915 AND NOW IS 7 CENTS WHOLESALE. THAT THUS THE SUGAR PEOPLE HAVE LAID A WAR TAX OF $120,762,106 ON THE AMERICAN PEOPLE IN THE PAST YEAR. THAT THE WHOLESALE PRICE OF MEAT HAS INCREASED 25 PERCENT. THAT THE INCREASED COST OF MILK LAY A WAR TAX OF $320,000,000 ON MILK, BUTTER AND CHEESE.

Now, gentle, self-effacing, patient LUMBER PRODUCER, where do you come in? You are cutting your trees that will never grow again; you are doing this absolutely without profit as can be demonstrated by the evidence of 10,000 honest men and what is expected of you is that you will take some cognizance of the facts as they stand and rectify the error of your ways of business.

The Chicago Daily News on Arbitration.

NO party in politics, no alleged trust, no section of the people owns or would endeavor to control the utterances of "The Daily News" of Chicago. This paper, on August 23, prints an editorial on "Rejecting Arbitration," in which it quoted the utterances of L. S. Coffin who represented the Brotherhood of Railroad Trainmen, "at a congress of industrial conciliation and arbitration held in Chicago, Nov. 13 and 14, 1894," in which Mr. Coffin said:

"All I want is some method by which these men can bring their grievances to a competent authority, or arbitration or conciliation commission, and have them settled, instead of being left to the tender mercies of those that have power over them. And let us act together as equal men and brother men and citizens of the grandest nation of the earth and settle these difficulties in this beautiful way."

And, says "The Daily News," continuing:

"Now the spokesmen for these same brotherhoods reject arbitration and demand that they be given very large concessions with respect to wages in the shape of a basic eight hour day under penalty of a general strike tying up the nation's transportation lines."

The "Daily News" refers then to the settlement that was made July 15, 1913, by President Wilson, signing the Newlands law, creating a board of mediation and conciliation which straightened out the difficulties then threatened "by 80,000 members of the Railroad Brotherhoods employed on 45 important eastern railroads;" and then says, concerning the result of THAT arbitration:

"Because the resulting award was not all that they desired the brotherhoods in the present controversy demand important wage advances before they will discuss arbitration of their other demands.

"In their extraordinary and unreasonable attitude the railroad brotherhoods have the ardent support of the president of the United States. The situation constitutes a challenge to the manhood of all Americans. Yet surrender of the arbitration principle in the face of threats of force is urged upon the railroad managers by President Wilson. Is it cowardice or politics?"

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An Immediate Necessity for Curtailing Lumber Production

Opinions Concerning "Running Conditions" and "Lumber Stocks" from Many States

Part IV.

By BOLLING ARTHUR JOHNSON

The general curtailment in the way of reducing the hours and especially in reducing the night run of saw mills actually began about July 1, and has continued intermittently and otherwise since that date.

We have tried the best we know to interest the entire lumber manufacturing fraternity of the United States in this movement, but the "entire lumber fraternity of the United States" does not differ materially as to the attitude of the minds of the men who make up the craft from that of men in any OTHER line of business, and we are YET some millions of miles from that point in the road of progress when the GOLDEN RULE will become the maxim of ALL PEOPLES.

There are some folks yet left, who are deliberately "doing each other" as opposed to the admonition of the Master that it is far better and more like wholesome living, to "Do as you would that others do unto you."

It was considered rather a travesty on the trend of public opinion when "The Lumber Press Club News" printed above its title the slogan "Conspiracy and Combination are the Life of Trade"; but of course no business person would EVER admit that he thought such a thing was true in this country, regarding "conspiracy and combination." Admission aside, however, it was a pretty well understood standard in SOME business lives LESS than sixteen years ago.

A great number of lumbermen will admit PRIVATELY that "Co-operation and not Competition is the Life of Trade"—who would not admit it PUBLICLY.

We would not attribute a sinister motive to any man who would not co-operate enough to enter into the curtailment spirit, because you never can tell just what may govern the action of any lumber producer until you find out just how many bonds he has registered against his business, just the amounts and due dates of his bills payable, and just what are the items of his bills receivable and the chances of his ever being able to COLLECT those items.

REVIEW OF YELLOW PINE LUMBER MANUFACTURING CONDITIONS SINCE JULY 7.

When Barometer No. 55 was issued, the hands of the clock seemed to stand permanently on 12 noon—with hell at play. Shipments had squatted down to 59 degrees; orders languished at 60 degrees, and production stood up bold and arrogant at 67 degrees. The increase in orders as compared with the last previous report, No. 54, was 48 per cent. Production was 33.89 per cent below normal, and orders were below normal production 37.61 per cent.

On July 14 the mercury had risen in the yellow pine barometer showing orders at 84½ degrees, production taking the dust at a little less than 77 degrees, and shipments crawled up to the off hind wheel of orders to the extent of standing at 83½ degrees—still below normal. The increase in orders had been 37 percent over previous report No. 55; actual production below normal was 22.55 percent; shipments below normal 17.30 percent; orders below normal 16.03 percent.

The report of July 21 showed in a barometric way that orders had stepped on the pedal and had shot up to 110—or 10 degrees above normal—and production and shipments were rolling along exactly together within conversation distance side by side at 80 degrees, or 20 degrees below normal. The increase in orders as compared with the last report stood at 8.91 per cent; actual production below normal 20.63 per cent; shipments below normal production, 20.54 per cent.

Friday, July 28, was the coming of the great day. It looked like somebody had set a "nigger" on the safety valve. Orders stood at 140 degrees and a trifle over, and production had only crept up five points, standing at 85 degrees, and shipments had surged so far ahead as 98 degrees—two degrees below normal. Right there we prayed that SOMEBODY would be enterprising enough to add another tube to the barometer not for orders to boil over into, but a tube representing a line of information on dry stock, for we are of the old fogies who believe that the actual availability of the stock has all to do with the supplying of it, and that, too, is consistent with our general attitude on "supply and demand" in lumber governing its value that practically everything is already in supply at a yellow pine saw mill operation because the lumber does not have to be in the yard to be sold, but is too often sold while it is yet in the tree in the forest.

The dry lumber element, however, is a very SUBSTANTIAL factor in all OTHER lines of the lumber trade, for in those sections where the trees come down with the winter snows and the manufacturer has to adhere to the principle of "making such lumber as the logs will produce" and as in the Pacific coast territory where the lumber manufacturer has to depend upon the logs actually in SIGHT in the WATER, and usually has but little to say about the logs until they ARE in the water and in SIGHT.

Who will it be who will invent a barometer with four stems to it?

Then, on August 4, the phenomenal thing occurred which nobody could explain—at least we have not YET found a statistician smart enough to tell us how it happened—yellow pine orders went off from 145 to 113. Orders even THEN were 13 degrees above normal, and the whir of the wheels of production were out of ear-shot of both the order column and the shipment column—shipments standing at 105 degrees and production standing at 85 degrees. The orders only showed an increase of 1.92 percent and shipments only exceeded normal production 4.92 per cent; but actual production was below normal 15.04 per cent. The report of Friday, August 11, showed orders to be rising—coming back—standing then at 115 degrees with shipments having crept up to 105 degrees and production still in the "also rans" at 88.

Just now, today, August 24, there comes to hand the Southern Pine Association Barometer No. 61, for week ending Friday, August 18—and marvelous to relate, it shows us something we did not believe possible. Production is still away around behind the bend, back of both shipments and orders, standing as it does at 90 degrees.

Orders as compared with the week ending August 11 have fallen off 1 degree, according to the barometer, and shipments have fallen off a half degree, standing at 104½ degrees.

Production has come up about 1½ degrees in the week represented—and is gaining a little—but LITTLE is TOO much, and it positively must not go HIGHER than 90 degrees.

Our delight at finding that it had only crawled up to 90 degrees is on account of the fact that we felt it was about time for some insurgent to put on all the power, release all the brakes, and cut loose. That, however, has not been done, and adds one more argument in favor of the gradually increasing belief that yellow pine production is not a wholly depraved thing but is really susceptible to reformation.

CURTAILMENT ON THE PACIFIC COAST AND ELSEWHERE.

There does not seem to be any incentive in the lumber localities elsewhere than in the southern United States for the curtailment of the product.

Orders are what all OTHER localities OUTSIDE of the southern pine district seem to lack. Production has not arrived at normal in any lumber locality in the United States outside of the southern pine territory; and in most localities of which we have any knowledge, shipments have most of the time run ahead of anything else.

We are going to hazard the statement—and "to hazard" does not necessarily indicate that there is any doubt about the TRUTH of the statement that THE ADVERTISING AND SELLING METHODS OF THE SOUTHERN PINE OPERATORS HAVE WON THEM THEIR ORDERS.

Yellow pine lumber is today—next to cypress—the best advertised lumber in the world; and next, of course, comes white pine.

We think this is the conclusion that any high class advertising counsellor in the United States would reach if the whole facts of the promotion of the business of the various lines were laid properly before people who know how to figure out such things and who speak with authority.

It is impossible to enter into any comparative discussion concerning the curtailment question in any other line outside of yellow pine, except in the case of cypress.

A dozen or more of the leading cypress manufacturers of the United States state their condition in an advertisement on the front cover of this issue of the LUMBER WORLD REVIEW.

The cypress people have not curtailed; they are selling their lumber for more money than they got six months ago and they have several million less feet of lumber on hand than they HAD SIX MONTHS AGO.

So ending this lesson at this first opportunity to end it, let us be real fair and honest about this whole thing and admit that it is not all a matter of curtailment, but that the selling end has a lot to do with it, and that ADVERTISING—if it is successful—is SELLING—and selling

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—if it is successful—must and does contemplate ADVERTISING in all of its features.

In a little weak way, and in very small type, so that the suggestion will not be considered a rudeness, and just before we furnish the tabulated statement of curtailment by states, let us write and print the much worn and sometimes followed piece of advice— "It Pays to Advertise."

ALABAMA.

Black Warrior Lbr. Co.	Knoxwood	No curtailment.
Choctaw Lumber Co.	Silas	New plant. Shut down ten days in July. No stock on hand. Will run.
Davis, M. L.	Oak Grove	Curtailing 22½ percent.
Horseshoe Lbr. Co.	River Falls	Closed 1 to 4 weeks account storms.
Jackson Lumber Co.	Lockhart	Monthly capacity 6,000,000; now shut down.
Kaul Lumber Co.	Birmingham	Capacity monthly 4,582,034; cutting 3,020,153 feet.
King Lumber Co.	Prentice	55 hours a week.
Lathrop Lumber Co.	Birmingham	Running five days a week.
Manchester Lumber Co.	Manchester	Running on short time.
McGowin-Foshee Lumber Co.	Folco	Weekly capacity 300,000; cutting 250,000 feet.
Mitchell, W. G., Lbr. Co.	Shortleaf	No curtailment.
Scotch Lumber Co.	Fulton	Running five days a week.
Smith, W. T., Lumber Co.	Chapman	Both mills running 66 hours.
Talahatta Lbr. Co.	Halsall	Idle.
Vinegar Bend Lbr. Co.	Vinegar Bend	One half of normal production.

ARKANSAS.

Arkansas Short Leaf Lumber Co.	Pine Bluff	Running 4 days a week.
Arkansas Land & Lumber Co.	Malvern	Shut down June 30.
Arkansas Lumber Co.	Warren	Daily capacity 140,000; cutting 100,000 feet.
Bradley Lumber Co.	Warren	Running 3 to 5 days a week.
Campbell, H. A.	Mt. Idah	10,000 feet daily capacity. Ran only 3 or 4 days in June.
A. L. Clark Lumber Co.	Glenwood	Running three-quarters time.
Crossett Lumber Co.	Crossett	Running 4 days a week.
Eagle Lumber Co.	Eagle Mills	Monthly capacity 3,000,000; cutting 1,835,000.
Edgar Lumber Co.	Wesson	60 hours a week.
Farrel, William, Lbr. Co.	Hensley	Running 5 days a week.
Fordyce Lumber Co.	Fordyce	Running 4 days a week.
Freeman-Smith Lumber Co.	Millville	50 hours a week.
Gates Lumber Co.	Wilmar	Running 5 days a week.
Ozan-Graysonia Lumber Co.	Prescott	5 days a week.
Reed Bros. Lbr. Co.	Buckner	Running 40 hours.
Union Saw Mill Co.	Huttig	Monthly capacity 6,000,000; cutting 4,600,000
Wisconsin & Arkansas Lumber Co.	Malvern	60 hours a week.

FLORIDA.

Alabama & Florida Lumber Co.	Noma	Running 85 percent.
Alger-Sullivan Lumber Co.	Century	Shut down 30 days.
Bay Point Mill Co.	Pinewood	Monthly capacity 1,050,000; now idle, start Aug. 15.
Florida Land Co.	Montbrook	Closed down.
Florala Sawmill Co.	Paxton	Running three-quarters time.
Graves Bros. Co.	Hosford	Shut down for over a a year in last two, so now running full time, 10 hours daily.
E. L. Marbury Lumber Co.	Malone	Monthly capacity 825,000; cutting 479,000
Martel Lumber Co.	Martel	Running 44 hours.
Weaver-Loughridge Lumber Co.	Boyd	No curtailment.
West Yellow Pine Co.	Madison	Running 50 hours.

GEORGIA.

Augusta Lumber Co.	Augusta	Have closed down all mills and become "remillers."
Dunlevie Lumber Co.	Allenhurst	Double band mill with resaw, running continuously 11 hours per day.
King Lumber & Oil Co.	Unadilla	Had been running 5½ days, 9 hours each; now shut down, from 4 saws in January to 2 saws in July.
Stuart Lbr. Co.	Savannah	Not operating.
Southern Pine Co.	Brinson	Closed account high water. Idle for several weeks longer.
Thompson, John R.	Quitman	Running 10 hours a day, 5 days per week.

LOUISIANA.

Anacoco Lumber Co.	Guy	Monthly capacity 1,332,559; cutting 1,135,705.
Alexandria Lumber Co., Ltd.	Pineville	Running 5 days a week.
Anacoco Lumber Co.	Grabow	Running 5 days a week.
Big Pine Lumber Co.	Colfax	Closed down.
Bowie Lumber Co.	Bowie	Running 6 days; 11 hours each. Being cypress, no curtailment necessary.
Bolinger, H. A., Lumber Co.	Shreveport	Running 4 days a week.
Bolinger, S. H., & Co.	Reeves	Running 5 days a week.
Brown Lumber Co.	Shamrock	Running 5 days a week.
Bentley, J. A., Lumber Co.	Zimmerman	Running 5 days a week.
Bryceland Lumber Co., Ltd.	Bryceland	Were running 6 days a week, 11 hours; now 18 days a month, 11 hours.
Brooks-Scanlon Lumber Co.	Kentwood	Running 5 days a week.
Bowman-Hicks Lumber Co.	Oakdale	Running 5 days a week.
Caddo-Rapides Lumber Co.	Alexandria	Running 5 days a week.
Crowell & Spencer	Long Leaf	Running 5 days a week.
Calcasieu Long Leaf Lumber Co.	Lake Charles	Running 4 days a week.
Central Coal & Coke Co.	Neame	Running 4 days a week.
Central Coal & Coke Co.	Carson	Running 4 days a week.
Cady, W. M., Lumber Co.	McNary	Running 5 days a week.
Elton Lumber Co.	Elton	Will shut down 30 days.
Elton Lumber Co.	Hutchinson	Closed down.
Enterprise Lumber Co.	Alexandria	Running 5 days a week.
Enterprize Lbr. Co.	Zimmerman	Running 5 days a week.
Forest Lumber Co.	Oakdale	Running 4 days a week.
Frost-Johnson Lumber Co.	Campti	Running 4 days a week.
Frost-Johnson Lumber Co.	Mansfield	Running 4 days a week.
Frost-Johnson Lumber Co.	Montrose	Running 4 days a week.
Genesee Lbr. Co.	Genesee	Running one-quarter normal capacity.
Germain & Boyd Co.	Atlanta	Running 5 days a week. May reduce to 4 days if conditions do not improve.
Great Southern Lumber Co.	Bogalusa	Running 5 days a week.

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Gulf Lumber Co.	Fullerton	Running 5 days a week.
Houlton Lumber Co.	Houltonville	Idle.
Hudson River Lumber Co.	DeRidder	Running 4 days a week.
Hule-Hodge Lumber Co.	Hodge	1 mill closed down.
Hurricane Creek Lumber Co.	Lake Charles	Running 5 days.
Iatt Lumber Co.	Colfax	Closed July 1.
Industrial Lumber Co.	Oakdale	Monthly capacity 1,500,000; cutting 750,000 feet.
Industrial Lumber Co.	Elizabeth	Running 5 days a week.
Industrial Lumber Co.	Calcasieu	Running 5 days a week.
Johnson, W. F., Lumber Co.	Campti	Running 5 days a week.
Krause & Managan	Westlake	Monthly capacity 1,500,000; now cutting 1,100,000.
King-Ryder Lumber Co.	Bon Ami	Running 4 days a week.
Lee Lumber Co.	Tioga	Running 5 days per week, 10 hours a day. Were running 6 days a week.
Louisiana Longleaf Lumber Co.	Victoria	Running 40 hours.
Louisiana Longleaf Lumber Co.	Fisher	Running 40 hours.
Louisiana Saw Mill Co.	Glenmora	Monthly capacity 2,800,000; cutting 2,250,000.
Louisiana Central Lumber Co.	Standard	Running 4 days a week.
Louisiana Central Lumber Co.	Clarks	Running 4 days a week.
Lock-Moore Lumber Co.	Westlake	Running 5 days a week.
Longville Lumber Co.	Longville	Monthly 7,100,946; now 5,158,136 monthly.
Louisiana Long Leaf Lumber Co.	Fisher	Mill not running.
Long Pine Lumber Co.	Alexandria	Running 4 days a week.
Ludington Lumber Co.	Ludington	Running 4 days a week.
Lyon Lumber Co.	Garyville	Running approximately 20 days a month, 11 hours a day.
Lyons Lumber Co.	Kernan	Running 6 days.
Meridian Lumber Co.	Meridian	Running 5 days a week.
McNary Lumber Co.	McNary	Running 5 days a week.
Newell Lumber Co., Ltd.	Eunice	Running 5 days a week.
Natalbany Lumber Co.	Hammond	Running 5 days a week.
Pawnee Land & Lumber Co.	Pawnee	Running 5 days a week.
Poitevant & Favre Lumber Co.	Mandeville	Running 4 days a week.
Powell Lumber Co.	Edna	Running 4 days a week.
Peavy-Byrnes Lumber Co.	Kinder	Monthly capacity 3,000,000; cutting 2,000,000.
Pickering Lumber Co.	Pickering	Running 4 days a week.
Pickering Lumber Co.	Barham	Running 4 days a week.
Rapides Lumber Co.	Woodworth	Running 4 days a week.
Ragley, W. G., Lumber Co.	Ragley	Monthly capacity 2,807,093; cutting 1,932,275.
Sabine Lumber Co.	Zwolle	Running 5 days a week.
Sabine Lumber Co.	Colfax	Monthly capacity 4,000,000; cutting 3,250,000.
Salmen Brick & Lbr. Co.	Slidell	Cutting 50%-60% normal.
Sanford, F. L.	Zona	Running 4 days a week; 11 hours.
Schwing Lumber & Shingle Co.	Plaquemine	Cutting cypress; no curtailment necessary.
Southern Lumber Co.	Myrtis	Idle; mill burned.
Springfield Lumber Co.	Springfield	Idle.
W. G. Strange Lumber Co.	Newlin	Running 40 hours.
Tremont Lumber Co.	Winfield	Monthly capacity 6,765,441; cutting 4,750,000.
Weaver Bros.	Weaver Spur	Running 5 days a week.
Weaver Bros.	Boyce	Running 5 days a week.
Weaver Bros.	Couchwood	Running 5 days a week.
Weaver-Hearne Lumber Co.	Couchwood	Running 50 hours.
F. B. Williams Cypress Co.	Patterson	Cutting cypress; no curtailment necessary. Properly advertised.
Williams Bros.	Oberlin	Running 5 days a week; 10 hours.
Wyatt Lumber Co.	Gandy	Running 60 hours.
Urania Lumber Co.	Urania	Running 5 days a week.
Victoria Lumber Co.	Victoria	Running 4 days a week.

MICHIGAN.

Kneeland-Bigelow Co.	Bay City	Running six days per week; no curtailment compared with January.
Louis Sands Salt & Lbr. Co.	Manistee	Were running six days a week, 20 hours in January; now running six days, 10 hours.
Williams Bros. Co.	Cadillac	Were running six days per week; 10 hours a day; now 22¾ days, 10 hours.
Wisconsin Land & Lumber Co.	Hermansville	Running 25 days; 10 hours; short crew.

MINNESOTA.

Minnesota is a "short horse, soon curried":

J. Neils Lumber Co.	Cass Lake	Running 26 days; 520 hours. One-half stock on hand now had in January.

MISSISSIPPI.

Here is the revised Mississippi list:

Bienville Lumber Co.	Forest	June cut 2,208,300; cut July 1,876,800.
Batson-McGehee Co.	Millard	Never did run night and day. Were making 50,000 daily. Now shut down for 30 days
Bay Springs Lumber Co.	Bay Springs	Normal Product 635,000 per month; running 4 days per week; curtailing 135,000 feet per week.
Bentley & Emery	Richton	Normal product 3,000,000 per month; not curtailing.
Bentley & Emery	Richton	Running 60 hours.
Brookhaven Lumber & Manufacturing Co.	Hattiesburg	3 days 1 mill; other mill idle.
J. Bounds	Moss Point	Idle.
Buckwalter Lumber Co.	Union	Normal monthly 1,600,000; now cutting 1,340,000.
Central Lumber Co.	Brookhaven	40 to 50 hours a week.
Central Lumber Co.	Bogue Chitto	40 to 50 hours a week.
Champion Lumber Co.	Kiln	Idle.
Cybur Lumber Co.	Picayune	Monthly capacity 3,600,000; cutting 2,400,000.
Crosby Bros. Co. Stillwell-Crosby Co.	Canton	Mills closed down. Was producing 3,600,000; normal product 4,800,000.
Cotton State Lumber Co.	Meehan Junction	Running full time day only; 125,000 feet per day. Was down 11 months in 1915.
Cotton States Lumber Co.	Meehan Junct.	Running 5 days.
DuBois, John E.	Lake	Normal monthly 2,000,000; cutting 1,000,000.
Eastman, Gardiner Co.	Laurel	Normal monthly 5,800,000; cutting 5,000,000.
Enochs Lumber Co.	Fernwood	Shut down through June.
Finkbine Lumber Co.	Wiggins	Shut down June 24 for 3 weeks, 105,000 feet per day, normal.

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Finkbine Lumber Co.	Wiggins	Closed.
Futvoye-Paterson Co.	Shuqualak	Running 60 hours.
Gilchrist-Fordney Lumber Co.	Laurel	Running 60 hours.
Griffin, J. M.	Blodgett	Normal product 1,500,000 feet per month; shut down for 30 days June 15.
Gray, C. L., Lumber Co.	Meridian	Will curtail.
Hall & Legan Lumber	Morton	Running two-thirds.
Hemphill Lumber Co.	Rhodes	Running 10 hours, 26 days per month. Will likely not curtail until all night running is stopped.
Hinton Bros. Lumber Co.	Lumberton	Monthly 2,500,000; cutting 2,200,000.
Homochitto Lumber Co.	Bude	Have been curtailing 165,000, per week for several weeks.
Jordan River Lumber Co.	Kiln	Running 10 hours a day; no night run.
Lumber Mineral Co.	Arbo	Idle; mill burned.
Marathon Lumber Co.	Laurel	Normal monthly 3,600,000; now cutting 2,900,000.
Moore-Haggerty Lumber Co.	Hattiesburg	Monthly normal 2,800,000; now cutting 1,350,300.
Major-Sowers Lumber Co.	Epley	Curtailing 1 day a week.
Mississippi Lumber Co.	Quitman	Curtailing 1 day a week.
Native Lumber Co.	Howison	Running 60 hours.
Newman, J. J., Lumber Co.	Sumrall Hattiesburg	Reduction July over May 12.8 percent.
Richton Lumber Co.	Richton	Curtailing 1 day and 1 night each week; cutting 140,000 to 170,000 each 10 hours. Contemplating 4 days a week.
Rosa Lumber Co.	Picayune	Curtailing 1 day and 1 night, 100,000 feet a week.
Schryver Lumber Co.	Louisville	Running 2 saws, 5 days, and 1 saw, 4 days a week.
Ship Island Lumber Co.	Sanford	Monthly capacity 1,250,000; now cutting 800,000.
Sumter Lumber Co.	Electric Mills	No curtailment; normal product 4,000,000 a month.
Tallahatchie Lumber Co.	Philipp	Hardwoods; running 10 hours; 26 days per month.
Vinegar Bend Lumber Co.	Vinegar Bend	Curtailing 1 day a week, 100,000 feet a week.
Wausau-Southern Lumber Co.	Laurel	Normal monthly 6,163,000; now cutting 3,920,000.
Weston, H., Lumber Co.	Logtown	Running 60 hours a week.
White, J. J., Lumber Co.	Columbia	Losing 15% of time account of bad luck.

OREGON.

Brown Lumber Co.	Cottage Grove	Ran 73 hours in January; 280 hours in June.
Carlton Consolidated Lumber Co.	Carlton	Not making any lumber; made none in January.
Falls City Lumber Co.	Portland	Closed down since July, 1915.

TEXAS.

Alexander Gilmer Lumber Co.	Remlig	Running 5 days.
Angelina County Lumber Co.	Keltys	Monthly 2,484,000; cutting 1,600,000.
Beaumont Saw Mill Co.	Beaumont	Running 5 days a week.
Blount-Decker Lumber Co.	Alton	Running two-thirds capacity.
Central Coal & Coke Co.	Conroe	Running 4 days a week.
Carter, W. T., & Bro.	Camden	Running 5 days a week.
Carter-Kelley Lumber Co.	Manning	Running 4 days a week.
Clark & Boice Lumber Co.	Jefferson	One-fourth normal stock. Just began cutting since mill burned down last March.
Frost-Johnson Lumber Co.	Nacogdoches	Running 4 days a week.
Fidelity Lumber Co.	Doucette	Running 4 days a week.
Keith Lumber Co.	Houston	Running 5 days a week.
Kirby Lumber Co.	Houston	No night runs; 3 of the 13 mills idle; balance running but 5 days a week.
Livingston Lumber Co.	Buck	Running 55 hours.
Lutcher & Moore Lumber Co.	Orange	All mills running 5 days.
Lufkin Land & Lumber Co.	Lufkin	Running 4 days a week.
Myer, R. A., Lumber Co.	Honey Island	Running 5 days a week.
Miller-Link Lumber Co.	Orange	Running 5 days a week.
Pickering Lumber Co.	Haslam	Running 4 days a week.
Palmetto Lumber Co.	Beaumont	Running 2 weeks a month.
Rice, J. S. & W. M.	Houston	Running 2 weeks a month.
Southern Pine Co.	Diboll	Running 5 days a week.
Sabine Lumber Co.	Houston	2 mills; running 5 days a week.
Saner-Whiteman Lbr. Co.	Caro	No curtailment.
Temple Lumber Co.	Pineland	Running 95 hours.
Texas Long Leaf Lumber Co.	New Willard	Running 50 hours.
Trinity Co. Lumber Co.	Groveton	Monthly 3,500,000; cutting 2,300,000.
Thompson Bros.	New Willard	Running 5 days a week.
Thompson Bros.	Trinity	Running 5 days a week.
West Lumber Co.	Houston	3 mills; running 5 days a week.

WASHINGTON.

Northwest Lumber Co.	Seattle	Shut down since October, 1913.
Port Blakely Mill Co.	Port Blakely	Apparently have not been running this year.
Seattle Lumber Co.	Seattle	Shut down since June, 1913.
Walsh Lumber Co.	Rock Cut	Apparently have not been running this year.
Weyerhaeuser Lumber Co.	Everett	Monthly capacity 18,000,000; now cutting 15,000,000.
St. Paul & Tacoma Lbr. Co.	Tacoma	Mill capacity reduced over 50 percent.

VIRGINIA.

Montgomery Lumber Co.	Suffolk, Va.	Full time during June; now curtailing 30 percent.

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A Monograph on "Price Maintenance"

Being a Paper Read Before 1500 General Salesmanagers at the World's Salesmanship Congress, July 9-13, 1916

By GEO. E. WATSON

It may have been the idea of your committee on program that a given subject could best be handled by one in a line of business which is notoriously deficient, on the theory that such a person, knowing the weaknesses of his trade, has given his very earnest thought to the most apparent of these weaknesses, and, is, therefore, prepared to help you, even though he cannot solve his own problems. At least, it is only by this rather false line of reasoning that I can convince myself that you have used other than poor judgment in selecting a lumberman to talk upon the subject of "Price Maintenance."

A comprehensive discussion of price maintenance would touch upon every subject before this congress, and would run from the average attitude of the American people, through cost accounting, to decisions of the supreme court. I can, therefore, only hope, in the twenty minutes allotted to me, to very largely generalize and to make statements without attempting to prove many of them.

PRICE MAINTENANCE AN ECONOMIC PROBLEM.

This subject alone is worthy of an entire session of such a congress as this, and there could be hundreds of addresses upon its various phases. It is the most stupendous economic problem of the day and one which cannot possibly be solved until our people have a better understanding of the essentials of community prosperity. We know that proper price maintenance would benefit the people, but the people, through ignorance, do not believe this. With our form of government most laws are made to suit the desires of the people. In too many cases they are worded solely with reference to their effect upon the "vote at home." Therefore it is education at home that is needed before we can hope to be relieved from the legal strictures which the business of the country has outgrown.

As a people, we Americans seem to be constitutionally opposed to the profits of the other fellow. We are bargain hunters and we gloat over the conditions which force someone to sell to us at a price below the cost of production. We smile at business failures and have not reached that point in our development where we are willing to accept with finality the thoroughly proven fact that the community is most prosperous when every man in it is making a fair profit. Probably there is no man here who does not know of more than one establishment whose highest priced man is the buyer, whereas anyone will do as a salesman. It has been claimed that, as a people, we are better buyers than salesmen, and I am not prepared to dispute this statement.

As stated, the attitude of the people very largely exerts a controlling influence upon the laws which are passed for our guidance, the protection of the people being the object of these laws. At the same time, such laws do not protect the people if they are so drawn that they prevent profits, as profits alone can bring prosperity and corresponding benefits to the entire people. Neither are such laws entirely beneficial unless they are more helpful to the people during a business crisis than when everyone is prosperous.

GEORGE E. WATSON

THE LEGAL ASPECTS OF THE QUESTION.

I am not altogether prepared to state that the business laws of the United States are harmful, except that no one fully understands these laws and, therefore, because of this lack of understanding, they have a deterring influence upon business expansion. Laws passed more than twenty-five years ago are not yet fully interpreted, and it is my belief that these laws, if drawn with the present day comprehension of business conditions, would be radically different. This is not a plea for price maintenance by agreement, to the end that abnormal profits may accrue, but business certainly needs a better understanding than it now has of what the laws mean. The formation of the Federal Trade Commission is, in a measure, a recognition of this, and I can state from actual knowledge that the business of the country is receiving a closer and more beneficial study at the hands of this commission than our government has ever before granted.

It is generally believed—or feared—that the Sherman Anti-trust Act covers export as well as domestic trade, and the first big undertaking of the Federal Trade Commission has been an investigation of export conditions in an effort to learn just how the best interests of the public can be served. It is agreed that export trade is desirable, and it is also agreed that other governments than ours are more helpful to their exporters, which aid brings about competitive conditions which few individual manufacturers in America can successfully meet. The close of the European war will create a situation which will still further complicate our export trade, and it is the belief of our exporters that they should at least be privileged to meet foreign competion on an even basis. Here is plainly a case where laws drawn twenty-five years ago may have suited the situation then prevailing, but our business expansion has been such that more comprehensive laws are now needed.

As an indication that the Federal Trade Commission has arrived at this conclusion, permit me to quote from a communication issued by that commission on May 4, 1916, as follows:

Under the authority of this organic act, the Federal Trade Commission has completed a comprehensive investigation of competitive conditions affecting Americans in international trade. The commissions finds:

(1) That other nations enjoy a marked advantage in foreign trade, more superior facilities and more effective organizations.

(2) That doubt and fear as to legal restrictions prevent Americans from developing equally effective organizations for overseas business and that the foreign trade of our manufacturers and producers, particularly small concerns, suffers in consequence.

The commission appreciates the importance of fostering foreign trade and realizes the urgent need of enabling our citizens to meet foreigners on equal terms in international commerce. It, therefore, recommends immediate clarification of the law to permit co-operation among Americans for export trade.

Further, the commission has said:

The commission does not believe that congress intended by the anti-trust laws to prevent Americans from entering into export trade for the purpose of competing successfully with foreigners where such co-operation does not restrict trade within the United States and where no attempt is made to hinder Americans from securing their due share of the trade. It is not reasonable to suppose that congress meant to restrict development of our foreign commerce by forbidding the use, in export trade, of methods of organization which do not operate to the prejudice of the American public, are lawful in the countries where the trade is to be carried on, and are necessary if Americans are to meet competitors on equal terms.

PROBLEM VARIES WITH NATURE OF BUSINESS.

And this is true in a number of fields, as there are certain lines of domestic trade operating under conditions which are not paralleled by other lines of trade. This very fact makes it impossible for one short law, written twenty-five years ago and which we do not yet understand, to cover all phases of business in such a great commercial country as ours. It also makes it difficult for me, in handling this address, to delve down into individual price problems for one trade when these problems are absolutely simple in another. What I might say with reference to drugs, insurance or real estate would not apply to cotton mills, or farmers' selling unions.

BUSINESS WHICH DEPENDS UPON NATURAL RESOURCES.

To my mind, some of the greatest selling problems have to do with those branches of business which deal with the natural resources of the country, especially where these natural resources are produced and consumed in very large volume. In some of these trades there are conditions which are so radically different from those prevailing in other trades that economists are constantly using them to prove

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their points. As an example, let us take coal.

The laws of the country, which are made for all of the people with the idea that our best interests are served by the keenest of competition, regardless of whatever conditions may prevail, are in this business causing a waste which may not be realized in this generation but which will cause posterity to curse us for having such a poor understanding of economics. Competition, which is regarded as the life of trade, sets the price of coal and the producer whose operating costs are not on the lowest possible basis cannot meet this competition and must shut down his pumps and allow his mine to go to destruction. A vein of coal which is not more than three or four feet thick cannot be profitably mined under present competition, with the result that lower and thicker veins are mined, preventing for all time the securing of millions of tons of valuable coal which are on the upper levels and which will cave in if touched at a later date.

Can any of you claim that the general law governing business competition serves the best interests of the people, so far as coal mining is concerned?

PECULIAR PROBLEMS OF THE LUMBER INDUSTRY.

Another business of a somewhat similar nature is lumber, and in this there is a record in the office of the United States Forest Service of more than thirty thousand saw mills, all of which are in operation during good times, and the majority of which must operate, no matter what may be business conditions. It is the business of these saw mills to convert trees into material for the use of our people—trees which it has taken generations to grow and which cannot be readily replaced. With all of these saw mills in operation, merely with a daylight run, there is a production of lumber about equal to the demands of the people dur- prosperous times, but it is possible for a jority of these mills to run at night and it a conservative statement that at least eighty rcent could be added to the production, bring- about a condition which, according to the laws of supply and demand, would soon reduce prices to a point considerably below the actual cost of production, and the bad feature is that this very thing happens whenever there is business improvement. Here again is a situation where a natural resource is being produced and marketed and where the existing laws do not fairly or comprehensively cover the case.

In time, should the present available supply of timber be so nearly exhausted that those remaining in the business can control the situation, the natural laws of supply and demand can be governed, but must we wait until this heritage of the people is exhausted before we realize the absolute wastefulness of what we are now compelled to do? Are we to wait and learn these things through sad experience, or shall we accept the results and methods of the older European countries?

Many saw mills can shut down during dull times, but a large majority cannot. Aside from this, there are woods which are sawed but are not in a marketable condition for almost a year. They may be produced during the best of times, but they must be marketed, whether times are dull or prosperous.

DIFFICULTY OF REGULATING THE SUPPLY.

With a business such as this, the very number of producers makes it impossible to regulate the supply, even were these laws of such a nature as to permit. Would not the interests of the people be served for all time if there were enforced regulation on a fair basis? Here again I am not making a plea for government regulation, but I am merely submitting the thought. You, as producers and salesmen, have an abhorrence of business regulation, but I am not so sure but that it will ultimately become the one thing that can be tolerated in certain lines of trade, although others may not need it.

These cases are cited to indicate that the question of price maintenance is of a much more puzzling nature than is imagined by owners of rival grocery stores in a small village, but it is my belief that the European situation, and the struggle for business supremacy which will follow the war, will force government recognition of many of the business problems of the country.

PRICE MAINTENANCE AFFECTS ALL INTERESTS.

From the point of view of a manufacturer or wholesaler, price maintenance is merely a question of selling all of the stock produced at a price showing a reasonable profit above the cost of producing and selling. This is not only desirable, but it is the only basis upon which anyone can continue in business. From the point of view of the retail dealer, so far as purchases are concerned, it is also essential, as continuous fluctuations or unreasonable differences in prices named by rival manufacturers of the same quality of material are demoralizing. The average retail dealer is more anxious to feel satisfied that his business competitor is buying no more cheaply than the price named to him than he is to figure out any other problem. If he knows that he and his competitor are on the same buying basis he will, as a rule, carry a larger stock and devote more time and attention to the selling end of his business than to the buying. He then, at all times, knows how to figure and he feels safe. No retail dealer who is a thinker is pleased with a declining market, as price maintenance of the product he buys is the one thing which will keep him busily at work getting the most out of his business.

It is useless to dwell very long upon the advantages of price maintenance, as all of us are agreed upon this. We are also agreed that profits constitute the greatest of all business essentials. The American people, however, are not agreed that you and I can get together and figure out our costs and then decide upon what would be a fair price for us to charge for our product. That, in their minds, would not be competition, although it certainly would be, so far as quality of product and service is concerned, and there would continue to be competition in both quality and service.

In his most illuminating work, "The New Competition," Arthur Jerome Eddy has, in sev-

Herewith We Submit an Opinion on Mr. Watson's Paper from One Well Qualified to Judge of Such Ideas as Mr. Watson Advances

We have received an opinion on Mr. Watson's paper from a man who has given it deep study, and which certainly belongs right here in the heart of that article where it will attract as much attention as the article itself and be as thoroughly read. Our correspondent after having read Mr. Watson's paper, wrote us as follows:

"Mr. Watson's address shows careful study on his part of several economic problems now confronting this country.

"I have long been of the opinion the extreme fluctuations in prices are an evidence of a false rather than a fair and free competition and that in the long run the public must, in one way or another, pay dearly for the cycles of unduly low prices.

"Whether resale price maintenance is a cure all, or even a partial remedy, for the evils of price cutting is a subject on which I have not been able to reach a definite conclusion and would, therefore, hesitate to express an opinion. I agree, however, with Justice Holmes that in the long run the public cannot profit 'by permitting knaves to cut reasonable prices for mere ulterior purposes of their own, and thus impair, if not destroy, the production and sale of the articles which it is assumed to be desirable the people should be able to get.'

"Trade should not mean a contest in which one of the parties gets the better of the other or injure a competitor or competitive conditions. Good morals and a sound public policy would seem to favor the square deal to all, the selling of goods at a fair price, which price should include a reasonable profit to the producer and to such agencies as will best distribute his product, and that price when made should be one upon which the producer and the seller are willing to stand or fall and which is open to all alike.

"Such a square policy in selling would seem to warrant a greater degree of protection to the vendor than is now given him by law.

"I have never agreed with those who preach that cheapness of price, regardless of the effect of such cheapness upon industry, is either desirable or of benefit to the consumer. All consumers should be, and a majority of them are, also producers. If production cannot receive fair prices then the purchasing power of the consumer is depleted with the result that the low prices react against those who are supposed to benefit therefrom. As stated by Mr. Watson, the American people seem to be constitutionally opposed to the 'profits of the other fellow.' In my opinion this is due to the fact that every man considers his interest as a consumer paramount to his interest as a producer, or, that he considers his position as a consumer without relation to his situation as a producer. He wants to buy cheaply and to get bargains for himself not thinking that if he gets the things he wants at less than they are worth that he must sell his labor or the product of his labor to some other bargain hunter at less than value. Whether this situation, which is based upon an essential element of human selfishness, can be remedied by legislation is a question worthy of consideration by the ablest and most thoughtful men in the country. Such discussions as that of Mr. Watson are helpful in making men give to the subject the thought that should precede legislative action."

EDITOR.

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A Monograph on "Price Maintenance"

Being a Paper Read Before 1500 General Salesmanagers at the World's Salesmanship Congress, July 9-13, 1916

By GEO. E. WATSON

It may have been the idea of your committee on program that a given subject could best be handled by one in a line of business which is notoriously deficient, on the theory that such a person, knowing the weaknesses of his trade, has given his very earnest thought to the most apparent of these weaknesses, and, is, therefore, prepared to help you, even though he cannot solve his own problems. At least, it is only by this rather false line of reasoning that I can convince myself that you have used other than poor judgment in selecting a lumberman to talk upon the subject of "Price Maintenance."

A comprehensive discussion of price maintenance would touch upon every subject before this congress, and would run from the average attitude of the American people, through cost accounting, to decisions of the supreme court. I can, therefore, only hope, in the twenty minutes allotted to me, to very largely generalize and to make statements without attempting to prove many of them.

PRICE MAINTENANCE AN ECONOMIC PROBLEM.

This subject alone is worthy of an entire session of such a congress as this, and there could be hundreds of addresses upon its various phases. It is the most stupendous economic problem of the day and one which cannot possibly be solved until our people have a better understanding of the essentials of community prosperity. We know that proper price maintenance would benefit the people, but the people, through ignorance, do not believe this. With our form of government most laws are made to suit the desires of the people. In too many cases they are worded solely with reference to their effect upon the "vote at home." Therefore it is education at home that is needed before we can hope to be relieved from the legal strictures which the business of the country has outgrown.

As a people, we Americans seem to be constitutionally opposed to the profits of the other fellow. We are bargain hunters and we gloat over the conditions which force someone to sell to us at a price below the cost of production. We smile at business failures and have not reached that point in our development where we are willing to accept with finality the thoroughly proven fact that the community is most prosperous when every man in it is making a fair profit. Probably there is no man here who does not know of more than one establishment whose highest priced man is the buyer, whereas anyone will do as a salesman. It has been claimed that, as a people, we are better buyers than salesmen, and I am not prepared to dispute this statement.

As stated, the attitude of the people very largely exerts a controlling influence upon the laws which are passed for our guidance, the protection of the people being the object of these laws. At the same time, such laws do not protect the people if they are so drawn that they prevent profits, as profits alone can bring prosperity and corresponding benefits to the entire people. Neither are such laws entirely beneficial unless they are more helpful to the people during a business crisis than when everyone is prosperous.

GEORGE E. WATSON

THE LEGAL ASPECTS OF THE QUESTION.

I am not altogether prepared to state that the business laws of the United States are harmful, except that no one fully understands these laws and, therefore, because of this lack of understanding, they have a deterring influence upon business expansion. Laws passed more than twenty-five years ago are not yet fully interpreted, and it is my belief that these laws, if drawn with the present day comprehension of business conditions, would be radically different. This is not a plea for price maintenance by agreement, to the end that abnormal profits may accrue, but business certainly needs a better understanding than it now has of what the laws mean. The formation of the Federal Trade Commission is, in a measure, a recognition of this, and I can state from actual knowledge that the business of the country is receiving a closer and more beneficial study at the hands of this commission than our government has ever before granted.

It is generally believed—or feared—that the Sherman Anti-trust Act covers export as well as domestic trade, and the first big undertaking of the Federal Trade Commission has been an investigation of export conditions in an effort to learn just how the best interests of the public can be served. It is agreed that export trade is desirable, and it is also agreed that other governments than ours are more helpful to their exporters, which aid brings about competitive conditions which few individual manufacturers in America can successfully meet. The close of the European war will create a situation which will still further complicate our export trade, and it is the belief of our exporters that they should at least be privileged to meet foreign competion on an even basis. Here is plainly a case where laws drawn twenty-five years ago may have suited the situation then prevailing, but our business expansion has been such that more comprehensive laws are now needed.

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EDITOR.

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eral hundred printed pages, very comprehensively covered the legal aspects of competition and has drawn close lines between that which is fair and that which is unfair. One of his arguments is that much of the unfair competition is a result of lack of information, and for this reason he is strongly in favor of those trade organizations which report regularly to all members the actual prices on sales already made. He claims that this system will, to a very large extent, eliminate the ignorant and unfair competition and bring things to a basis of making those in a given line of trade know the prevailing prices of their products.

PRICE MAINTENANCE AND THE TRADE-MARK.

An individual manufacturer of a trade-marked article, which article is, by advertising, made familiar to all of the people, can name a price and maintain that price. There is only one manufacturer of "Holeproof" hosiery, and only one manufacturer of Ford motor cars, although many other makes of socks or automobiles are on the market. Price maintenance with such commodities as these offers no such problems as with a material like yellow pine lumber.

Imagine, if you can, what would be the condition of your business if you had five or six thousand other manufacturers turning out the same product, marketing it in the same way, under the same trade name to the same line of customers, with the added threat of the possible doubling of the production at any moment. Can any of you devise, under such conditions, a sure and safe system of price maintenance?

HOW TO INDIVIDUALIZE PRODUCTS OF THE FOREST.

In other words, individualizing a product, which perhaps cannot be done with everything, is the first big step toward price maintenance. But how can this be done with the yellow pine lumber I have just mentioned, when there is the competition of Douglas fir, hemlock and other woods, with more thousands of saw mills jumping into the arena of competition? I recently noted an effort to individualize the product of a certain coal mine, and the possible customers were invited to look for the label on the lump. Furthermore, I saw some of the coal and each lump was labeled. Such a propaganda, however, was only possible with localized sales bringing the trade-mark and an advertising campaign to bear upon the situation.

I cannot too strongly advocate the use of both the trade-mark and advertising as a means toward individualizing a product and bringing about price maintenance. The trade-mark is the guarantee which makes the price, and the advertising is the means of making the people look for the trade-mark and later determine for themselves whether the goods live up to what is claimed for them. It is undoubtedly true that advertising has done more than any other one thing to help make big business and to help stabilize prices.

But there must first be individualism of the product advertised, and this is not easy in all cases. As I have mentioned in these remarks, coal and lumber as extreme cases, and as I have also cited one of the efforts toward individualizing on the part of a certain producer of coal, let me also add that some of the varieties of lumber are moving in just this direction at the present time. Cypress, for instance, by continued advertising, has made the people appreciate its merits for certain uses, with the result that, by creating a steady demand, it has maintained a more even range of prices than has been possible with other woods, and it is now preparing to take the further step of trade-marking each board. How closely this can be followed by other woods is something of a question, but it is certain that heavy structural material, with known strength and durability, can be trade-marked and that this will be one of the greatest steps toward price maintenance.

PRICE MAINTENANCE AND GENERAL PROSPERITY.

There are so many angles to the question of price maintenance that I can touch upon very few of them. The methods and effects of farmers' and laborers' unions, and the legal aspects of such unions, constitute a phase of the general subject having a very interesting bearing upon the whole question. Then there is the Stevens bill, price maintenance by retail dealers, unfair bargains at prices below the cost of production and innumerable other things which could properly be discussed under my subject, but there is merely time to give you one big thought.

The prosperity of all of the people is based upon reasonable price maintenance by those in the business of manufacturing or selling goods. You, as salesmen, should realize that your territory is restricted at just the moment any man, or group of men, begin to do business at a loss. I may have devoted too much time to lumber as being one of the peculiar and unusual lines of business, but it and coal, and other lines in which millions of people are employed, can be classed among the essential businesses of the country, with an immense buying power when they are prosperous, and it has been my idea to indicate that each line of business has a sales maintenance problem of its own, which fact is perhaps not fully understood or appreciated by the people nor by those who make the laws governing the people.

Each of you is not only a salesman, but a buyer to within a reasonable degree of your earning power. You sell to each other and you are certainly interested in knowing that the man from whom you buy is doing a profitable business, as otherwise he is not a man who can afford to buy from you.

TRIANGULAR INVESTIGATION BY FOREST SERVICE, FEDERAL TRADE COMMISSION AND BUREAU OF FOREIGN AND DOMESTIC COMMERCE HAS ACTUALLY BEEN FINISHED.

Announcement was made from Washington, D. C., August 21 that the "study" that has been going on for the last two years by the bureaus mentioned above has really been finished and that we are to know the result in a very short time.

The official announcement, however, tells its message and is as follows:

"The series of joint conferences between the Forest Service and the Federal Trade Commission relative to the publication by the Forest Service of the summary report on its study of the lumber industry during the past two years has been concluded. It is anticipated that this report will be published by the first of November and that it will be followed by additional reports discussing in detail the conditions of timber ownership, lumber manufacture, and distribution in the various regions of the country.

"In its study the Forest Service has had the hearty co-operation of the lumber industry. The data obtained are now being checked prior to the publication of the summary report. Although its special investigation of conditions in the ownership of timber and in the manufacture and distribution of lumber has been practically completed, the Forest Service will continue to co-operate with the Bureau of Foreign & Domestic Commerce and with the Federal Trade Commission in their further study of the lumber industry.

"In addition to co-operating with the Forest Service in this series of studies and with the Bureau of Foreign and Domestic Commerce in its plans for promotion of lumber exports, the Federal Trade Commission has in preparation a separate report on the cause of present conditions in the lumber industry with recommendations on federal policy with respect thereto. During the past year the commission has held hearings concerning conditions in timber ownership and in the manufacture and distribution of lumber. It is planned that it shall later hold a final conference with the lumbermen of the country. A public announcement will be made of the date of this conference. Upon the completion of the present study of the industry by the Forest Service, the Bureau of Foreign & Domestic Commerce and the Federal Trade Commission, and after the final conference with the lumbermen, the commission expects to issue its report referred to above."

We wish every lumberman in America had some just appreciation as to what all this announcement means but it is really and truly doubtful if as many as a thousand lumbermen know and appreciate this work. THERE IS A REASON. We wonder who will have the courage to print that reason and then will have publicity ability enough to see that the lumber interests get a copy of the announcement, and then see that the lumber manufacturers READ the announcement?

EDITOR.

RAILROAD VALUATION AND RATES.

"Railroad Valuation and Rates," written by Mark Wymond and published by Wymond & Clark, Rand-McNally building, Chicago, is a carefully prepared and up-to-date presentation and discussion of the pressing questions in this country of the proper control and regulation of interstate transportation corporations.

The book is divided into chapters thus: Historical, Promotion, Construction-Reconstruction, Capitalization, Valuation, Rates, and Rate Regulation.

It would be absurd to suppose that the author could have disposed of all possible questions in these complicated subjects, but he has grouped his ideas and those of many authorities in such a way that if a reader cannot agree with him in all his conclusions he still will be glad to consider those conclusions.

ROAD MAPS AND TOUR BOOK OF NORTH CAROLINA.

We have just received a copy of Road Maps and Tour Book, published by the North Carolina Good Roads Association, beautifully gotten up in convenient size for the traveler and bound in red leather.

The book contains 75 maps each covering 25 miles, showing the roads in detail, each being illustrated with scenes along the road. Descriptive matter is included as to bridges, condition of roads, descriptions of all sections of the state and other information arranged for ready reference.

The large delegations to the Southern Forestry Congress which convenes at Ashville July 11-15, will find this new travel guide valuable in their trips over the state, as will many other visitors and tourists.

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Structural Timber Data for Architects, Engineers and Builders

By

BOLLING ARTHUR JOHNSON

Every architect, engineer, builder, or concern about to invest capital in a commercial building will be interested in a bulletin on "Heavy Timber Mill Construction Buildings" recently written by C. E. Paul, consulting engineer, and published by the National Lumber Manufacturers' Association, Chicago.

This bulletin is intended as an aid to the busy designer and the prospective builder. A glance at the outside front cover shows the gist of the contents—"What Mill Construction Is, Where Mill Construction Should Be Used, How Mill Construction Buildings Should Be Built, Mill Construction From an Insurance View-Point, Comparative Costs of Industrial Buildings, and Data for Design of Mill Construction Buildings." An inspection of the contents finds the work divided into nine chapters covering sixty-six pages of the standard 6-inch by 9-inch size together with an appendix containing formulas, tables and data for design relating to structural timber. A very complete index provides easy reference to the many details contained in the subject matter.

WOOD WHERE WOOD IS BEST.

Although this engineering bulletin is published by an association having primarily the interests of the lumber industry at heart, the reader will find that it is founded, framed and roofed along broad gauge lines entirely in keeping with the type of timber construction which it describes. The sentiment, "Wood Where Wood Is Best," is apparent in all parts of the publication. If another building material will give better service in a given location or for a given purpose only has the use of this other material been frankly advised but also full directions for its use to the best advantage have been given.

The various chapters of the bulletin treat of the following subjects: Mill Construction Defined; Exterior Walls, Fire Walls and Enclosures; Floors; Posts or Columns; Roofs; Fire Protection; Cost of Mill Construction Buildings; Standard Mill Construction; Quality and Kind of Timber Used.

GENERAL METHOD OF TREATMENT.

The first chapter is devoted to a concise description of the type of structure referred to as of heavy timber mill construction. This chapter is intended to serve as a means of clearing up the many mistaken ideas in regard to the term "mill construction" as commonly used by builders, and to correct the abuse of the name as it is often applied. The following extract is an illustration of the general method in which the subject matter is presented:

"The marked success of early heavy timber structures of the mill construction type led to the popular use of this form of construction in practically all kinds of large buildings. As its use developed, new problems arose which made necessary a departure from the original designs. This variation to suit the case in hand finally resulted in three general classes of framing, each commonly referred to by builders as mill construction. These classes have certain basic points in common, such as heavy timber, brick, stone, or concrete walls; stairways and elevators enclosed in fireproof shafts or towers; floors with no openings or with all openings protected by fireproof covers; each floor or room isolated by means of automatic fireproof doors or fire walls; windows protected by shutters or by the use of wire glass; sprinkler equipment, etc.

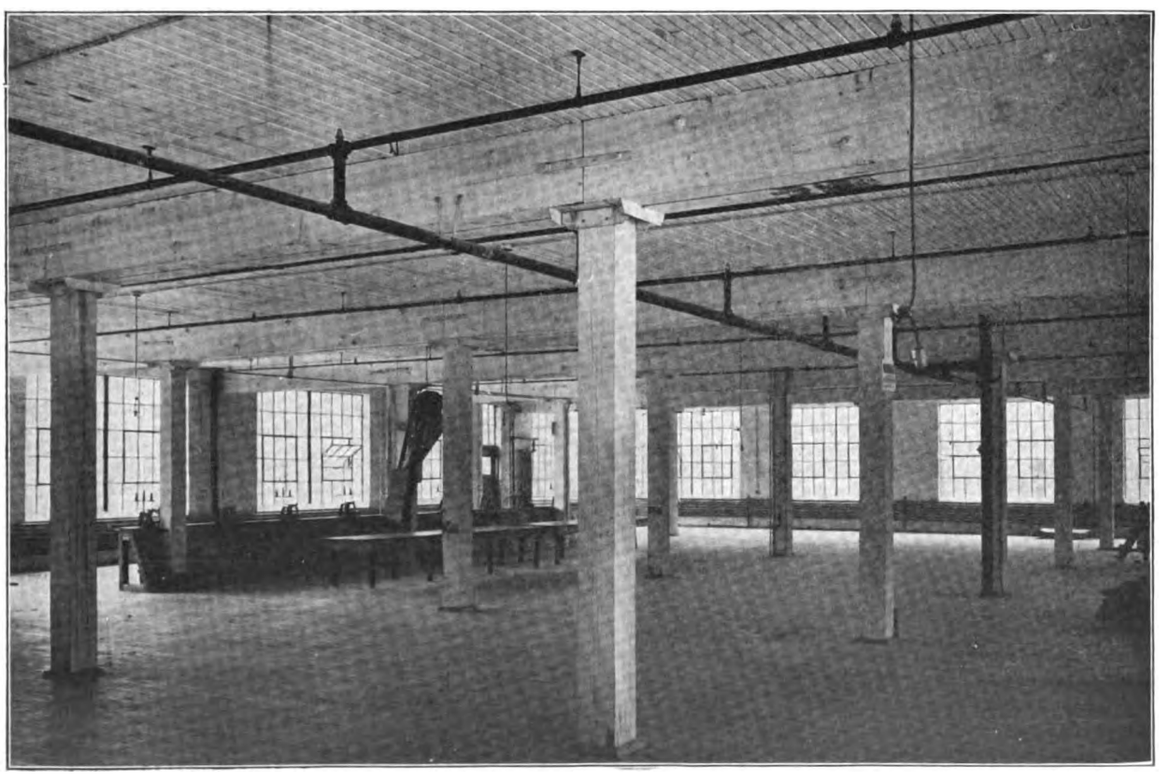
"These three general types of framing may be classed as follows:

1. Floors of heavy plank laid flat upon large girders which are spaced from 8 to 11 feet on centers. These girders are supported by wood posts or columns spaced from 16 to 25 feet apart. This type is often referred to as 'Standard Mill Construction.'

2. Floors of heavy plank laid on edge and supported by girders which are spaced from 12 to 18 feet on centers. These girders are supported by wood posts or columns spaced 16 feet or over apart, depending upon the design of the structure. This type is called 'Mill Construction with Laminated Floors.'

3. Floors of heavy plank laid flat upon large beams which are spaced from 4 to 10 feet on centers and supported by girders spaced as far apart as the loading will allow. These girders are carried by wood posts or columns located as far apart as consistent with the general design of the building. A spacing of from 20 to 25 feet is not uncommon for columns in this class of framing where the loading is not excessive. This type is more generally known as 'Semi-Mill Construction.'

"Each of these types is provided with a



INTERIOR OF MODERN TIMBER MILL CONSTRUCTION BUILDING WITH LAMINATED FLOORS THE "CENTRAL BAG MANUFACTURING COMPANY" OF CHICAGO.

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lighter top-floor to take the wear and give a finished surface."

A clear distinction is made between the terms "mill construction" and "slow burning construction," with sections from the 1915 Revised Building Ordinance of the City of Chicago to illustrate this point. Reference to the classes of buildings which may be built of timber to an advantage is given. Construction details in regard to foundations, exterior walls, fire and party walls, maximum floor areas, stairways and elevator enclosures are treated briefly but to the point in each case.

CONSTRUCTION OF FLOORS AND ROOFS.

A feature of the bulletin is the compilation of reliable information in regard to the construction of floors and roofs, together with such important details as the thickness of timber floors and roofs, sizes of girders, beams and posts or columns. Construction details showing the methods of supporting these carrying members are to be found and are based upon general practice as followed in various parts of the country. Methods which have been chosen as standards are explained and illustrated. The average engineer or architect does not realize the scarcity of reliable information of this kind relating to timber construction until he has occasion to search for it.

STANDARD STRUCTURE RECOGNIZED BY INSURANCE AUTHORITIES.

It is a noticeable fact in reading this bulletin that the type of structure treated is founded upon practice as recognized and recommended by fire insurance companies and fire underwriters. Suggestions from these insurance authorities are used throughout the work and prove the fallacy of the arguments often advanced in regard to high insurance rates on properly designed timber structures. The chapter on "Standard Mill Construction" is an example of the attitude of insurance companies toward this class of buildings.

The section on comparative costs of industrial buildings will interest the prospective builder since it affects his pocket-book very materially. Expressions from various authorities are quoted and are drawn from different parts of the country. Relative costs of different materials are discussed and comparative insurance rates given. An extract from the chapter on Costs is as follows:

COMPARATIVE COST OF MILL CONSTRUCTION.

"One of the important advantages of mill construction is the relatively lower cost when compared with other types of building. This feature has been recognized from the early days of this type of construction. With the advance in the cost of building materials as a whole, the relative difference between timber, steel and concrete has changed slightly in favor of concrete but the advantage as a whole is still on the side of mill construction. The old custom of using girders 45 feet in length and spanning three bays of a building has passed, but the same strength is now obtained by using shorter lengths of larger material of a high bending strength. Large timbers of great strength in proportion to weight are obtainable in all markets, and there is an ample supply of all sizes and grades in several different species.

"Mill construction buildings vary in cost with the locality in which they are built. The cost per cubic foot will vary from 5c to 12c, with an average of about 8c. These costs are without the consideration of plumbing, heating, elevators or other equipment. Such extras will increase the cost per cubic foot by 1c or 2c. The corresponding cost per square foot of floor area of building is from 50c to $1.50, with an average cost of about 90c. In order to obtain these reasonable costs, standard lengths and sizes of timber should be used, or else an extra amount will have to be charged for specials. The cost of such buildings may be kept to a minimum by careful decision in choosing length of spans and areas of floors. Each girder and floor plank should be used to its full capacity, as determined by the load rating of that floor. Areas of floors should be such that fire walls will not be needed between the different parts of a floor, thus keeping down the cost for protection of openings between rooms. A careful choosing of the sizes of bays will aid in the design of the sprinkler piping by making one or two lines of sprinklers do the work where more piping might be needed in case the spans were chosen without attention to this detail."

BASED UPON LATEST TESTS AND INVESTIGATIONS.

The sections devoted to the quality and kind of timber to be used, formulas for design, tables of weights of merchandise, weights of timber and roofing materials; working unit stresses or timber, and tables for design of floors, beams, and columns will be of service to all designers of timber structures. This information is the result of careful study and compilation. In many instances it is new and based upon the latest tests and investigations.

It is evident that the fundamental principle was to make this bulletin readable as well as instructive. Its scope is such that the designer of the eastern states may compare his methods with those followed in the west. The industries of one locality may demand a type of structure varying slightly in details of design from that needed in another while the main principles may be the same in each case. This broad view is exemplified throughout the work.

This bulletin is neatly printed and well illustrated. Its contents and appearance are such that it will be kept as a reference book rather than serving as an additional demonstration of the geometrical proposition that the shortest distance between the desk top and and the waste basket is a straight line. There is a complimentary copy waiting for you if you care to have it.

Yellow Pine Shingle Specifications

The Southern Pine Association has just issued in small pamphlet form specifications for yellow pine shingles, and for laying a shingle roof, which reads as follows:

SPECIFICATIONS FOR YELLOW PINE SHINGLES.

Size.

All shingle shall be not less than 5/16 inch thick at butt, when dry, tapered to 1/16 inch at thin end, 4 inches wide, and 18 inches long, except to variations hereinafter specified.

Select Grade.

Shall be all heart, practically free from defects, and well manufactured, allowing a variation of 1/2 inch in length and 1/4 inch in width.

No. 1 Grade.

Shall be all heart, free from unsound knots, but will admit sound, tight knots not exceeding 2 inches in diameter, if not located within 6 inches of butt end; will admit clipped ends in not to exceed 10 percent of the shingles, and allow a variation of 1/2 inch in length and 1/4 inch in width.

Prime Grade.

May be all sap, practically free from defects and well manufactured, allowing a variation of 1/2 inch in length and 1/4 inch in width. Sap stain shall not be considered a defect in this grade.

No. 2 Grade.

May be all sap, will admit sound, tight knots, not exceeding 2 inches in diameter, IF NOT LOCATED WITHIN 6 INCHES OF BUTT END; firm red heart; sap stain; pitch, pitch pockets that do not show through; wane, or absence of wood, not exceeding 1/2 inch in width, that does not extend within 6 inches of butt end; will admit a variation not exceeding 1 inch in length and 1/2 inch in width, clipped ends in not to exceed 20 percent of the shingles, and slight defects in manufacture.

Note: The count of shingles is based on 4,000 lineal inches in width to 1,000 shingles.

SPECIFICATIONS FOR LAYING A SHINGLE ROOF.

Good Shingles.

The first essential is GOOD SHINGLES, not over 5 inches wide, nor less than 5/16 inch thick, when dry. For rafters used sized 2x4s or 2x6s, spaced on not over 2-foot centers, spiked solid and braced as load requires. For roof boards or sheathing use good material, (S1S strips, 1x4 inch or random widths to not more than 8 inches) spaced not more than 2 inches apart, and nailed solid with 8d nails.

Preparation of Shingles.

If they are to be stained use dry shingles, dipping each one in the stain not less than 8 inches from butt. Shingles that are not to be stained should be wet thoroughly before laying. If additional fire-resistant quality is wanted, dip in good quality of mineral paint, or use such other approved fire-resistant treatment as may be available.

Shingle Nails.

Solid copper, solid zinc or hot-dipped zinc coated nails preferred. Where these are not available use old-fashioned cut nails.

Size of Nail.

For shingles 5/16 inch or over in thickness, 4d.

Laying the Shingles.

Start at eaves and lay first course 2-ply, giving first course 2 inch projection over crown-mold and 1 inch projection at gables. Throw out all defective shingles. On one-third or more pitch lay 16 inch shingles 4 1/2 inches to the weather, on less than one-third pitch lay 16 inch shingles 4 inches to the weather. On one-third or more pitch lay 18 inch shingles 5 inches to the weather; on less than one-third pitch lay 18 inch shingles 4 1/2 inches to the weather. Use a straight edge to make sure courses are laid straight. Break all joints at least 1 1/4 inches, seeing that no break comes directly over another on any three consecutive courses, thereby covering all nails. Nail shingles 6 inches from butt (for 4 1/2 inch lap) and 1/2 inch from sides, and put only two nails in each shingle, staggering these nails not less than 2 inches. Lay shingles so that water will run with the grain, and do not drive nail heads into shingles. Lay wet shingles with edges close together. Leave 1/4 inch space between dry shingles. Use 14 inch galvanized iron not less than 26-gauge or best quality old-style tin, heavily coated, for valleys; copper or galvanized iron for ridge roll. Use galvanized or heavily coated tin flashing around chimneys. If tin is used it should be painted two coats, one as soon as roof is completed and the second coat within two weeks. Galvanized metal should be painted two coats but should be given thirty days for oxidation before painting. No patent dryer or turpentine should be used. Finish hips by laying a course of even width narrow shingles on both sides of hip over regular courses.

THE FORESTRY KAIMIN.

The "Forestry Kaimin" is the mysterious name of a magazine published by the forest school of the State University of Montana at Missoula. It is published annually and the second issue, that of 1916, is at hand. It is a magazine of 130 pages and has a good staff of editors under Harold Lansing, a member of the senior class, as editor in chief, members of the faculty serve on the staff.

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Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

The layman—and he is truly a layman of the highest degree, who attempts to prognosticate for the sash, door and mill-work business, if he be not actually in the business—would think that all of the threatened national cataclysms in this country would affect this branch of commercial endeavor.

With the car shortage impending, which Editor Dunn of the "Railway Age Gazette" considers is going to be the most stupendous in the country; the uncertainty as to whether there will or will not be a railway strike, and the known short condition of stocks of sash and doors in the hands of the retail trade, it would seem should accelerate and even stupenduously increase the buying.

The fact is, however, that this branch of the trade seems to be moving along in the same old way, which causes one to wonder if the public mind has not almost ceased to be affected by such things because of the fact that the public has so long felt that the world has just about been going to blow up, but still continues to revolve. The entire world has not been normal since the first day of August, 1914, and the peaceful inhabitants thereof it seems have just about concluded that business must go on any way and no attention need be paid to any event which is not right in the midst of its occurence.

Some Personal Opinions.

Except in a few things we have concluded to allow the sash, door and mill work people to write their own report of the situation, using the name of no individual, firm or corporation in connection therewith.

An Omaha concern says:

"The sash and door market presents no new or startling features at this time. Factories are all fairly busy on special work and prospects are good for the remainder of the year. It looks to us as if there is business enough in sight to keep the factories reasonably busy at remunerative prices. The supply of window glass is reported light, indicating a possible advance in glazed goods. The demand for hardwood doors is good, but pine doors are not in sufficient demand to indicate an advance at this time."

An Ohio river sash and door house takes the prize for an epigrammatic market report by writing:

"The demand at present is very satisfactory to us, and prices, also."

A very fine general review of the subject comes from the Mississippi river district as follows:

"As a general rule, we do not believe that manufacturers of sash, doors, and blinds have participated to any large extent as yet in the prosperity which most other lines are experiencing. Business in the big cities has been pretty good, particularly in manufacturing centers, and it is the increase in building in these points which is responsible for the general belief that the country is experiencing a building boom. As a matter of fact, our opinion is that business is no better than normal in the smaller towns; prices, of course, are higher than they were a year ago, due to advances in the cost of both labor and raw material—glass in particular having advanced enormously in the last year—but there has been little if any real increase in the actual amount of goods handled. The higher invoice prices make the sales look larger, that is about all. The outlook for business is rather spotted. Taking the country we serve as a whole, crops will not be as heavy as they were last year, but the increase in price will give the farmer at least the same buying power that he had last year, perhaps a little more. I think a great many people believe that building materials are high and perhaps this accounts for the evident reluctance on the part of small communities to build. Of course, everything in our line is selling at a higher price than it did at this time last year, but the advance in selling price hasn't been as great as the advance in cost. This condition, however, has had a tendency to stabilize prices. We are looking forward to a normal business during the balance of the busy season, but we believe there will probably be less speculative buying during the winter than is usually the case. This is always true, however, when prices appear to be high."

An Ohio sash and door house says:

"The sash and door business in our locality is only fairly good, with emphasis on the 'fairly.' On account of the backward spring the small towns did but little business, and the small town trade has been very slow all the year—and it is at present. The cities in our locality have been doing fairly well all year. Just at the present time, however, there is an inclination to slow up a little. We find by some inquiry that this is due now to the uncertainty regarding the outcome of the possible railroad strike, and then also the excessive hot weather that we have been having has had its influence upon business. Taking everything into consideration business has been much better than we could expect, or did anticipate. The trade so far this year has been largely special work—stock goods having moved very slowly all year. As for the future—with the railroad strike proposition out of the way we are confident of a very heavy fall business. Crop conditions in our locality are very good, indeed, and we feel that the small towns must come along this fall with a heavy volume of business. Prices are being well maintained on our present selling costs, which are altogether too low owing to the heavy advances made by the window glass people and the sash and door manufacturers—and we are confident that within the next very few weeks prices will rule higher than at present."

A Chicago sash and door house says:

"Orders only fair. Inquiries heavy. Estimates heavy. Outlook good. Merchandise not too plentiful. Factory output cut down by help shortage and hot weather. Glass scarce and firm. Going up."

Another Chicago house, with clean vision says:

"The demand for stock sizes is somewhat limited but the demand for special work is fairly good. We presume that trade has been somewhat affected by the extremely hot weather we have had during the past few weeks and from the number of special bills that we are figuring it appears that fall trade should be fairly satisfactory. As a general rule their prices are being fairly well maintained. The stock in the glass market is unchanged. The demand is good and prices high. From present indications it looks as if new glass will not be made before November. The stocks in the hands of the manufacturers are very badly broken and in some cases a premium is being paid for certain sizes. It looks very much as if we would have to ask a higher price for glazed sash."

A Minneapolis sash and door house says:

"Up to the present time, we have had considerable more business than we did a year ago. At this time, however, orders are coming in very slowly, but we anticipate considerable improvement in the situation within a short time. In our judgment, the sash and door business should see no material reduction in price during the latter part of this year."

Eastern Door Trade.

No particular activity is shown in the sash and door demand at eastern distributing points. One of the leading authorities of the trade says that his eastern business is rather spotty, but that on the whole he is getting some inquiries for special work and is doing a not altogether unsatisfactory business. The millwork demand, however, is not active at the moment and while there are good prospects ahead, in view of the large building operations contemplated, nothing much beyond a normal movement can be looked for. Buffalo is having a better season from a sash and door standpoint than some of the other cities, the local trade being on the mend. Distributers in Baltimore, however, say that they do not see much encouragment in the present situation and that prices are not all that could be desired.

Concerning the Glass Market.

The "Glassworker" writes an epitomized market which fits the condition, and in which that publication seems to give some advice in its heading—"Brakes on, at present." It says:

"The window glass market remains featureless, and is undergoing the annual midsummer lanquid period. There is some buying, for some stocks are already getting very holey. As a rule, however, jobbers are very slow in replenishing at this time.

"This putting on of the brakes is not due, as might be thought, to any real expectation of lower prices in the fall, but on account of a timidity engendered by the proverbial unsettled state of the country in a presidential election year.

"There is every reason to look for better than brisk business in the fall and early winter months. Building permits show a strong increase, and contracts for big operations have been closed.

"Whether prices will go any higher is uncertain, but it is safe to look for another very profitable year in the window glass industry."

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General News of Associations and Clubs

SOUTHERN MILLWORK ASSOCIATION MEETING.

Jacksonville, Fla., Aug. 15.—The two day's meeting of the Southern Sash, Door and Millwork Manufacturers' Association, held at the Isle of Palms was well attended and enthusiastic and much good work was accomplished. Co-operation was the keynote of the meeting throughout.

A discussion of trade conditions in the territory of the association was entered into heartily by the members and the consensus of opinion was that the outlook is satisfactory, and the time ripe for aggressive association work.

President Baxter made a spirited address in which he urged closer co-operation of the members in the interest of business.

Secretary Harmon was instructed to take steps to incorporate the association; and, a committee of three was appointed by President Baxter to formulate a uniform cost keeping system to be adopted by the association members; the installation of an employment bureau was authorized and the employment of an expert to assist by counsel and investigation in the establishment of the new activities of the association was taken under consideration.

A. G. T. Moore, assistant secretary of the Southern Pine Association, spoke on "Benefits to Be Derived from Organization," outlining the work of the Southern Pine Association, and the results secured, and suggested methods of co-operation between that association and the sash and door manufacturers. Secretary Pritchard, of the Gum Lumber Manufacturers' Association, recommended a more general use of gum by interior trim manufacturers. Assistant Secretary William Petrie, of the Southern Cypress Manufacturers' Association, described the strides that the sale of cypress has made as a result of publicity. A resolution was then adopted providing for the more extensive use of gum, cypress and southern yellow pine by the association.

A discussion on salesmanship followed an address by R. H. Wessels, of the Pittsburgh Plate Glass Co., on the subject. The secretary of the association read a paper by Edward N. Hurley, chairman of the Federal Trade Commission, dealing with some of the present day business problems.

CALL TO FOREST INQUIRY CONFERENCE.

Lumbermen and Foresters:

The two big meetings of the year for western lumbermen and timber owners are the Pacific Logging Congress and the "Forest Industry Conference" on protective and industrial questions under the auspices of the Western Forestry & Conservative Association.

These meetings will be held jointly this year, so as to require but one trip, in Portland, October 24-27. The first day will be devoted to forest fire prevention, the second to current matters of vital importance to the entire lumber industry, and the third and fourth days to logging in particular.

Peculiar interest attaches to this conference because it has been chosen by representatives of both government and industry, national as well as western, as the occasion for threshing out a number of gravely important points. The Department of Commerce will present a prediction of trade conditions after the war and outline the terms on which government and lumbermen should cooperate to meet them. The results of the study of the lumber business by the Federal Trade Commission and Forest Service will be discussed by both sides. Great interest also awaits the report of a nation-wide committee on the correlation of associations connected with forest industry. Other important discussions will be of stumpage futures, salvage in cut-over land, timber insurance, legislation, and fire prevention methods.

Besides the usual large attendance from Montana, Idaho, Washington, Oregon, California and British Columbia, also federal, state and railroad representatives, we expect a delegation of prominent eastern and southern manufacturers, representing the National association and their own districts in the broader discussions. Plan now to be on hand yourself October 24.

Very sincerely yours,
Western Forestry and Conservation Assn.
Portland, Ore., Aug. 10, 1916.

September 2—Southern California Retail Lumber Dealers' Association, San Diego, Cal. Annual meeting.

September 9-10—Concatenated Order of Hoo-Hoo, Memphis, Tenn. Annual meeting.

October 24-25—Western Forestry & Conservation Association, Portland, Ore. Annual forestry industrial conference.

October 25-26 27—Southern Logging Congress, New Orleans, La. Annual meeting.

October 26-27—Pacific Logging Congress, Portland, Ore. Annual meeting.

VENEER AND PANEL TRADE GOOD.

Louisville, Ky., Aug. 23.—The veneer and panel trade in the Louisville district, including New Albany, Ind., just across the river, is in particularly good condition, the manufacturers being busier than for several years. The large increase in business among the furniture factories is given as the principal reason for the exceptional activity which is now noted.

The veneer mills have been doing especially well on quartered oak, which for a time was dull, resulting in considerable accumulations of stock. The demand has been sufficient not only to clean these up, but to keep the saws going at capacity in order to take care of the demand. This condition is being commented on because it is in sharp contrast with the state of affairs in the lumber trade, quartered oak lumber, especially in the upper grades, having slowed up materially, and the demand showing comparatively little life. On the other hand, many of the sawmill people are disposing of all the quartered oak flitches they can make to the veneer manufacturers.

The panel plants are finding the demand for built-up stock so good that they are having all they can do to take care of it. In fact, the furniture manufacturers are behind on orders, having had little goods in stock at the time of the mid-year shows, and they are pressing for early deliveries of tops and panels, on account of the necessity for getting goods into the hands of the dealers for the fall trade.

Program for Hoo-Hoo Annual

Memphis Tenn., Aug. 18.—J. D. Allen, jr., vice-gerent for the western district of Tennesee, has issued the following program for the Hoo-Hoo annual to be held at the Hotel Chisca, September 9-12.

FIRST DAY: SATURDAY, SEPT. 9.

9:09 a. m.—Opening session, Chisca hotel. Invocation. Address of welcome by Hon. T. C. Ashcroft, Mayor. Response by Mr. Julius Seidel, Snark of the Universe, St. Louis. Address of welcome by Mr. R. L. Jordan, president B. M. C. Address of welcome by S. M. Nickey, president Lumbermen's club. Response to prominent member of Hoo-Hoo (to be selected.) Snark's annual address. Appointment of committees. Report of secretary-treasurer.

3:09 p. m.—Leave Chisca hotel for visit to Overton park and Memphis Zoological gardens, the largest zoo in the south.

8:09 p. m.—An entertainment will be provided for the visiting ladies.

8:09 p. m.—Concatenation and entertainment of Hoo-Hoo, Chisca hotel.

SECOND DAY: SUNDAY, SEPT. 10.

A cordial and urgent inviation is extended to all Hoo-Hoo and ladies to attend the services of the various churches in Memphis at 11 a. m. and 8 p. m.

4:09 p. m.—Automobile ride through Memphis parks and Parkway system and portion of residence section.

THIRD DAY: MONDAY, SEPT. 11.

9:09 a. m.—Business session.

10:39 a. m.—Special lecture by Dr. Stanley L. Krebs on the "Composite" or the Secret and Law of Loyalty. Co-operation and Solidarity in an Organization of Trade Members.

2:09 p. m.—Open discussion for good of Order. Business session. General discussion for the good of the Order. Reports of committees.

4:09 p. m.—Complimentary boat ride, Steamer "Majestic," tendered by Lumbermens' club to Hoo-Hoo and ladies.

FOURTH DAY: TUESDAY, SEPT. 12.

9:09 a. m.—Business session. Reports of committees and general discussion.

10:39 a. m.—Lecture by Dr. Stanley L. Krebs, "The Secret and Pull and Suggestion in Lumber Advertising, Salesmanship and Business Building."

1:09 p. m.—Luncheon for ladies, Country club.

2:09 p. m.—Business session, election of officers, selection of city for 1917 annual.

Mr. Allen stated, in giving out the foregoing, that it was not quite complete for the reason that there are some features which can not be incorporated as yet. He and other members of the executive board are working on other features of the programme and these will be made public later.

In speaking of the program, Mr. Allen said that one of the brilliant features will be the lectures of Dr. Krebs, which will be open to the public and which are expected to be most entertaining.

In addition to the finance, entertainment and other committees, Mr. Allen has announced the following committee to be known as the "Concatenation Committee" which is expected to assist in securing as many candidates as possible for the annual concatenation and which is expected to assist the various other committees in every possible manner: K. A. Smith, chairman; Max Sondheimer, J. W. Dickson, C. C. Reed, R. A. Taylor, R. E. Bright, J. M. Clements, G. W. Fooshe and M. W. Waynesburg.

Mr. Allen, in giving out the program and the personnel of the concatenation committee, asked the correspondent of the Lumber World Review to extend a special invitation to every member of the order to be present at this annual and to bring their ladies with them. The various committees have done a great deal of work already and, while they have still much more to do, enough has been accomplished to insure a good time for every one present. Memphis has a reputation for entertaining second to no city in the country and, as the lumbermen and allied interests have been hosts to some very large gatherings, it is anticipated that no difficulty whatever will be encountered in looking after the personal comfort and pleasure of every Hoo-Hoo who makes the pilgrimage to this city.

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WESTERN PINE MANUFACTURERS MEET

Remarkable Semi-Annual Meeting at Bend, Ore., Coupled With the Attendance of the New California Association

Bend, Ore., the wonder city of the Pacific coast, was host to the pine manufacturers of the west August 9 and 10.

Bend is unique. Picturesquely situated on the upper reaches of the marvelous Deschutes river, whose water power is estimated at that of a million unharnessed horses, and which, although draining the eastern slopes of the Cascade mountains has a flood stage of only 10 inches above that of low water, it is today the most attractive and at the same time the most rapidly growing city of the coast. Its prosperity is not measured by profits from the manufacture of munitions for waring nations, but by the manufacture of a product of peace.

When the Creator fashioned the world, so runs the Bend legend, he first made the prairies, then he made wide water courses meandering through them, then he turned out the low foothills and next fashioned lofty mountains whose summits carry caps of eternal snow and from whose bases issue the living waters of life. He made fantastic peaks, high plateaus, dizzy precipices and unsurmountable crags. Then in a moment he blotted out the creation of his hands and with infinite patience he made the Deschutes country in Oregon where Bend now prospers, an incident, merely, in the inevitable redemption by man of the marvelous central Oregon empire.

BEND'S MODERN SAWMILL PLANTS.

But the LUMBER WORLD REVIEW has neither the space to allot, nor the inclination to continue, this creative history of Bend. Suffice it to say she is there high on the plateau nestling at the fringe of the largest body of pine known on the western hemisphere, which is now being cut at the modern mills of the Shevlin-Hixon Co.'s and the Brooks-Scanlon Lumber Co.'s plants, which express the last word in modern sawmill construction.

The completion and operation of these two mills this year mark an epoch in the sawmill industry of the west. They are the initial operations in a body of timber extending from the Columbia river to Klamath Falls, which comprises over twenty billion feet.

The west, particularly the pine manufacturers to California, Oregon, Washington and Idaho, have watched with considerable interest the opening of this section, and when Secretary Cooper of the Western Pine Manufacturers' Association of Spokane, called the semi-annual meeting of that association for Bend, August 9-10, lumbermen from the four states gathered as guests of the thriving city and enterprising lumber companies.

The two days were busy and entertaining ones, and they were also instructive.

INSPECTING THE NEW MILLS.

Lumbermen came fifty strong, occupying two extra Pullmans on the North Bank train, arriving in Bend at eight o'clock in the morning. Following breakfast at Hotel Wright and the Pilot Butte Inn waiting automobiles carried them to the mill of the Brooks-Scanlon Lumber Co., where J. P. Keyes, manager of the company, escorted them through the plant.

After an hour spent here they were turned over to T. A. McCann, manager of the Shevlin-Hixon Lumber Co., who conducted them personally through the mill and remanufacturing plants of that company. When a thorough inspection had been made of the sawmill, the sash and door factory, the box factory and the rest of the plant, they gathered at the mess house of the company to enjoy a lunch with appetites whetted by the tour of inspection and keen mountain air. Following the luncheon, waiting automobiles took them to the Emblem club where the meeting was held.

THE ASSOCIATION MEETING.

B. H. Hornby, president of the association and president of the Dover Lumber Co., Dover, Idaho, presided in his usual capable manner. Following the regular semi-monthly report of Secretary Cooper, which closed with a review of the work of the Trade [illegible] department of the National Lu[illegible]rers' association, it was decided to continue the appropriation of $5,000 annually for the association's share toward the maintenance of the work.

RELATIVE IMPORTANCE OF FOREIGN AND DOMESTIC TRADE.

The question of sending a delegate to meet with the Department of Commerce to provide the foreign trade was discussed. Geo. M. Cornwall, editor of "The Timberman," Portland, said that he recently called on H. R. MacMillan of Victoria, B. C., who throughout the world for the British Columbia government, reviewed briefly the work Mr. MacMillan had done in European and far eastern countries. It was Mr. MacMillan's opinion, Mr. Cornwall said, that brick and stone, which had been used extensively in Europe as building material, would continue to be in general use after the war.

Following a general discussion of the subject, in which it was the general opinion that the domestic trade was of greater importance to the pine manufacturers than the extension of foreign markets, it was decided to have representatior at the conference with the Department of Commerce.

RECLASSIFICATION OF LUMBER.

Secretary Cooper reviewed the hearing before the Interstate Commerce Commission held in Chicago recently, and a short discussion of the probable outcome of the hearing ensued. Mr. Cooper said:

"While it is too early to make anything but a guess as to the outcome of this hearing, it would seem from the showing that was made that there is little likelihood of any change in the classification of lumber itself. What the commission will do as regards the classifying of products manufactured from lumber, it is very difficult to say. My own impression is that nothing very radical will be done; that the commission will probably request the carriers to eliminate some of the discrepancies now existing between different districts and may even request the carriers to make a uniform lumber list applying all over the United States, as far as possible. How extensive it will make this lumber list, or whether it will even pass definitely on this feature, no one can say. That it will fix some line of demarcation between lumber and its products seems reasonably sure.

"Of course, what the west was chiefly interested in outside of lumber was the question of sash and doors, and it is precisely on this phase of the case that it is very foolish to hazard a guess. Taken as a whole and looking at the case from a broad standpoint I believe it will accomplish a great deal of good in that it has enlightened the commission upon the transportation problems of the lumber industry. I believe it was also pretty well brought out in the case that lumber is paying fully its share if not more than its share of transportation charges. The case also presented a rather novel spectacle of the western shippers working in harmony with the western carriers, and I think to some extent that in this way a foundation was laid for a better understanding between the lumber shippers and the carriers."

While discussing the freight situation, Secretary Cooper called the attention of some prospective changes in east-bound lumber freight rates which have not yet, however, been worked out.

QUESTION OF TRADE-MARKING.

The question of trade-marking lumber, which has been discussed frequently at the meetings of the association, was again presented. The methods employed by some southern associations in trade-marking their product by the use of a machine, the patents of which are held by the McDonough Manufacturing Co., Eau Claire, Wis., was an interesting topic. After a full discussion it was decided to adopt a trade-mark and the matter was referred to a committee.

ADVANTAGES AND DISADVANTAGES OF TRADE ACCEPTANCES.

Trade acceptances received a great deal of attention during the meeting. The advantages and disadvantages of the adoption of trade acceptances, which is a common method of transacting business in some other lines of business and in some foreign countries, were fully explained by A. W. Laird, of the Potlatch Lumber Co., who, prior to becoming a lumberman, was a banker and understands the question thoroughly. Mr. Laird said that companies adopting that method could not hope to secure the Federal Reserve Bank rate of interest, neither should they think that trade acceptances are anything else than a promise to pay. He pointed out, however, that they are ready collateral for companies desiring to negotiate loans when in need of money for operating purposes. Mr. Laird was listened to with intense interest for half an hour, being interrupted frequently by questions from the members.

Walter Lammers of the Adams River Lumber & Shingle Co., Chase, B. C., said trade acceptances were used in Canada successfully and explained the method employed.

E. H. Van Ostand, of the Craig Mountain Lumber Co., Winchester, Idaho, stated that he believes the advantages of the use of trade acceptances lie wholly with the seller and doubts that a purchaser can be induced to use them unless some special inducements be offered in the manner of discounts or interest.

Following talks by J. P. McGoldrick, of the McGoldrick Lumber Co., Spokane, and F. J. Humbird, of the Humbird Lumber Co., Sand Point, Idaho, a motion carried urging the use of trade acceptances but discouraging the giving of cash discounts in their connection.

A general discussion of trade conditions ensued which were far from pessimistic in nature. Stocks on hand showed less than a year ago and in most lines are short for spring trade. It was the general opinion that there would be a serious shortage in the spring if even a normal trade develops.

CALIFORNIA MANUFACTURERS INVITED TO JOIN THE ASSOCIATION.

Through Mr. Laird, following a discussion of grades and the possibilities of a closer co-operation between Inland Empire and California manufacturers in this connection, an invitation was extended the southern manufacturers to join the Western Pine Manufacturers' Association.

H. D. Mortenson, manager of the Pelican Bay Lumber Co., and president of the California Sugar and White Pine Manufacturers' Association, recently organized, in reply said that this subject had been under discussion by their association and they had decided that it is best at this time to strengthen the spirit of co-operation among lumber manufacturers of California before taking steps to affiliate with the association except on the matter of grades. They desired to get close on this phase of the industry and hoped the rest would soon follow. He would only be too glad, however, to carry back from this association the invitation to join hands in a greater co-operative organization for the welfare of the pine industry of the Pacific coast.

HOO-HOO CONCATENATION.

Busy Bend held its second Hoo-Hoo concatenation within a few weeks immediately following the meeting of the association. F. D. Becker, Vice-Gerent Snark of Eastern Oregon, is a live one, and had prepared a series of stunts and drilled a team in the intricacies of pussy-foot work, which was a winner. Thirteen kittens had their eyes blinking in the radiant light of Hoo-Hoo by 6:30, at which time the Commercial club served dinner at the Pilot Butte Inn. The piece de resistance at this dinner was a magnificent 12½-pound trout, caught by Clyde M. McKay, western representative of the Mueller Lumber Co., Davenport, Iowa, and an old resident of Bend, for the occasion. Mr. McKay, who is game warden at Bend, planted this trout in Lake Pauline four years ago. Following the dinner the Emblem club was the scene of a dance which continued until an early hour.

TRIPS TO LOGGING CAMPS.

Thursday morning automobiles took the delegates to the logging operations of the Brooks-Scanlon Lumber Co., where the high wheels and a MacGiffert loader are operated to advantage in the park-like timber of this region. Following this inspection they returned to the sawmill mess house where a lunch was awaiting them which, in quality and quantity, was fit for a king or a lumber jack. In the afternoon a visit was paid to the

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logging operations of the Shevlin-Hixon Lumber Co., where Clyde four-line skidders and Lidgerwoods are in use.

UNIQUE ENTERTAINMENT.

The automobiles retired to Bend at 6 o'clock and the members gathered at the Emblem club to be entertained by that unique organization with its famous Bazoo band, an entertainment which was one constant round of hilarious song from start to finish, led by W. D. Cheney, an enterprising citizen and the creator of the Bazoo band and of the Emblem club, both of which have attained with Bend, its wonderful timber and its modern sawmills, a national reputation.

Toward the close of the song service, the toastmaster of the evening, Cashier Lara of the First National Bank, introduced C. S. Hudson, "his boss," who greeted the visitors in a gracious manner. Following Mr. Hudson, A. W. Laird, T. J. Humbird, B. H. Hornby, H. L. Soare, H. D. Mortenson and Geo. Stoddard, replied for the several states. Mr. Cheney spoke a few moments and the Bazoo band's touching finale closed the most delightful entertainment ever tendered any lumber manufacturers' association on the Pacific coast.

MONTANA DEALERS IN ANNUAL MEETING

Discuss Shingles and Shingle Roofs—Terms of Sales—Effect of Railroad Rates on Business—Several Addresses

Great Falls, Mont., Aug. 12.—The sixth annual convention of the Montana Retail Lumbermen's Association came to a close tonight. The convention was attended by nearly two hundred lumbermen and was unanimously acclaimed by far the most successful gathering the association has ever had. It was certainly an enthusiastic gathering that listened to the strong and interesting program prepared by the officers and entered heartily into the discussions.

OFFICERS ELECTED.

Great Falls was more than generously represented in the election of officers for the ensuing year. B. J. Boorman, president of the Boorman Lumber Co., being elected as president of the association: Harry M. Yaw, junior member of the firm of Sturm & Yaw and formerly identified with the Boorman Lumber Co., was the choice for the office of secretary-treasurer; and H. L. Call of the Goodridge-Call Lumber Co. was elected to the board of directors. M. Savage of Billings was elected vice-president and the following board of directors were chosen: Frank Russell, Billings; H. L. Call, Great Falls; Sam Langdoc, Standford; A. Ellis, Harlem; W. W. Dunks, Butte. Mr. Yaw was elected secretary-treasurer by the new directorate of the association which will also decide at a later date on the next convention city.

INTERESTING ADDRESSES.

Although disappointed by the absence of some speakers and visitors, kept away by more pressing business and or by the wreck on the Great Northern, the Montana Retail Lumber Dealers Association began its first convention in two years in a cheerful frame of mind. Conversation before the session opened and the talks during the meeting all reflected unusual prosperity in the lumber industry.

Mayor A. J. Fousek assured the visitors of their welcome to the city and touched on points of local prosperity that interested the lumbermen. There are more owners of homes in this city than in any other in the state, he said. Building is active with the lumber yards all prosperous and rushed to handle orders.

P. L. Palmer of Helena replied thanking the citizens of Great Falls, the local lumber dealers, the traveling lumber salesmen, the commercial club and all others who had helped with the convention.

Governor S. V. Stewart, who was to deliver the opening address, telegraphed yesterday afternoon that he would be kept away by unexpected official business. In his place, former Governor Edwin L. Norris of Great Falls spoke to the lumbermen.

THE CONSUMMER'S VIEWPOINT.

Mr. Norris explained his position as a substitute speaker with some apt stories and then settled into a discussion of the lumber industry from a consumer's viewpoint. His conclusion was, "When I consider all the factors that affect the retail lumber dealer and all the many hands a piece of lumber must pass through from the forest to the completed house, I don't wonder at the price of lumber—I am surprised that it is not higher."

In speaking of the importance of lumbering in Montana, he said that there are 18,000,000 acres of forest reserve in the state. This state remains one of the few in which the supply of timber has not decreased alarmingly.

THE PRESIDENT'S ANNUAL ADDRESS.

Governor Norris was followed by President Albert W. Gates who delivered his annual address.

After reviewing the history of the past two years which he stated had been devoid of special interest because of the depression of trade, he continued, saying in part:

"For a time the continuation of our existence as an association remained in doubt, but through the earnest efforts of our secretary and a few loyal members who realized the benefits of association with their competitors, or, in other words, had the 'get-together' spirit, the crisis was passed and we are now moving forward to a strong and efficient organization.

"We meet this year under exceptionally favorable conditions.

"The lumber business in Montana, while perhaps not just what we might wish, is on a prosperous and sound footing. The volume of business has increased and we are getting better prices for our goods. We are fairly free from disturbances of any nature and are looking forward to a good business with fair returns for the balance of the year. A spirit of optimism prevails which we believe is justified and it seems to us that our little Montana association is now assured of a strong and prosperous future:"

Following the president's report came the report of the secretary-treasurer of the association, George M. Porter, which included a financial statement and all the details of the association business since the last convention at Glacier Park in 1914.

SHINGLES AND SHINGLE ROOFS.

"Shingles and Shingle Roofs" was the subject of B. J. Boorman's address which was of great interest to the convention and showed accurate knowledge and careful preparation. He said in part:

"The theory that I sell my customer what he asks for is not always the best. Teach your customers to ask for the best of that which his dollars will buy the greatest value of the best quality, that will last for the greatest length of time and you have performed the service not only for yourself but to your customer. Were I to give a definition of evolution as applied to merchandise it would not be more goods for less money, not less goods for more money, but it would be better goods for the same money. That should be the aim of every dealer. The dealer that consistently pursues this theory will find that his opinion will be respected and his advice sought.

"Naturally, the first question that should present itself to the mind of the purchaser is the permanency of the article that he desires to purchase. How it is produced, the length of time required for the production and the proper use as well as the permanency of that particular article as well as the knowledge of who stands back of this article and whose guarantee is of the greater value."

He gave an interesting account of redwood and cedar shingles, and their value as roof coverings, and rallied his hearers to their support, saying in conclusion: "The lumber dealers should standardize their efforts on this subject to become leaders, to spread the gospel teaching one of the great fundamentals, that buildings, if properly constructed of proper materials, are real investments; the great opportunity is ours, and ours alone."

WORKING OF WORKMEN'S COMPENSATION LAW.

State Auditor William Keating of Helena who read a carefully prepared address on the Montana workmen's compensation act, as a representative of the Industrial Accident board.

He said in part:

"I am more than pleased to convey to you the gratifying information that the Montana workmen's compensation law is giving eminent satisfaction to both employers and employees, and is what can be logically termed a complete success in every respect

"There is no doubt but what the compensation law has come to stay in Montana. The people of this great state will fully endorse the wisdom and justice of legislation that deals fairly with the man who toils that humanity may enjoy the fruit of his labor."

EFFECTS OF RAILROAD RATES ON BUSINESS.

H. G. Miller of Kalispell addressed the convention on the subject "Effects of Railroad Rates on Business and Possible Effects of Disturbing Same." He was listened to with marked attention. In a general discussion of theory and practice of freight rates he pointed out a reversal in the last two decades of the control of rates, which now is largely in the hands of the public. Under this situation, he warned that the public must see to it that railroading continues to be profitable, with fair rates in effect.

TERMS OF SALE.

Guy W. Bulmer of Great Falls introduced a subject that proved to be the closest to the interests of the lumbermen of any topic before the convention. His paper was on "Terms of Sale."

The lumberman, he said, is usually the most generous with credit of any tradesman and the slowest to make his collection. He pointed out instances of profit losses that come upon the lumberman who has his books loaded before he knows it.

Following his address, he passed around copies of a credit form used by the Rogers-Templeton Lumber Co. and an open discussion was held on the subject. Mr. Bulmer had urged that the association take some steps to set uniform terms of sale. On his motion it was decided to have the president appoint a committee to formulate some uniform plan.

RETAILER TOWN AUTHORITY.

W. R. McKenna of Lewistown, speaking on "Salesmanship," told the lumbermen that they must set themselves up as the lumber authorities in their cities.

"The retailer must work with the contractor, not depend on him to bring in news of building. The retailer must know how to take a bill of lumber from a set of plans; how much lumber for a 10-horse stable and how much hay the barn will hold; how big a garage is needed for a certain make of automobile; he must know all about lumber and be able to tell his prospective customer all he wants to know about the building he plans."

Charles March, spokesman for the manufacturers, urged the lumbermen to put their chief interest into lumber and not try to compete with hardware stores and dealers in other side lines. So long as the retailer is a lumberman at heart, there will be profit in his business, he declared.

OTHER ADDRESSES OF INTEREST.

Harry L. Call of the Goodridge-Call Lumber Co. presented a paper on "Insurance" in which he carefully covered the fallacies which determine insurance premiums in Montana, making them absurdly high in comparison with North and South Dakota and Wisconsin.

After Mr. Call had read his address, a motion was made from the floor that a committee be appointed by the president at some later date which would see what might be done in the matter of adjusting the inequalities of insurance risks, in this state.

J. E. Lane of Lewistown, scheduled to speak on "Lumber Profits in Japan and Other Places," excused himself with the explanation that lumbering in Japan, where he has visited recently, is so unimportant an industry as to be below consideration.

The visiting lumbermen left for their homes with warm words of praise for Great Falls, her progressive lumbermen and their generous entertainment.

IN FUTURE WILL SELL ADDING MACHINES

George X. Wendling, for Thirty Years a Lumberman. Most of That Time in California, Changes His Vocation and Becomes Vice-President and General Sales Manager of the Dalton Adding Machine Co., of Cincinnati, O.

George X. Wendling has become vice-president and general sales manager of the Dalton Adding Machine Co., which has a great factory at Norwood, Cincinnati, O., which from the moment of Mr. Wendling's entrance therein, became as truly the center of the universe, as was the city of Duluth nestling by the "unsalted seas" to the stupenduous brain of Proctor Knot.

George X. Wendling has been striding up and down the face of the lumber earth for thirty years, in various capacities, all of which he has thoroughly filled in an interesting manner, and now he is going to make mechanical addition, multiplication, division, subtraction and the like as interesting a divertisement as sea-bathing in the hot summer days and as pleasant to the business man as is the toasting of marshmallows to the gay and young on a sandy beach.

Salesmanship and the creation of salesmen are not produced by formula even if the great Hugh Chalmers does think so. The art of the salesman is wrapped up in the ability of the man who has the thing to sell, to make you whom he wishes should purchase, consider that the purpose for the existence of and the use of the thing to be sold are for amusement and recreation, rather than for abject and stern necessity.

The very wonderful Dalton Adding Machine, which we may describe before we get through this restful introduction may probably be no better nor more wonderful since George X. Wendling became interested in it; but the lumber public will be compelled to think it is, because that public will be told a series of wonderful stories concerning it that will be interesting and helpful and entertaining, and any man with discrimination will stop to listen because it is Mr. Wendling who is speaking, and will remain to be convinced because the story will be worth while.

A FEW WORDS ABOUT WENDLING THE SALESMAN.

A very clever newspaper man epitomizing Mr. Wendling's characteristics recently said of him:

"He has a tremendous capacity for work which is well as he assigns himself a tremendous amount of work. There is no bromide in his make-up. He is original and ingenious. The time may come when the word 'Wendling' will appear in the lexicons and dictionaries, not as a proper noun but as a verb, and the infinitive 'to wendle' will epitomize and parallel Davey Crockett's advice to 'be sure you are right and then go ahead.'"

George Xavier Wendling was born in New York City, his family coming west to Keokuk, Iowa, in 1864. When he was 15 years old he went into the lumber business with C. W. Goodlander who, for several decades was one of the half dozen active heads in the establishment of the yellow pine industry in the middle west.

For twenty-eight years Mr. Wendling has been walking up all the steps from the ground floor to the top of the ladder, to the top of the flight in the box and lumber business in California, where he began in the lumber industry in 1888. He began in the box business and was probably better known through the Mississippi valley as a box manufacturer than as a lumberman, but he was ultimately both to a high degree.

Mr. Wendling's especial prominence was accentuated by the volunteer way in which he got back of and helped to make a success of a line of litigation in the interests of the box-making fraternity of the nation known as the "Pridham case."

Suit was started against a group of western railroads, which was at first a local issue, but became national. The California Pine Box & Lumber Co. at once became an intervenor in the contest. Mr. Wendling was at that time the head of the California Pine Box and Lumber Co. In the first years of his work in California he was in the retail lumber business and it was he who in 1897 organized and assumed the management of the California Pine Box Manufacturers' Agency, which was incorporated as the California Pine Box & Lumber Co. in 1903. This was an institution that marketed over 200,000,000 feet of lumber into box shooks and as Mr. Wendling was the head of that institution when the so-called "Pridham Case" was instituted, he was made a member of the national classification committee of the lumber and wood box interests of the United States, and naturally became a conspicuous factor in the hearing.

GEORGE X. WENDLING.

Although Mr. Wendling had divorced himself entirely from official connection with California lumber interests and had become vice president and general sales manager of the Dalton Adding Machine Co., when the necessity arose and the demand was uppermost for his services as a witness in the hearing before the Interstate Commerce Commission which recently closed its long and laborious sessions in Chicago after making much history for freight-rate making on lumber in this country, Mr. Wendling, at the insistence of his old associates in California gave much time to the cause and did valuable service both for the railway and lumber interests.

In April, 1903, Mr. Wendling reorganized the Weed Lumber Co. of Weed, California, which has an annual output of 75,000,000 feet of California White Pine, during an operating season of eight months from April to November, inclusive. This plant became, under his direction one of the best known lumbering institutions in the United States. In 1912 it introduced into the market white pine veneered doors. It now produces 2,000 doors daily and 3,500 windows, and the box division of the plant has a capacity of using 60,000,000 feet of lumber annually.

But really we started in to talk about the Dalton Adding Machine.

BRIEF STORY OF THE DALTON ADDING MACHINE.

The reader can gain but little conception of the appearance of the Dalton Adding Machine as a piece of office furniture by observing the black and white engraving printed herewith, but even herein he may learn that it is "the machine that does things" and then if he is curious he might ask the Dalton Adding Machine Co. that lives at Norwood, a suburb of Cincinnati, O., to send him their beautiful commercial special catalog, and especially to send him an illustrated folder in black and white and green and red, which mayhap will etch the Dalton into his brain quicker than even the catalog referred to.

THE DALTON ADDING MACHINE.

The Dalton adding machine was invented during the latter part of 1901 and the first model built during the spring and summer of 1902.

Not always under the name of the Dalton Adding Machine Co., but under another name that is of no importance now, the company grew up slowly as befits any institution that expects a long and prosperous life. As recently as 1903 the business which has now bloomed so fully was confined in a store room in Poplar Bluff, Missouri, which had about as much floor space as the ordinary freight car and contained a lathe, a milling machine, a shaper, a punch press and two drilling machines.

The first sales office was opened in St. Louis in the summer of 1907 by W. I. Currie who is now in charge of the Chicago office, the second office opened.

SOME "ADDING MACHINE" ADVICE.

Here are some Adding Machine characteristics which are deemed altogether worth while for an intending purchaser of a machine, and which are expected to apply to adding machines impersonally.

A man who invests several hundred dollars in an adding machine is entitled to a number of things which he should insist upon having. He should weigh each of these certain things and determine which are of value to him in his business, and then invest in the machine in which is embodied the greatest number of these special features and added values.

The machine he buys should be manufactured and sold by a good company in all that these words imply—a company that has earned the reputation of taking better care of its customers than its prospective customers and of giving more attention to its sold machines than the printed guarantee given with each machine contemplates.

The machine itself should, first of all, be preeminently for plain, straight adding and listing, which constitute so large a percentage of the work of every business office. No special feature or features, however clever, can possibly compensate or atone for deficiencies in its primary functions of adding and listing.

The machine must be able to demonstrate its efficiency by the standard of performance. A satisfactory showing in a five minute test is good. The final verdict, however, must be based upon the quantity of work representing continuous daily performance from one month's end to another.

The machine should yield a maximum of performance without imposing excessive nervous strain upon the operator. Continuous operation from morning till night should not cause undue fatigue.

The machine should be susceptible of constant daily use without risk of injury to the eyesight. To read the items to be added, is all that the eyes should be required to do.

Of course the machine must be mechanically accurate. It should also be operatively accurate, safeguarding, as far as possible, in its methods of operation, against human errors, such as striking the wrong key, etc.

The machine should be composed of the fewest possible number of parts, embody the best and soundest mechanical principles, and be so constructed and of such materials as to make it last a life time.

It should be so simple in construction as to reduce to a minimum the liability of getting out of repair, and the parts should be so accessible and the adjustments so easily made as to make it unnecessary to call in an expert in the event of a slight disorder.

The machine should be portable and so light, rapid, simple and easy of operation, that it may be used by every man, woman and child in the office, thus saving much valuable time.

It should be so versatile that a single machine is all that is required to handle the varied and complicated work of the most exacting business office.

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and thus save the purchaser the necessity of buying separate and expensive machines in order satisfactorily to handle the various kinds of work in his office.

SOME "DALTON" CHARACTERISTICS.

All Dalton machines look very like the one which we picture herewith but there are many varieties, really adapted and adaptable to any line of business. You can get a Dalton with a traveling desk stand which makes it desirable to use when figures are to be added from large cumbersome books; you can get what is called a "Satellite" stand which makes an adjustable desk for low or high; and a stand for high desks alone. The Dalton comes also with a motor attached, and you can have a cross-tabulating carriage if you wish it.

Since the first adding and listing machine found its way into public use, men of genius have labored faithfully and earnestly in an effort to meet the crying needs of commerce by producing an adding and calculating machine that would not only be free from the objectionable features of machines of these earlier types, but contain improvements that would make them many times more versatile, thus increasing their field of usefulness, and at the same time lightening the burdens incident to modern accounting requirements.

The Dalton is not the product of any one mind nor is it the result of any one man's genius, but it is the evolution in cold steel of the combined efforts of a score or more of mechanical geniuses who have been studying accounting and accounting machine problems for many years.

Dalton inventors from the very beginning pursued their labors with the idea and confident hope of producing a simpler, faster, more versatile and more durable machine than any that had yet been built, and this idea has been the guiding and controlling force from the hour the first crude pencil sketch was made up to and including the present moment.

Dalton inventors have met the simplicity requirement by consigning to the waste heap seventy-one of the eighty-one numeral keys, as well as thousands of other useless parts which only served to encumber the earlier machines, thus producing a machine with only ten numeral keys, a minimum number of parts and so simple in construction as to be easy to manufacture, inexpensive to maintain and so simple of operation as to be operable by a child without previous experience.

The simple mechanism and the simplicity of the keyboard made it quite easy to meet the speed requirement. The ten numeral keys arranged in such a manner as to enable the operator to cover the entire keyboard with the fingers of a single hand, made touch method of operation not only easy, but natural, and speed such as was never before dreamed of was inevitable.

"DALTON" SAVING IN TIME.

We cannot close this little news story of Mr. Wendling's new enterprise, without calling attention to two notable examples of application of the "Dalton" idea to "speed" in the lumber office is as essential as speed in the yard or mill—only more so in that office labor costs more to start with and in most offices a whole lot more than it should at the finish. But whatever your objections may have been in the past toward mechanical aid, you can't afford now to overlook the "Dalton" adding, listing and calculating machine.

In actual practice it has demonstrated its efficiency in the lumber office not only on addition, but in the auditing of invoices requiring multiplication. For example, it took an ordinary operator on the Dalton but 67 seconds to audit the following invoice:

464 pcs.	1x8—16 No. 2 Com. Y. P. S2S	4949
763 pcs.	1x8—18 No. 2 Com. Y. P. S2S	9156
134 pcs.	1x8—20 No. 2 Com. Y. P. S2S	1786
206 pcs.	1x8—24 No. 2 Com. Y. P. S2S	3296
		19,187
19,187 ft. @ 14.45M		$227.25
Weight 2082 lbs. M 39947 lbs.		
Rate 14.25 cwt		$56.92
Total at destination		$334.17

Here is another example of a regular trial of the "Dalton" Adding Machine which is even more illuminating that the first mentioned.

B. & O. CAR No. 39876.

309 pcs.	2x 4—12	2,472 ft.
604 pcs.	2x 4—12	4,832 ft.
119 pcs.	2x 6—20	2,380 ft.
120 pcs.	2x12—16	3,840 ft.
		13,524 ft.
F. O. B. Mill at $23.25 M		$314.43
Frt. on 29,971 lbs. at 22½c cwt		67.43
Total		$381.36

By pencil, hand and mind (fast calculator) 6¾ minutes or ..... 405 seconds
By Dalton Adding Machine (The Slave) ..... 40 seconds
Time saved (an economy of about 90%) ..... 365 seconds

So endeth the Lesson No. One in regard to adding machines and we desire to suggest in closing that it will be a very interesting thing to do to watch the rise and progress of the Dalton Adding Machine in the lumber trade, since the advent of Geo. X. Wendling on the scene as an active agent of the selling of this adding time saver.

Car Shortage Gives Promise of Much Distress

The annual car shortage is again upon us and as a precautionary measure the Interstate Commerce Commission has just issued the following statement of interest to our readers:

"Reports are being received by the commission indicating that a 'car shortage' is again threatened, caused in part by the heavy movements of grain at this season of the year.

"The commission therefore takes this opportunity of again bringing to the attention of the carriers and shippers the necessity for close supervision of the methods of loading, unloading, and moving of cars so as to secure the fullest possible use of available equipment.

"Shippers should endeavor to secure the prompt and full loading of cars, and consignees their prompt unloading and release.

"The commission feels justified in urging upon shippers and consignees that they shall not use cars for storage purposes but shall endeavor to release them as promptly as possible and not avail themselves of the full limit of free time provided by the tariffs.

"Carriers should also make every endeavor to eliminate delays and expedite the movement of shipments. Cars should be promptly returned to the home line, company material promptly unloaded, and close supervision given to operations at terminals.

"Individual shippers and their associations and the carriers should co-operate in order that the delays and losses consequent to a shortage of cars may, so far as possible, be avoided."

WARNING FROM THE RAILROADS.

The country is threatened with the tightest railroad car shortage in its history, according to the word passed around in transportation circles yesterday following the publication of car statistics making a new low record for August 1.

The survey showed a bare 10,000 net surplus of cars above the country's needs as compared with the previous low figures of 27,836 cars on the same date in 1907, which is referred to as the record shortage year. In only three years during the last ten have the figures been under 100,000 on this date.

The Railway Age Gazette, a railroad publication, analyzing the car situation, has issued the following warning:

"The figures indicate clearly that unless there is some unexpected and radical change in commercial, industrial, and transportation conditions the railways and the shipping public will have to deal this fall and winter with one of the worst shortages of freight cars in the history of the United States."

The actual facts according to the car accountants statistics show a total surplus of cars, 47,908, a total shortage of 37,292 as against approximately a total surplus of 70,000 and a total shortage of 16,000 sixteen days previous. This is the meat of the whole matter and contains the net facts of the insight shortage.

THE "RED CYPRESS" COMPANY RAISES A STAYING HAND.

Frank N. Snell, general manager of the Louisiana Red Cypress Co. started out last Sunday on a trip to visit the salesmen of that company through Texas, Oklahoma, Kansas, Nebraska, Missouri, Iowa, Illinois and Wisconsin and will reach Chicago about September 1.

Before Mr. Snell left home he took time to write us the following letter on the car shortage situation, which is worth while:

"I noticed in your last issue an article about the coming car shortage, and think it was timely. We are beginning to feel it a little, and we are sending out with every notice a copy of the enclosed insert. We also send these out with our mail quotations, and several of the leading railroad lines have complimented us on this method of co-operation, stating if all the large shippers would do likewise it would no doubt be of material assistance in keeping the cars in the service."

We reproduce herewith Mr. Snell's unique circular.

NEW ORLEANS, LA. AUG. 3RD, 1916.

ALL CUSTOMERS.

HIGH RAILROAD OFFICIALS OF SEVERAL LINES THAT WE ARE LARGELY DEPENDENT UPON FOR EQUIPMENT HAVE JUST ADVISED US THAT THERE IS UNDOUBTEDLY GOING TO BE A SERIOUS CAR SHORTAGE THIS FALL WHICH WILL RETARD LUMBER SHIPMENTS; IN FACT, WE ARE ALREADY FEELING IT TO A SLIGHT EXTENT, AND WHEN THE GRAIN CROP BEGINS TO MOVE IN FULL VOLUME, AS IT WILL VERY SOON, AND LATER WHEN THE COTTON BEGINS TO MOVE IT WILL MAKE IT STILL MORE SEVERE.

THERE ARE TWO WAYS IN WHICH YOU CAN HELP:

1ST; BY ORDERING EARLY AND IN SUFFICIENT QUANTITY SO THAT CARS MAY BE LOADED TO FULL CAPACITY.

2ND; BY PROMPTLY UNLOADING CARS WHEN RECEIVED SO THEY WILL QUICKLY GET BACK INTO SERVICE.

CARS YOU UNLOAD MAY NOT REACH US FOR PROMPT FILLING OF YOUR NEXT ORDER, OR THAT OF SOME OTHER GOOD CUSTOMER, BUT THEY CAN BE QUICKLY USED BY SOMEBODY WHICH RELIEVES THE WHOLE GENERAL SITUATION.

WE WILL ALWAYS BE IN A POSITION TO SHIP CYPRESS AS PROMPTLY AS OTHERS, AND WE ASK YOUR COOPERATION IN THIS MATTER FOR THE GOOD OF ALL.

VERY TRULY YOURS,

LOUISIANA RED CYPRESS COMPANY

READY TO HANDLE THE FOREST FIRE HAZZARD IN MONTANA.

Kalispell, Mont., Aug. 5.—Weather conditions so far this year have been most favorable for the handling of the forest fire situation in northwestern Montana. The precipitation for the month of June, 1916, was 3.91 inches as compared with 2.09 inches for the month of June last year. At present, the forests are in splendid condition, and very little danger from fires is anticipated before the fifteenth or twentieth of this month.

The Northern Montana Forestry Association, a local fire association, working under a co-operative agreement with the state and federal governments, and controlling approximately 1,000,000 acres, have everything in readiness for the season's work. They will place their patrolmen in the fields August 7th, for the purpose of cleaning out trails and posting fire warning notices before it gets extremely dry.

The officials of the Blackfeet National Forest, with headquartetrs at this city, state that their trails, telephone lines, etc., are in splendid condition to handle the fire situation this year.

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The Latest News of the Lumber World

INTERNATIONAL SHINGLE WEAVERS' UNION BEGAN NATIONAL ADVERTISING CAMPAIGN.

Seattle, Wash., Aug. 19.—Plans of the International Shingle Weavers' Union to create a special market for the red cedar shingles of the Pacific northwest through the use of its special label have assumed definite form. The international officers of the union and the Lester W. David Lumber Co. of Seattle have entered into a two-year contract under which a nation-wide campaign will be started to advertise and sell Washington shingles manufactured under union conditions. The David company agrees to become the selling agent of all mills that will agree to use the shingle weavers' label on their product and to conduct a systematic selling campaign, while the officers of the union agree to conduct an advertising campaign among the union carpenters of the country numbering almost a quarter of a million and among other members of organized labor. The signing of this contract is regarded by the officers of the union as epoch making in that never before has any extensive effort been made to build up the weavers' organization by appealing to the purchasing power of organized labor through the use of the union label. If the campaign proves as successful as it is expected to be, it is believed it will go a long way toward solving the problem of meeting the competition of British Columbia shingle mills now employing cheap Oriental labor and without the aid of a protective tariff.

J. G. Brown of Seattle, president of the international union, has been working on plans to meet this competition for years and at various national conventions of labor has urged the leaders in the building trades to discriminate between shingles produced by well paid American labor and coolie labor products of the Canadian mills. The stumbling block always encountered was that carpenters and other [illegible] the shingle weavers' case had no [illegible] ng the shingles made by union men, mill brands being little advertised or used and shingles made by Oriental labor selling for the same price as similar grades made by union workers.

According to the agreement the union will withdraw the use of the union label from any manufacturer should it be shown upon inspection that shingles and other cedar products manufactured by them bearing the label are more than 3 percent below the grades as shown by brands thereon according to the grading rules now in effect or that may thereafter be adopted by the West Coast Lumbermen's Association. It is also agreed that no shingle manufacturer who shall agree to conform to the conditions set forth in the agreement shall be denied the use of the union label.

The David company agrees to pay the full wholesale market price for the shingles, plus fifty percent of whatever premiums may be obtained as a result of the joint efforts of the company and the union.

A NOTABLE ACHIEVEMENT OF THE WHITE PINE BUREAU.

We have been pleased to say a word of appreciation upon the appearance of each number of the "White Pine Series of Architectural Monographs."

The seventh in the series has just appeared, and we accord it a hearty welcome, because of its excellence. In character it departs from the general style maintained in former numbers which gave interesting facts of historical and geographical tendencies in construction of wooden buildings in America; it is rather an exposition of the practicality, adaptability and artistic value of white pine in the building of a modern home.

Nothing could more fittingly emphasize the success of the White Pine Bureau's architectural monographs than the contents of this one, the seventh, for it presents the report of the jury of eminent architects on the drawings and plans submitted by the three hundred and sixty-six contestants for the prizes offered by the White Pine Bureau for the four best designs for a modern suburban house and garage to cost $10,000. The successful drawings and six others receiving honorable mention are given in the "Monograph" just received and which is attracting attention of lumbermen and architects.

SOUTHERN PINE ASSOCIATION CORRECTS ERROR REGARDING ITS ATTITUDE IN THE MATTER OF SHIPPING TRANSIT CARS.

It has come to the attention of the lumber manufacturers that certain wholesalers and others interested in encouraging the practice of shipping transit cars are attempting to raise $10,000 to oppose what they claim to be the Southern Pine Association's recommendations that a $25 reconsignment charge be made operative and that increased demurrage charges ranging from $2 to $5 be put into effect.

It is inconceivable how the report should have ever been circulated that the Southern Pine Association advocates increased demurrage charges. As a matter of fact, the association, represented by Assistant Secretary, A. G. T. Moore, who is a member of the Car Storage and Demurrage Committee of the National Industrial Traffic League, at a session in Chicago, July 14, 1916, of the League's Committee, and the Committee on Relations of Railway Operation to Legislation of The American Railway Association, most emphatically protested against the attempt on the part of the carriers to make permanent the temporarily increased demurrage charges which expired on June 15, and which had been applied as a measure to relieve the embargo which prior to that time had been very acute.

As to the Southern Pine Association's recommending a $25.00 charge, such a statement is incorrect. H. H. Snell, Chairman of the Reclassification Committee of the Southern Pine Assn. and other members of his Committee consisting of the following: F. G. Wisner, Laurel, Miss.; S. B. Bissell, Laurel, Miss.; W. T. Hancock, Houston, Tex.; Jno. A. Sargent, Kansas City, Mo.; A. Triesch mann, Crossett, Ark.; R. S. Davis, Kansas City, Mo., prepared and submitted at the hearing in I C. C. Docket No. 8131 answers to the interrogatories of the Interstate Commerce Commission dated June 20th, 1916, which outline the position of the Southern Pine Association in full, not only as pertains to transit cars but other important features of the case.

In view of the wide spread publicity with which the Southern Pine Association's position has been erroneously outlined, that part of the Reclassification Committee's answers appertaining to transit cars is quoted below in full.

While it is a fact that the manufacturers who realize the disasterous effects of transit cars on the lumber market would like to see a charge of $25, the Southern Pine Association did not recommend a charge in excess of $5 per car.

This information is made public so that those who subscribe to the fund of $10,000 to fight our attitude as erroneously and no doubt unintentionally outlined, will know just exactly to what they are subscribing.

The Reclassification Committee's recommendations regarding transit cars follow:

H. D. LANGILLE RETIRES FROM THE JAS. D. LACEY & CO. PARTNERSHIP.

H. D. Langille of Portland, Ore., who has been associated with Jas. D. Lacey & Co., the nationally and internationally known timber land institution of Chicago and New Orleans, as a special partner, in charge of the Portland office of that company since 1896 has left that company to engage in pursuits of his own, not just specifically known to the LUMBER WORLD REVIEW.

Mr. Langille has spent practically all of his life in intimate relations with the forests of the west. From 1900 to 1905 he was in the Forest Service, as special field assistant in the Geological Survey, forest inspector in the Department of the Interior and in charge of examinations of proposed forest reserves under the direction of the Bureau of Forestry.

H. D. LANGILLE ,OF PORTLAND, OREGON

During the winter term of 1904-1905 he took a special course in Forestry at Yale Forest School, resigned from the service the latter part of 1905 and became associated with Jas. D. Lacey & Co. the following year.

It is understood that Mr. Langille will devote his energies to forestry and sawmilling affairs as an Efficiency Engineer.

WINLOCK LOGGING COMPANY ACQUIRES O'CONNELL LUMBER CO.'S INTERESTS.

Seattle, Wash., August 19.—The west side holdings of the O'Connell Lumber Co. at Winlock, Wash., comprising close to 100,000,0000 feet of timber, mostly Douglas fir together with considerable logging equipment, has been sold to the Winlock Logging Co., a concern recently organized. The price paid is understood to be between $250,000 and $300,000. Included in the equipment sold is a logging railroad seven miles long, locomotives, machinery, cars and tools.

The O'Connell Lumber Co. at one time did a fairly large lumber business, but six years ago its mill burned and has never been rebuilt. The attention of the company since that time has been devoted to logging. Henry Turish of Duluth, Minn., Mrs. Gregory of Tacoma and some Wisconsin interests are the principal stockholders. The company still retains what is known as its east side holdings.

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WOODEN SHINGLES BEST.

Birmingham, Ala., Aug. 2.—The wooden shingle again demonstrated its great superiority over other forms of rough covering in the recent heavy rain and windstorms in the southeastern cities.

In the vicinity of Birmingham and through the east and south the rainfall approached 12 inches in 60 hours, literally soaking all kinds of composition roofs so that the winds rolled them up. The wooden shingles were not loosened by the winds as were other types. Much of the property damage, which proves to be great, was caused by water destroying the contents of buildings, and in most cases the water entered because of defective roofing.

LAMB-FISH LUMBER COMPANY CUTTING ON BIG FOREIGN ORDER.

Charleston, Miss., Aug. 21.—The Lamb-Fish Lumber Co. has put its big mill at this point on double shift and it is now working at the rate of twenty hours per day. This step has been in contemplation for some time but was made effective only about the middle of this month.

While no definite details have ever been obtainable, it is understood that the Lamb-Fish Lumber Co. has a large contract for oak ties from the French government and that the necessity for manufacturing these rapidly is responsible for the decision of the management to put the mill in operation on such a big scale. These ties are being delivered every two months. The first shipment went out via Gulfport, Miss., but the others are due to be sent via New Orleans. Facilities have been made for barging these ties down the Sunflower and Mississippi rivers to New Orleans.

Freight rates are cheaper by this method and it is also pointed out that an entire rehandling charge is saved since the barges can be unloaded direct to the steamers in port for carrying these ties to their destination. The company has been very busy for quite a while getting out logs against such extensive operations and it has been quite successful in this direction.

NEW LUMBER PLANT AT TACOMA UNDER CONSTRUCTION.

Tacoma, Wash., Aug. 19.—Without any preliminary announcement and with all operations covered by a veil of secrecy, Ernest Dolge, a well known Tacoma lumberman, has begun the construction of a large lumber manufacturing plant on the Tacoma tide flats in the district which will be improved by the construction of the new Hylebos waterway for deep water traffic. Some time ago it was rumored that Mr. Dolge intended to construct a large plant and he partially confirmed the rumors but stated that its construction would not be begun for some time. During the past ten days work was begun on the new factory, which will be rushed to completion.

The settlement of the legal difficulties in the way of the waterway project and the actual commencement of work in the district by the port commission, are given as the reason for the immediate construction of the mill. Mr. Dolge has refused to make any further statement on the matter and has declined to give any details of the plans of the new structure.

The Hylebos waterway project will make available for dock property a large part of the Tacoma tideflats now useless. The channel of Hylebos creek will be dredged for a distance of a mile and a new waterway for deep water vessels constructed. In addition there will be constructed large dykes which will reclaim a large amount of tideland now under water a part of the time. Work on both of these projects has already begun and should be completed within a year.

ARCHITECTS WANT TO KNOW WHEN THE TRADE MARKING OF LUMBER IS REALLY GOING TO BEGIN.

Talking of architects or about architects—whichever way around you wish to put it—is not a specialty of the LUMBER WORLD REVIEW and we speak from experience, having tried it once on a time.

We do not know just what sort of ethics we are violating but we do want to register the opinion that the demand for structural timbers in the County of Cook, State of Illinois, is suffering from lack of orders on account of the fact that yellow pine manufacturers have not yet concluded whether or not or just how they should brand their lumber with a trade mark.

We are slow in business affairs as a republic as we are in the politics of the republic.

The architects should be patient, however, for we understand that the whole affair is coming to a speedy head and will probably be settled inside the next two weeks.

EDITOR.

THE FERGUSON HARDWOOD CO.'S NEW MILL.

Paducah, Ky., Aug. 15.—The Ferguson Hardwood Co. will completely modernize and re-equip the old Ferguson-Palmer mill. It will be operated as a single band mill, employing between 50 and 75 men.

Mr. Ferguson has but recently returned from Indiana where he effected the purchase of timber rights on a tract of virgin timber embracing 8,000 acres, located in Stewart county, Tennessee. This tract was the property of Michael D. Helfrich, of Evansville, Ind. The timber is virgin stock—consisting very largely of white oak of the forked leaf variety, and considerable large yellow poplar—and pronounced by experts to be the equal of any timber ever sawed in Paducah.

A logging railroad will transport the logs from this tract to the Cumberland river and they will come down in barges to Paducah. This tract of timber will furnish the supply of logs for the sawmill here at Paducah, and it is estimated that a period of ten years will be required to clear the tract. A large crew of woodsmen will be employed in the logging operations on this tract.

Mr. Ferguson was enthusiastic over the outlook for his company. He will make every effort to be ready for manufacturing lumber by the first of January. The trade of the Ferguson Hardwood Co. will be unlimited as to territory. Sales will be managed from the Paducah office. The quality of the lumber sawed will be strictly A No. 1, such lumber as is utilized principally for furniture and interior finish, factory trade, railroad material, dock timbers and boat building. They will be equipped to specialize in long white oak timbers up to 60 feet in length.

An Interesting Monthly Meeting of the West Coast Lumbermen's Assn.

As this issue of the LUMBER WORLD REVIEW closes its forms the West Coast Lumbermen's Association is having a great visit with E. B. Hazen and his associates at Bridal Veil, Ore.

We are indebted to our friend R. B. Allen, publicity expert for the West Coast Lumbermen's Association, for the following resume of what will occur at this meeting and what the visitors will see.

"Lumbermen of the North Pacific district attending the monthly meeting of the West Coast Lumbermen's Association which will be held at Bridal Veil, Oregon, on August 25 will have the unique opportunity of investigating a big modern lumber manufacturing operation run by water power, with a number of the machines directly connected, in such manner as to eliminate the use of belting and other transmission. The lumbermen will also see an immense lumber yard built on a hillside. This meeting is in accordance with the Association's recently announced plan of getting away from routine and encouraging practical demonstrations of important industrial problems.

"The announcement for the meeting requests the lumbermen to assemble at the Benson Hotel, Portland, Ore., on the morning of August 25, from which point, at 11:30 o'clock, they will take automobiles for Bridal Veil, a distance of about thirty-two miles over the famous Columbia Highway. At the plant of the Bridal Veil Lumbering Company luncheon will be served after which there will be an examination of the plant and a demonstration of its water power equipment.

"In connection with this demonstration there will be shown the work of two giant fire fighting monitors, each delivering forty-two tons of water per minute from a three-inch tip with a pressure of 418 pounds per square inch, sending a solid stream of water a distance of 500 feet.

"Among other extraordinary equipment at the Bridal Veil mill is:

"A water turbine thirty-six inches in diameter turning over 730 revolutions per minute with a stream one and one-half inches in diameter playing upon it and delivering 400 horse power.

"A baby turbine twelve inches in diameter with a stream the size of a lead pencil playing upon it and turning it over 2,250 revolutions per minute, generating twenty-five horse power.

"There are about ten to twelve of these water turbines operating in different parts of the plant, the two mentioned being the extremes—the largest and the smallest. Some of these wheels are direct connected.

"The quantity of water operating these turbines, generating in the aggregate nearly 2,000 horse power, is not large—only being 500 cubic feet per minute. The water is picked up out of Bridal Veil creek by damming the creek in a narrow gorge and is lead in a square box flume three feet wide and two feet deep a distance of 4,400 feet along the side of the mountain. There the water is spilled into a tank or forebay and is taken from this tank into a tube, which is 2,700 feet long and drops 900 feet in its length, which makes the head of the water 900 feet. The tube is buried and anchored with heavy concrete anchorages at intervals along its length. It is made of steel for 2,400 feet of this length and of wood 300 feet. At the lowest head the steel is only ten-gauge and the diameter of the pipe is twenty inches. At the bottom of the hill where it branches off to deliver water to the different tubes it is five-eighths inch thick and is double riveted longitudinally and circumferentially and caulked. The sections are put together with pressed steel flanges and copper corrugated gaskets and bolts.

"Following the inspection of the plant the regular monthly meeting of the Association will be held in the Bridal Veil amusement hall. At this meeting important manufacturing, marketing and Association problems will come up for discussion and final action. At the conclusion of the business session the lumbermen will take automobiles and proceed on the Columbia Highway east as far as Bonneville, Oregon, affording visiting mill men from other states an opportunity to view the wonderful scenery from Bridal Veil to Multnomah Falls."

IS IT POSSIBLE THAT THE YELLOW PINE LUMBER MANUFACTURERS HAVE AGAIN GONE TO RUNNING NIGHTS?

Just as we go to press we have heard very directly that some of the yellow pine lumber manufacturers—notably some of the larger, more monied and best known concerns—have concluded that they would turn loose and go to running nights again. We certainly hope that this is not true and we print this ONLY as a RUMOR.

We would like to have this rumor denied.

We would like to locate some man with the gariishness of this "black faced" type who would have the courage to write to us a letter that would disprove this rumor and nail it to the floor of that place that someone has said is continually "paved with good intentions."

After all that has been said on this subject and the hundreds of columns of matter that the lumber press—not only this paper but many others—has written on the subject and the thousands of dollars worth of good white paper we have all spoiled in endeavoring to write a little discretion into the yellow pine mind in regard to "curtailment," we do hope this rumor we have heard is a canard.

EDITOR.

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A GREAT FEDERAL BUREAU CONFERENCE

The Federal Trade Commission—Forest Service and Bureau of Foreign and Domestic Commerce Confer with Lumber Associations in Chicago August 21

The to be intensely interesting, but very little heralded, four-sided conference of the Bureau of Foreign & Domestic Commerce, the Federal Trade Commission, the Forest Service and the export lumber interests of the United States took place in room 606 Federal building, Chicago, at 10:30 a. m., Monday, August 21.

It was the most significant expression of the proposed helpfulness of the government of the United States that had ever been given the lumber trade.

Among those present were the Hon. W. H. Parry, Hon. J. E. Davies and Dr. Wilson Compton, of the Federal Trade Commission; Dr. Henry S. Graves, chief of the Forest Service; Dr. E. E. Pratt, chief of the Bureau of Foreign & Domestic Commerce; Ansel R. Clark, secretary of the Foreign Trade Bureau, Portland, Ore., Chamber of Commerce; and, representing the lumber interests and collateral lines, E. A. Selfridge, W. H. Weller, Frank F. Fish, L. S. Case, H. C. Hornby, Charles S. Keith, John E. Rhodes, J. A. MacIntosh; H. M. Rogers, Thorpe Babcock, George D. Burgess, John H. Winterbothamm, J. W. McClure, F. V. Dunham, Jack E. Brantley, Miles A. Goodyear, O. T. Swan, J. R. McIntosh, John M. Pritchard and R. S. Kellogg. The men representing lumber and the collateral lines are quite well enough known to omit their addresses in this brief summary of what was accomplished.

Hon. W. H. Parry was chairman of the meeting and said very frankly that he invited free discussion of the matter; that the various government bureaus had no fixed plan but that they had an idea to present with the hope that out of the conference a well developed plan might result.

Dr. E. E. Pratt, said that their plan grew out of suggestions made by lumbermen who visited Washington in the various investigations of the lumber situation. He referred to the fact that Franklin H. Smith and Roger E. Simmons had previously made painstaking investigations, the first in Australia and the far east and the latter in South America, concerning the lumber requirements of those countries and that it had been suggested there ought to be in Europe "a considerable market for American lumber, and it is to discuss the feasibility and the possibility of making investigations and to get all the facts with reference to the probable supply of lumber to those markets and the probable market for lumber in Europe, that is the object of the meeting."

Continuing Dr. Pratt referred to the fact that Scandanavian manufacturers are getting busy right now and have established a selling office in Paris and he supposed also in Berlin; that he does not believe American manufacturers associations have established representatives on the continent of Europe. He referred to the fact that the manufacturers of "substitutes" for lumber had been busy for some time. His department wished to make some sort of a study of the European situation. He had been in consultation with Mr. Parry, and Mr. Graves and that it was developed that his bureau is the only one which has the available funds for the purpose; he said the field divided itself into several well defined groups, naming them.

He thought the investigation might last two years and that it could best be done by seven men and that his bureau would be willing to pay the entire salary and expenses of one man and in addition would be willing to appoint specifically such other men as might be selected, all to be given the title of Trade Commissioner. He felt private individuals would meet insurmountable difficulties The salary and expenses of each man would be about $6,000 a year. The men should be able to speak the languages of the country to which they were assigned.

HENRY S. GRAVES TALKS.

Dr. Graves thought there were a good many general matters regarding the situation that "we don't know much about besides the special question which a particular trade organization or company would have to ascertain in connection with its own business."

He thought that the investigation would have more effect if lumbermen participated in it. His seven years' experience had taught him that "studies which we make don't have the same interest among the trades people of industry as where there is some form of co-operation." He thought if the lumbermen participated financially they would have a greater interest and "get more out of it." He thought the investigation should be along broad lines "rather than touching primarily upon trade opportunities for a particular reason," saying also that possible Siberian competition should be studied.

The Hon. Joseph E. Davies went into the question exhaustively, saying in part:

"The Federal Trade Commission desires to help in any way it can, consistent with its other work, and with the financial limitations that are imposed upon it in this work. When this plan was devised some two years ago of having the three departments concerned with lumber in a governmental way, co-operating together with a view of perhaps projecting more of the constructive side, we found, if we projected our efforts, the Federal Trade Commission and the Bureau of Forestry and the Bureau of Foreign & Domestic Commerce, that our work naturally divided itself into three general divisions." The Federal Trade Commission had been engaged in connection with the economic side." The commission, he said, had "found substantial constructive aid in a practical way from the lumbermen of the country," and he

DR. E. E. PRATT, CHIEF BUREAU FOREIGN AND DOMESTIC COMMERCE.

was satisfied "that so far as the trade commission is concerned he had reason to regard the men with whom they were associated in the lumber industry with confidence not only in their substantial integrity and honesty among themselves but also with relation to the attitude they hold towards the government itself and their relation to it."

He told much of the plans of other countries and how their governments had become interested and he thought that this proposed study "is entirely justifiable and proper" and that it was "a situation that we should look into for the benefit of our people" and he thought it would be "a fine thing for the lumber industry when this drive comes for the international commerce of the world if it will have had worked out this basis of fact and information which this enterprise contemplates."

THE GOVERNMENT WOULD DISTRIBUTE THE INFORMATION.

Mr. Parry said that the lumbermen would not have to wait for years "for the realization of the benefit." The inquiry was not for the purpose of collecting dry statistics and that the information would be distributed as it was collected and by the government at government expense.

Mr. Parry wanted to know first if the desirability of such an investigation is of such interest as to justify their participating in the expenses to the extent that Dr. Pratt suggested.

CHARLES S. KEITH SPEAKS.

Mr. Keith had discussed the question with the government heads and said he could answer for the southern pine interests and that he was sure "that we will make the necessary appropriation to bear our share."

He thought the matter ought to be handled through the auspices of the National Lumber Manufacturers' Association and that all lumbermen should be interested, "whether we are immediately participating in the advantages received in this investigation or not."

Foreign consumption would take the lumber "off our domestic market."

SECRETARY RHODES SPEAKS AT LENGTH.

Mr. Rhodes said that the Southern Pine Association had enjoyed the work of a representative in Europe since April, their representative securing many valuable reports "which will be condensed upon our representative's return and such portions of it as seems politic and proper to publish will be given to the lumber trade press." He said that their connection with the exposition in Paris had been a great success. Their representative found the possibility for demand in Europe "splendid." He said that "Italy had been stripped of its lumber supply and the stores of lumber in Spain had been exhausted," and that the demand for American ties "in France is simply beyond comparison."

He said "four companies of French capital had been organized for the building of knock-down houses of the most ordinary type of temporary structures, and it is simply impossible to get that material or to get the manufacturers in America sufficiently interested to go after it."

Mr. Rhodes' intimate details of the findings of their representative were intensely interesting, but were so truly the property of the Southern Pine Association that it would not be in good taste to refer to them herein.

IMPORTANT RUNNING DISCUSSION.

Following Mr. Rhodes' first talk Mr. Davies said: "It is well established that non-competing concerns may combine and the Webb bill is now pending and there is a very strong probability that it will be passed. That would relieve any possible doubt that might arise as to non-competing concerns in foreign trade."

Dr. Graves thought that the European countries were to have a tremendous problem of colonial development."

Mr. Rhodes said that the French were figuring on a community basis. That they would endeavor to concentrate as many people in one locality as possible and build community villages, and that the work would be done entirely by the French government and that the greater part of the sales would be to the government and the government engineers. He said further that London and Paris would have use for a great amount of wood block paving because they could not now get Baltic pine. King Alphonso has approved of wood block paving near his palace and that "practically all the city of Madrid would be paved with American wood."

Mr. Parry was sorry that President Downman of the National Lumber Manufacturers' Association could not be present, but said that he thought he was authorized to say that Mr. Downman was in hearty sympathy with this movement. C. L. Millard was to have been present and had taken a great deal of interest in the Webb bill and Mr Parry thought that the North Carolina pine people would enter the European market if the Webb bill should pass. He felt that he had a right to make that statement on Mr. Millard's authority. At this juncture Chairman Parry called for the expression of the other lumber association representatives present.

THORPE BABCOCK SPEAKS FOR THE WEST COAST.

Mr. Babcock wanted to profess ignorance of the export business personally. He said, of course, the west coast people were interested. He said that the most natural thing to do would be to stand up and say they were interested and would

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support the movement believing they would be able to get the money, but there was the possibility of having that trade developed industrially into something that might not be entirely practicable. There might be another angle to the situation. That they were probably a year ahead of the southern pine people in taking the initiative; they had even gone so far as to form a company duly incorporated. When President Wilson made the statement before the Chamber of Commerce that he would like to be shown that the operations could be conducted without doing damage the West Coast people believed he wanted to be taken at his word. The department of justice thought they could proceed until it was found—if that should occur—"that an injustice was being done." Then the war came. Then—no ships—therefore no export business.

If they could get the ships they would be in the game. He thought the information would be of great value but said "I am frank to say that the most important thing is that the men be in a position to take care of some business; that they should have to face practical propositions for the selling of lumber," that he would he "heartily in favor of this plan but wished that it could be made more practical than the obtaining of this information, but we urge that if this does go through that with all respect to the departments—as much red tape be eliminated as possible—and that we get these reports before they are too old.

Mr. Parry again referred to the fact that "this investigation is not to collect statistics to put in the archives."

A gentleman present wanted to know if the west coast people would be willing to contribute their portion.

Mr. Babcock said that their export trade amounted to 800,000,000 feet annually.

Mr. Graves wanted to know if Mr. Babcock thought that with the export organization under way their agents could furnish the information necessary.

Mr. Babcock thought that "inasmuch as it was practically sure that ships could not be had even if the men took orders that it is very advisable that we get our organization and get this done in advance."

W. H. Weller wanted to know whether the government would give the names of individual buyers. Dr. Pratt said that was part of it.

A gentleman present said that it was "immaterial which branch of the industry does the exporting." In his organization only 20 percent did any exporting at all, but that he believed that what "is good for one is good for all." He suggested that expense should be based on the tonnage.

Mr. Keith wanted to know from Mr. Babcock if his people would be ready to pay their share of the expense.

Mr. Babcock said that when he "faced the proposition of doubling their dues in the National Lumber Manufacturers' Association he saw a great problem." The larger exporters would have to stand the expense.

Mr. Weller wanted to know "if the larger exporters would give their competitors ammunition to shoot them with." Then the assembly talked a little bit about what it would cost.

FROM VARIOUS ASSOCIATIONS.

E. A. Selfridge, president of the California Redwood Association, said they also have the machinery all ready for their export business but they stood ready and willing to contribute their share according to their output. Mr. Fish, secretary and treasurer of the National Hardwood Lumber Association, said that his association had a membership of 900 but he would not even attempt to estimate the number of them engaged in the export trade; that during his official connection with the association for twelve years they had formed a habit of looking to the National Lumber Exporters' Association on such matters. He was certain his organization would appreciate the fact "that it was not possible to get too much live information" and that he would be glad to put up to his membership any question proposed.

George D. Burgess, speaking for the National Exporters' Association, organized seventeen years ago, said that they had a representative who lived in England and traveled in Europe and as far as the general plan was outlined he thought his association would be in favor of it but, however, "if it is the purpose of the government to give information of names, etc., we will be very much opposed to it." He thought it was not within the province of the government to give information of that kind. Information as to probable demand he would

J. E. RHODES, NEW ORLEANS.

be in favor of. He then complimented Dr. Pratt's bureau on the information gathered in South American countries.

Mr. Weller said that he felt sure that his association would support any feasible plan that might be offered.

John M. Pritchard, secretary of the Gum Lumber Manufacturers' Association, felt that he would not be in a position to say anything binding of his association but from his own viewpoint he was very much interested. Before the European war gum was exported annually to the extent of 70,000,000 or 80,000,000 feet to practically all of the countries engaged in the war, with the exception of Scandinavia, Spain, Egypt and South Africa; the loss of that business has been deplorable. The association needed that export business, due to the fact that the hardwood lands of the south must be logged, and gum timber has to be cut as an incident of that logging or not at all. Hence with the export trade cut off there was a surplus of stocks or else the gum timber was left in the woods. He had not known the various organizations would be asked to participate in the expense. He did not believe it would be advisable to take as many men as suggested, but it is a matter that he would have to put up to the officials of the association.

John W. McClure showed wherein the Southern Hardwood Traffic Association was interested very keenly, but collaterally, and that as his association was made up of members of many other associations it would be impracticable to speak for its members in a financial sense. He urged the adoption of the Webb bill as a way out. He regretted

THORPE BABCOCK, OF SEATTLE.

he was not aware that finances would come up at this meeting, but he would recommend to his organization that it do its share.

He also called attention to the fact that the investigation to be of use to the hardwood people would have to be on different lines to an investigation in the interest of the soft woods.

John H. Winterbotham, of the Cooperage association, would bring the question up to his directors to see what they had to say about it and report.

FINAL SESSION AND CONCLUSIONS.

The party had luncheon at the Union League club and the session was finished in the Tower room of that club. O. T. Swan spoke for the Northern Hemlock & Hardwood Manufacturing Association, saying that his association was in favor of the plan.

It will be impossible in this review to bring out all of the features of the afternoon session.

L. S. Case, speaking for the Weyerhaeuser interests, believed that the lumbermen "should meet the government more than half way." That with $70,000 expense extending over a period of two years if everybody helped it would cost something like 75 cents a million feet. He said specifically: "I want to say that our influence will be directed as far as possible in the various districts in which we operate in a most hearty co-operation and financial support of this proposition to the extent that our influence goes, prorated among the different associations as nearly as can be based on production or export sales."

Continuing Mr. Case said there was no chance for the Northern Pine manufacturers to export very much lumber. He took exception to the attitude taken by the National Exporters' Association, for he believed that the information gathered by the different departments should be given wide publicity. He believed the information should be used for the common good.

Mr. Hornby endorsed the proposition.

Mr. Goodyear felt very vitally interested.

Mr. Gillett, of the Southern Pine Association, heartily agreed with everything that was said.

Mr. Charles S. Keith moved: "THAT WE APPROVE THE SUGGESTION AS OFFERED TO US BY THE THREE DEPARTMENTS OF THE GOVERNMENT AND THAT WE RECOMMEND TO THE PRESIDENT OF THE NATIONAL ASSOCIATION THAT A COMMITTEE BE APPOINTED BY HIM TO TAKE UP WITH THE THREE DEPARTMENTS AND WORK OUT A WORKING PLAN TO WHICH WE WILL PLEDGE HIM OUR MORAL AND FINANCIAL SUPPORT."

The motion was seconded by Mr. Case and carried unanimously.

In summing up the discussion of ways and means, Chairman Parry said that Mr. Downman "is authorized to appoint a committee of such size as he may see fit."

Dr. Pratt thought that the proposition had reached such a stage that those in interest could go right ahead and make their preparations and it was his idea to return to Washington and work out the details of a plan.

Dr. Pratt's most important expression during the conference concerned the qualifications of the men to be chosen and was the one big convincing thing that indicated that the government proposes to do this thing on practical lines.

Dr. Pratt considered that each Trade Commissioner should have three fundamental qualifications, first, a technical knowledge of the industry, both on the production and marketing side; secondly, the man should have a knowledge of the language of the country or countries to which he is sent; in the third place, the commissioner must have the reportorial ability to put down in black and white what they find.

John E. Rhodes, secretary of the Southern Pine Association, said that he had attended a great many conferences in his various capacities during fifteen years, but never a conference where the various associations had been called to meet representatives of three such important government departments. That it represented a different attitude of the government toward the lumber industry and that he was sure he voiced the sentiments of all present when he said that the appreciation of the lumbermen for the opportunity was the universal sentiment of those present. He was quite sure that the conference would mark history. (Loud applause.)

The Hon. Will H. Parry, who had acted as chairman throughout, believed in dismissing the company that the proposition would be worked out to the good of all.

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Personal News Notes

A. Whisnant, for many years on the staff of George M. Cornwall's forceful publication, the "Timberman" of Portland, Ore., who contributed the story of the Bend, Ore., meeting to this issue of the LUMBER WORLD REVIEW, who is known to all the Pacific coast and Inland Empire lumbermen as "Whis," will be known to the LUMBER WORLD REVIEW as the Prose-Poet of Bend. Mr. Whisnant was really on his way to Chicago to visit the editor of this paper, but the wondrous beauty and possibilities of Bend, Ore., and the discovery that the new lumber city was the center of the world of progress cut short that trip. It ended at Bend. Mr. Whisnant purchased the weekly newspaper at Bend known as the "Bend Press." If the Prose-Poet of Bend fails to make the Deschutes river valley known among all men who read English then we shall suffer a keen disappointment, an emotion not aroused in the hearts of Mr. Whisnant's friends to this date when contemplating his acts of life.

Frank C. Dooley, of the F. C. Dooley Lumber Co., Memphis, Tenn., has been making Chicago a central point lately, while calling on his numerous customers in Wisconsin and Michigan as well as in the immediate territory. Mr. Dooley was accompanied on his northern visit by his wife.

President John M. Woods, of Boston, Mass., of the National Hardwood Lumber Association, who was in Chicago on Monday of this week calling on Secretary Frank F. Fish, while on a trip to Kansas City, Mo., has announced the appointment of Earl Palmer, of Paducah, Ky., as national councillor of the association of the Chamber of Commerce of the United States of America, and of Frederick S. Underhill, of Philadelphia; Gardner I. Jones, of Boston, and Secretary F. F. Fish, as delegates to the forthcoming annual meeting of that body to be held at Washington, D. C., in February, 1917.

Mr. C. M. McWilliams, an attorney of promise of Houston, Tex., is visiting friends in Chicago this week and renewed his acquaintance with the editor of the LUMBER WORLD REVIEW. Mr. McWilliams was for many years in the lumber business, was for seven years associated with the Southern Pine Lumber Co. at Texarkana, Ark., and for a time was in the wholesale business with Martin J. Ragley, now general manager of the W. G. Ragley Lumber Co., of Ragley, La. Mr. McWilliams is and always will be at heart a lumberman—and in mind also for that matter. The lumber business in the southwest is bettered by his association with it and we certainly would welcome him to former associations if he should ever conclude to return to the trade.

The thing which interests the lumber business collaterally—and collaterally is directly in this day and time—is the announcement of Frank E. Long, president of the Farmers' Review, of Chicago, that E. B. Moon has been added to the staff of that publication as director of the department of community development and trade betterment, who will continue the work of helping the retail merchants and farmers of Illinois build up better towns and communities. This is a work which the Farmers' Review has been carrying on for several years. Mr. Moon is a successful retail merchant and his counsel and research work will be very helpful We hope he will endeavor to teach the retail lumber trade something; that will test his ability in fine shape.

Mr. Hugh McVey, for the last three years advertising counselor for Successful Farming, of Des Moines, Ia., and who is very well and favorably known to the lumber trade of the United States and especially to the yellow pine manufacturers and the members of the Southern Pine Association, has recently left the position he occupied with Successful Farming and allied himself in a like capacity with Arthur Capper's papers. These publications are: The Missouri Valley Farmer, Farmers' Mail and Breeze, Nebraska Farm Journal, Missouri Ruralist, Oklahoma Farmer, The Topeka Daily Capital, The Household and Capper's Weekly. The lumbermen of the country have used these papers of Mr. Capper's to good effect, it is understood, and they will undoubtedly now feel more thoroughly in touch with the Capper papers than ever before since Mr. MvVey's affiliation.

HYMENEAL

MITCHELL-GLEASON.

Carles Tennant Mitchell, prominent Cadillac lumber manufacturer, son of the late William W. Mitchell, and Miss Mary Gleason, daughter of Mr. and Mrs. P. H. Gleason of Cadillac, were united in marriage at 8:00 o'clock Thursday evening, August 17, at St. Anne's rectory, Rev. F. M. Lefebvre performing the ceremony.

Mr. Mitchell is president at the Mitchell Bros. Co., Cadillac Chemical Co., Mitchell-Diggins Iron Co., and St. John Table Co., vice president of the Cobbs & Mitchell Co., and is also heavily interested in timber lands in the west.

Mrs. Mitchell was graduated from the local high school, later attended the Ferris Institute and the State Normal School at Ypsilanti, from which she was graduated, has been a teached in the public schools for several years and had been chosen principal of the McKinley school for the coming year.

They will be at home after the first of October at 205 East Cass Street, Cadillac, Michigan.

The congratulations and good wishes of a host of friends have been extended to the happy couple.

OBITUARY

JOHN HENRY.

The directors of the E. C. Mills Timber & Trading Co., of Vancouver, B. C., announce the death on Monday, July 17, 1916, of John Henry, who was one of the founders of that company and its president since its incorporation.

L. P. PARKER.

Loomis Putman Parker, president of the Chickasaw Hotel Co., operating the Gayoso, Chisca and Peabody hotels at Memphis, Tenn., died at the Hotel Gayoso, Memphis, on Tuesday, July 11th. Mr. Parker operated the Haliday House at Cairo for several years prior to his removal to Memphis and that house became famous throughout the west and south under his management. His success in building up the Memphis hotels has been no less conspicuous. Appropriate announcement cards were sent out by the directors of the Chickasaw Hotel Co. expressive of their sorrow in Mr. Parker's death.

DEATH BY ACCIDENT OF GEORGE T. LOCK.

New Orleans, La., Aug. 8.—George T. Lock, son of Captain George Lock, of Lake Charles, La., was instantly killed August 6 while going in his automobile from Houston, Tex., to Galveston, when the machine capsized and pinned Mr. Lock beneath it, crushing his skull. At the time of the accident Mr. Lock was going at a high rate of speed and in endeavoring to pass another automobile he drove too near the edge of the shell road and the car overturned.

Mr. Lock was a native of Lake Charles and became identified in his early youth with the Lock-Moore Lumber Co., which had been organized by his father and Colonel Charles H. Moore, of Galveston. In addition to his lumber activities, Mr. Lock was president of the Clooney Construction & Towing Co., operating the largest ship yard in the southwest, and was also president of the First National Bank of Lake Charles, to which position he succeeded when his father retired from business last winter. He was also president of the Lock-Moore Lumber Co., and was interested in many activities for the public good. Only recently he had arranged with the war department at Washington for the widening and deepening of the Kalamazoo-Sabine section of the Intercoastal canal at his own expense, subject to future reimbursement.

Accompanying Mr. Lock at the time of the accident was his brother-in-law, Olin Moss, who was painfully but not seriously injured.

HOME-COMING JUBILEE AT LUFKIN.

Lufkin, Tex., Aug. 10.—The Hoo-Hoo band has issued an invitation to all former residents of Lufkin and Angeline county, lumbermen and all, to lay aside all business and social cares and attend the great home-coming jubilee at Lufkin, September 7, 8 and 9.

The invitation will be widely accepted and the home-coming and reunion of the famous Hoo-Hoo band will be a joyful occasion.

Plans are being made for a concatenation as the concluding feature of the program.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

CONCERNING FEDERAL TAXING OF TIMBER.

Washington, D. C., Aug. 21.—Countrywide interest is focused on the proposed revenue measure as it has been submitted to the senate by Chairman Simmons of the Senate Finance Committee. The changes are many and varied.

In Part II of the bill, section 12, of the corporation division a change has been made in the matter of exemptions that are to be considered in making returns on which to assess the income tax. As the bill was passed by the house the deductions which might be made by corporations, joint stock companies, or associations organized within the United States and engaged in the lumber industry were as follows:

"And in the case of timber a reasonable allowance for stumpage not in excess of the cost of, or capital actually invested in, the timber sold or removed during the year for which the return is made, but with respect to timber purchased prior to March 1, 1913, a reasonable allowance not in excess of the fair cash value of such timber on March 1, 1913." The amended clause reads as follows:

"(c) And in the case of timber a reasonable allowance for stumpage not in excess of the market value of the standing timber actually sawed and sold during the year for which such return and computation are made, under such rules and regulations as may be prescribed by the secretary of the treasury."

The same change has been made with reference to deductions which may be made in the case of corporations, etc., existing under the laws of any foreign country and engaged in the lumber business within the United States.

COMMISSION MAKING NO SPECIAL INQUIRY IN MILLING-IN-TRANSIT SITUATION.

Washington, D. C., Aug. 22.—Lumbermen in various parts of the country are communicating with the Federal Trade Commission relative to a statement made by H. H. Snell, of Birmingham, Ala., at the recent hearing on the general lumber investigation held in Chicago, to the effect that the Federal Trade Commission was gathering some data on the milling-in-transit situation.

Referring to this statement Commissioner Parry told your correspondent that Mr. Snell had evidently been misinformed, or else he had misunderstood some statement made, because the Federal Trade Commission, while interested in all kinds of lumber matters, has been paying no special attention to the milling-in-transit situation, realizing that this is without their jurisdiction.

Mr. Parry said that the commission is interested and watching this general lumber investigation of the Interstate Commerce Commission, and it is possible, he said, that the commission in making its report on the lumber industry may refer indirectly to this transit situation.

FEDERAL FARM LOAN BOARD ORGANIZED.

Washington, D. C., Aug. 21.—The newly organized Federal Farm Loan Board, which will have jurisdiction under the Rural Credits bill passed at this session of congress will hold its first hearing today in Augusta, Maine. It is the purpose of the board to hold hearings in the capitals of the different states so that banks may be established in the twelve districts into which the United States will be divided to carry on this work.

Members of the board just recently took the oath of office here in the office of the Secretary of the Treasury, chairman of the board, and immediately organized for the work of installing the new system of rural credits. Members of the board, in addition to the secretary are: George W. Norris, of Philadelphia; Herbert Quick, of Berkeley Springs, W. Va.; W. S. A. Smith, of Sioux City, Iowa; and Charles E. Lobdell, of Great Bend, Kans. Mr. Norris has been designated Farm Loan Commissioner for a period of one year. In this capacity Mr. Norris will be the active executive officer of the board, a position corresponding to that of the governor of the Federal Reserve Board.

W. W. Flannagan, of Montclair, N. H., has been elected secretary of the board.

It was decided to begin the work of inaugurating the new system at once, and in this connection the board is to make a trip throughout the country and hold hearings in the various states in order to collect reliable first-hand information and data to guide it in dividing the country into the twelve districts provided by the act and locating a federal land bank in each district. This is the same course which was pursued by the Reserve Bank Organization Committee in inaugurating the Federal Reserve System.

These hearings, it is hoped, will enable the board to proceed intelligently in the work of organization. A comprehensive and careful analysis of the farming needs of the country will require some little time, and it will probably be several months before the banks are established and ready for business, but the board is resolved, it is said to expedite the work as much as possible.

Temporary quarters have been afforded the board in the Treasury building and permanent quarters will be arranged there as soon as some other bureaus can be moved out.

The trip of the board has been arranged for now as far as Spokane, Wash., the hearing to be held there on September 4. From Spokane the board will go to Oregon and California and return across the central part of the continent. Thereafter the trip will be extended through the south.

The law under which the board was organized requires it to apportion the districts "with due regard to the farm loan needs of the country." The important problem before the board is the determination of the best means of placing all the advantages of the system at the disposal of the farmers.

Hearings will be public, and farmers and farmers' organizations have been invited to appear before the board and submit all the information which they think will assist the board in solving the problem of determining the boundaries of the districts and locating the federal land banks. Widespread interest is shown in all sections of the country by farmers. Hundreds of letters are being received by Secretary McAdoo in regard to the new law and many offers of co-operation with the board in inaugurating the new system.

COMMISSION PURCHASES MORE FOREST LAND IN WHITE MOUNTAINS.

Washington, D. C., Aug. 19.—At a meeting of the National Forest Reservation Commission held yesterday the purchase of 66,000 acres of land was approved. The land consisted of about 53,000 acres in the White mountains of New Hampshire on the watershed of the Connecticut river and about 13,000 acres in various parts of the Southern Appalachians.

With this purchase the commission has bought approximately 350,000 acres in the White mountains. The land was mostly cut over, with small bodies of merchantable spruce and hardwood in various sections.

INTERSTATE COMMERCE COMMISSION HEARINGS

No lumber or other hearings were held during the month of August by the commission outside of Washington. Following are the lumber hearings on the docket of the commission for the immediate future.

On September 6 at Cairo, Ill., before Examiner McCawley, in case No. 8911 of the Schuh-Mason Lumber Co. vs. the Mobile & Ohio et al.

On September 8, at St. Louis, Mo., before Examiner McCainley in case No. 8937 of the Belzoni Hardwood Lumber Co. vs. the Southern Railway of Mississippi et al.

On September 11, at Macon, Ga., before Examiner Burnside, in case No. 8967 of the G. H. Evans Lumber Co. et al. vs. the Central of George et al.

Also on September 11, at Macon, before Examiner Burnside, case No. 9028 of the Georgia Hardwood Association vs. the Central of Georgia et al.

INTERSTATE COMMERCE COMMISSION COMPLAINTS

A complaint has been filed with the Commission by the Lamb-Fish Lumber Co., of Charleston, Miss., against the Illinois Central and a number of other carriers.

The company states that the freight charges on hardwood lumber shipped from Charleston, Miss., to Mobile, Ala., and Pensacola, Fla., in carloads is "unjust and unreasonable." The rates to and from those points are compared with the rates charged on similar traffic from Memphis stations in Arkansas to various points of destination. They ask that the roads be made to desist from the present unreasonable charges.

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until November 29 certain schedules which were filed with them by the Maine Central Railroad Co. stating new and individual and joint rate charges on lumber to and from New England points. The rates were to have become effective on August 25. The commissioners have delayed the date of the new rates because they wish to "enter upon a hearing, concerning the propriety of the increases and the lawfulness of the rates, charges, regulations and practices stated in the said schedules contained in said tariffs."

INTERSTATE COMMERCE COMMISSION OPINIONS

The commissioners, have, since our last issue handed down a decision in the case of the Butler County Railroad divisions, which is a supplemental proceeding in the Tap Line case. In their syllabus in this case the commissioners say:

"Petition for permission to make interline settlements on the basis of the milling-in-transit arrangements in effect prior to May 1, 1912, denied, and the complaint dismissed, the other questions presented by it having been disposed of in the cases cited in the report."

In concluding the brief, Commissioner Harlan, who wrote it says:

"The only matter set up in the joint petition that remains to be considered, therefore, is the prayer of the petitioners to be permitted to make interline settlements on the basis of the milling-in-transit arrangements in effect between them prior to May 1, 1912, on lumber and forest products moving after that date and while certain of these questions were under consideration. Such an adjustment would manifestly put the Butler County Railroad in a preferred position over other tap lines that were parties to the tap line case, and on that ground alone the petition must be denied. But, as we understand the situation, such a settlement would also place the Brooklyn Cooperage Co. in a preferred position over other tap-line shippers throughout the yellow-pine territory in the southwest.

"The petition must be dismissed, and it will be so ordered."

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Lumber of UNIFORM QUALITY
at a price that gets
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Clear cuttings count. They make the difference between lumber price and lumber cost. Southern hardwoods cut in our mills at Deering, Mo., and Huttig, Ark., give the largest percentage of clear cuttings. Send us your inquiries.

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President John M. Woods, of Boston, Mass., of the National Hardwood Lumber Association, who was in Chicago on Monday of this week calling on Secretary Frank F. Fish, while on a trip to Kansas City, Mo., has announced the appointment of Earl Palmer, of Paducah, Ky., as national councillor of the association of the Chamber of Commerce of the United States of America, and of Frederick S. Underhill, of Philadelphia; Gardner I. Jones, of Boston, and Secretary F. F. Fish, as delegates to the forthcoming annual meeting of that body to be held at Washington, D. C., in February, 1917.

Mr. C. M. McWilliams, an attorney of promise of Houston, Tex., is visiting friends in Chicago this week and renewed his acquaintance with the editor of the LUMBER WORLD REVIEW. Mr. McWilliams was for many years in the lumber business, was for seven years associated with the Southern Pine Lumber Co. at Texarkana, Ark., and for a time was in the wholesale business with Martin J. Ragley, now general manager of the W. G. Ragley Lumber Co., of Ragley, La. Mr. McWilliams is and always will be at heart a lumberman—and in mind also for that matter. The lumber business in the southwest is bettered by his association with it and we certainly would welcome him to former associations if he should ever conclude to return to the trade.

The thing which interests the lumber business collaterally—and collaterally is directly in this day and time—is the announcement of Frank E. Long, president of the Farmers' Review, of Chicago, that E. B. Moon has been added to the staff of that publication as director of the department of community development and trade betterment, who will continue the work of helping the retail merchants and farmers of Illinois build up better towns and communities. This is a work which the Farmers' Review has been carrying on for several years. Mr. Moon is a successful retail merchant and his counsel and research work will be very helpful We hope he will endeavor to teach the retail lumber trade something; that will test his ability in fine shape.

Mr. Hugh McVey, for the last three years advertising counselor for Successful Farming, of Des Moines, Ia., and who is very well and favorably known to the lumber trade of the United States and especially to the yellow pine manufacturers and the members of the Southern Pine Association, has recently left the position he occupied with Successful Farming and allied himself in a like capacity with Arthur Capper's papers. These publications are: The Missouri Valley Farmer, Farmers' Mail and Breeze, Nebraska Farm Journal, Missouri Ruralist, Oklahoma Farmer, The Topeka Daily Capital, The Household and Capper's Weekly. The lumbermen of the country have used these papers of Mr. Capper's to good effect, it is understood, and they will undoubtedly now feel more thoroughly in touch with the Capper papers than ever before since Mr. McVey's affiliation.

HYMENEAL

MITCHELL-GLEASON.

Carles Tennant Mitchell, prominent Cadillac lumber manufacturer, son of the late William W. Mitchell, and Miss Mary Gleason, daughter of Mr. and Mrs. P. H. Gleason of Cadillac, were united in marriage at 8:00 o'clock Thursday evening, August 17, at St. Anne's rectory, Rev. F. M. Lefebvre performing the ceremony.

Mr. Mitchell is president at the Mitchell Bros. Co., Cadillac Chemical Co., Mitchell-Diggins Iron Co., and St. John Table Co., vice president of the Cobbs & Mitchell Co., and is also heavily interested in timber lands in the west.

Mrs. Mitchell was graduated from the local high school, later attended the Ferris Institute and the State Normal School at Ypsilanti, from which she was graduated, has been a teached in the public schools for several years and had been chosen principal of the McKinley school for the coming year.

They will be at home after the first of October at 205 East Cass Street, Cadillac, Michigan.

The congratulations and good wishes of a host of friends have been extended to the happy couple.

OBITUARY

JOHN HENRY.

The directors of the E. C. Mills Timber & Trading Co., of Vancouver, B. C., announce the death on Monday, July 17, 1916, of John Henry, who was one of the founders of that company and its president since its incorporation.

L. P. PARKER.

Loomis Putman Parker, president of the Chickasaw Hotel Co., operating the Gayoso, Chisca and Peabody hotels at Memphis, Tenn., died at the Hotel Gayoso, Memphis, on Tuesday, July 11th. Mr. Parker operated the Halliday House at Cairo for several years prior to his removal to Memphis and that house became famous throughout the west and south under his management. His success in building up the Memphis hotels has been no less conspicuous. Appropriate announcement cards were sent out by the directors of the Chickasaw Hotel Co. expressive of their sorrow in Mr. Parker's death.

DEATH BY ACCIDENT OF GEORGE T. LOCK.

New Orleans, La., Aug. 8.—George T. Lock, son of Captain George Lock, of Lake Charles, La., was instantly killed August 6 while going in his automobile from Houston, Tex., to Galveston, when the machine capsized and pinned Mr. Lock beneath it, crushing his skull. At the time of the accident Mr. Lock was going at a high rate of speed and in endeavoring to pass another automobile he drove too near the edge of the shell road and the car overturned.

Mr. Lock was a native of Lake Charles and became identified in his early youth with the Lock-Moore Lumber Co., which had been organized by his father and Colonel Charles H. Moore, of Galveston. In addition to his lumber activities, Mr. Lock was president of the Clooney Construction & Towing Co., operating the largest ship yard in the southwest, and was also president of the First National Bank of Lake Charles, to which position he succeeded when his father retired from business last winter. He was also president of the Lock-Moore Lumber Co., and was interested in many activities for the public good. Only recently he had arranged with the war department at Washington for the widening and deepening of the Kalamazoo-Sabine section of the Intercoastal canal at his own expense, subject to future reimbursement.

Accompanying Mr. Lock at the time of the accident was his brother-in-law, Olin Moss, who was painfully but not seriously injured.

HOME-COMING JUBILEE AT LUFKIN.

Lufkin, Tex., Aug. 10.—The Hoo-Hoo band has issued an invitation to all former residents of Lufkin and Angeline county, lumbermen and all, to lay aside all business and social cares and attend the great home-coming jubilee at Lufkin, September 7, 8 and 9.

The invitation will be widely accepted and the home-coming and reunion of the famous Hoo-Hoo band will be a joyful occasion.

Plans are being made for a concatenation as the concluding feature of the program.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

CONCERNING FEDERAL TAXING OF TIMBER.

Washington, D. C., Aug. 21.—Countrywide interest is focused on the proposed revenue measure as it has been submitted to the senate by Chairman Simmons of the Senate Finance Committee. The changes are many and varied.

In Part II of the bill, section 12, of the corporation division a change has been made in the matter of exemptions that are to be considered in making returns on which to assess the income tax. As the bill was passed by the house the deductions which might be made by corporations, joint stock companies, or associations organized within the United States and engaged in the lumber industry were as follows:

"And in the case of timber a reasonable allowance for stumpage not in excess of the cost of, or capital actually invested in, the timber sold or removed during the year for which the return is made, but with respect to timber purchased prior to March 1, 1913, a reasonable allowance not in excess of the fair cash value of such timber on March 1, 1913." The amended clause reads as follows:

"(c) And in the case of timber a reasonable allowance for stumpage not in excess of the market value of the standing timber actually sawed and sold during the year for which such return and computation are made, under such rules and regulations as may be prescribed by the secretary of the treasury."

The same change has been made with reference to deductions which may be made in the case of corporations, etc., existing under the laws of any foreign country and engaged in the lumber business within the United States.

COMMISSION MAKING NO SPECIAL INQUIRY IN MILLING-IN-TRANSIT SITUATION.

Washington, D. C., Aug. 22.—Lumbermen in various parts of the country are communicating with the Federal Trade Commission relative to a statement made by H. H. Snell, of Birmingham, Ala., at the recent hearing on the general lumber investigation held in Chicago, to the effect that the Federal Trade Commission was gathering some data on the milling-in-transit situation.

Referring to this statement Commissioner Parry told your correspondent that Mr. Snell had evidently been misinformed, or else he had misunderstood some statement made, because the Federal Trade Commission, while interested in all kinds of lumber matters, has been paying no special attention to the milling-in-transit situation, realizing that this is without their jurisdiction.

Mr. Parry said that the commission is interested and watching this general lumber investigation of the Interstate Commerce Commission, and it is possible, he said, that the commission in making its report on the lumber industry may refer indirectly to this transit situation.

FEDERAL FARM LOAN BOARD ORGANIZED.

Washington, D. C., Aug. 21.—The newly organized Federal Farm Loan Board, which will have jurisdiction under the Rural Credits bill passed at this session of congress will hold its first hearing today in Augusta, Maine. It is the purpose of the board to hold hearings in the capitals of the different states so that banks may be established in the twelve districts into which the United States will be divided to carry on this work.

Members of the board just recently took the oath of office here in the office of the Secretary of the Treasury, chairman of the board, and immediately organized for the work of installing the new system of rural credits. Members of the board, in addition to the secretary are: George W. Norris, of Philadelphia; Herbert Quick, of Berkeley Springs, W. Va.; W. S. A. Smith, of Sioux City, Iowa; and Charles E. Lobdell, of Great Bend, Kans. Mr. Norris has been designated Farm Loan Commissioner for a period of one year. In this capacity Mr. Norris will be the active executive officer of the board, a position corresponding to that of the governor of the Federal Reserve Board.

W. W. Flannagan, of Montclair, N. H., has been elected secretary of the board.

It was decided to begin the work of inaugurating the new system at once, and in this connection the board is to make a trip throughout the country and hold hearings in the various states in order to collect reliable first-hand information and data to guide it in dividing the country into the twelve districts provided by the act and locating a federal land bank in each district. This is the same course which was pursued by the Reserve Bank Organization Committee in inaugurating the Federal Reserve System.

These hearings, it is hoped, will enable the board to proceed intelligently in the work of organization. A comprehensive and careful analysis of the farming needs of the country will require some little time, and it will probably be several months before the banks are established and ready for business, but the board is resolved, it is said to expedite the work as much as possible.

Temporary quarters have been afforded the board in the Treasury building and permanent quarters will be arranged there as soon as some other bureaus can be moved out.

The trip of the board has been arranged for now as far as Spokane, Wash., the hearing to be held there on September 4. From Spokane the board will go to Oregon and California and return across the central part of the continent. Thereafter the trip will be extended through the south.

The law under which the board was organized requires it to apportion the districts "with due regard to the farm loan needs of the country." The important problem before the board is the determination of the best means of placing all the advantages of the system at the disposal of the farmers.

Hearings will be public, and farmers and farmers' organizations have been invited to appear before the board and submit all the information which they think will assist the board in solving the problem of determining the boundaries of the districts and locating the federal land banks. Widespread interest is shown in all sections of the country by farmers. Hundreds of letters are being received by Secretary McAdoo in regard to the new law and many offers of co-operation with the board in inaugurating the new system.

COMMISSION PURCHASES MORE FOREST LAND IN WHITE MOUNTAINS.

Washington, D. C., Aug. 19.—At a meeting of the National Forest Reservation Commission held yesterday the purchase of 66,000 acres of land was approved. The land consisted of about 53,000 acres in the White mountains of New Hampshire on the watershed of the Connecticut river and about 13,000 acres in various parts of the Southern Appalachians.

With this purchase the commission has bought approximately 350,000 acres in the White mountains. The land was mostly cut over, with small bodies of merchantable spruce and hardwood in various sections.

INTERSTATE COMMERCE COMMISSION HEARINGS

No lumber or other hearings were held during the month of August by the commission outside of Washington. Following are the lumber hearings on the docket of the commission for the immediate future.

On September 6 at Cairo, Ill., before Examiner McCawley, in case No. 8911 of the Schuh-Mason Lumber Co. vs. the Mobile & Ohio et al.

On September 8, at St. Louis, Mo., before Examiner McCainley in case No. 8937 of the Belzoni Hardwood Lumber Co. vs. the Southern Railway of Mississippi et al.

On September 11, at Macon, Ga., before Examiner Burnside, in case No. 8967 of the G. H. Evans Lumber Co. et al. vs. the Central of George et al.

Also on September 11, at Macon, before Examiner Burnside, case No. 9028 of the Georgia Hardwood Association vs. the Central of Georgia et al.

INTERSTATE COMMERCE COMMISSION COMPLAINTS

A complaint has been filed with the Commission by the Lamb-Fish Lumber Co., of Charleston, Miss., against the Illinois Central and a number of other carriers.

The company states that the freight charges on hardwood lumber shipped from Charleston, Miss., to Mobile, Ala., and Pensacola, Fla., in carloads is "unjust and unreasonable." The rates to and from those points are compared with the rates charged on similar traffic from Memphis stations in Arkansas to various points of destination. They ask that the roads be made to desist from the present unreasonable charges.

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until November 29 certain schedules which were filed with them by the Maine Central Railroad Co. stating new and individual and joint rate charges on lumber to and from New England points. The rates were to have become effective on August 25. The commissioners have delayed the date of the new rates because they wish to "enter upon a hearing, concerning the propriety of the increases and the lawfulness of the rates, charges, regulations and practices stated in the said schedules contained in said tariffs."

INTERSTATE COMMERCE COMMISSION OPINIONS

The commissioners, have, since our last issue handed down a decision in the case of the Butler County Railroad divisions, which is a supplemental proceeding in the Tap Line case. In their syllabus in this case the commissioners say:

"Petition for permission to make interline settlements on the basis of the milling-in-transit arrangements in effect prior to May 1, 1912, denied, and the complaint dismissed, the other questions presented by it having been disposed of in the cases cited in the report."

In concluding the brief, Commissioner Harlan, who wrote it says:

"The only matter set up in the joint petition that remains to be considered, therefore, is the prayer of the petitioners to be permitted to make interline settlements on the basis of the milling-in-transit arrangements in effect between them prior to May 1, 1912, on lumber and forest products moving after that date and while certain of these questions were under consideration. Such an adjustment would manifestly put the Butler County Railroad in a preferred position over other tap lines that were parties to the tap line case, and on that ground alone the petition must be denied. But, as we understand the situation, such a settlement would also place the Brooklyn Cooperage Co. in a preferred position over other tap-line shippers throughout the yellow-pine territory in the southwest.

"The petition must be dismissed, and it will be so ordered."

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Business Changes, Incorporations and Fires

New Concerns

Nashville Tenn.—The Sutherland Manufacturing Co., to engage in the manufacture and sale of lumber and mill work; $20,000 capital. J. N. Hicks, H. M. Green, W. V. Davidson, Charles Sutherland and B. G. Hicks.

Dover, Del.—Commonwealth Lumber Co.; $5,000,000 capital. Joseph F. Curlin, L. H. Gunther, Samuel B. Howell, S. Anderson, all of New York.

Hoboken, N. J.—Lawrenceville Lumber Co.; $30,000 capital. John Ratherham, Lamont Glumaer and others.

Kewanee, Ill.—Kewanee Lumber & Supply Co.; $15,000 capital. Mark A. Saunders, Joe R. Saunders, M. H. Saunders.

Elkins, W. Va.—The Hardman-Decker Lumber Co.; $25,000 capital. Troy E. Hardman, A. G. Hardman, B. M. Poocer and others.

Louisville, Ky.—Southern Sales Co.; $10,000 capital. Emil Anderson, Reinhold Anderson and Charles Anderson.

Oldtown, Me.—Oldtown Veneer Co.; $75,000 capital. William H. Powell, Ira D. Eastman, John Conners and others.

Atlanta, Ga.—W. B. Disbro Lumber Co.; $25,000 capital. W. B. Disbro and Fred C. Disbro.

Gary, Ind.—The Lake County Lumber & Supply Co.; $60,000 capital. John C. Richter, Harry W. Richter and M. L. Kline.

West Allis, Wis.—Baldwin Lumber Co.; $25,000 capital. L. M. Baldwin, E. Baldwin, H. Baldwin.

Newark, N. J.—Western Pacific Lumber Co.; $300,000 capital. John Stevenson, Portland, Ore.; Martin W. Hillmyer of Newark and Harry A. Silvey of Brooklyn.

New York, N. Y.—Flora America Plywood Co., acquire timber lands and to manufacture wood and pulp articles; $2,000,000 capital. Abraham Schiff, Arnold C. Hanson, Kerr Easton, all of New York.

Preston County, W. Va.—Cheat River Lumber Co.; $250,000 capital. W. M. Chambers, of Fairmont, W. Va., E. Hamstrom and Thos. Kearns, of Pittsburgh, Pa., and others.

Menasha, Wis.—The Jaeger-Dawen Co., lumber, fuel and building materials; $50,000 capital. Peter R. Jaeger, Mathias Dawen and others.

Demopolis, Ala.—Commercial Hardwood Co.; $50,000 capital. Clarence Kirven, president; H. L. Wood, vice-president.

Montgomery, Ala.—Williams & Massey Lumber Co.; $10,000 capital. J. C. Williams, J. E. Massey and J. M. Massey.

Manatee, Fla.—Rushton Lumber Co.; $25,000 capital. M. G. Rushton, president-treasurer; Milton F. Rushton, vice-president; F. B. Rushton, secretary.

Alexandria, La.—Alexandria Lumber & Supply Co.; $20,000 capital. Robert Stack, president; E. W. Brown, vice-president; J. C. Fingerle, secretary-treasurer.

Huntsville, Ala.—Huntsville Hardwood Manufacturing Co.; $2,000 capital. W. M. Wellman, Lee O. Irwin and W. H. Hollingsworth.

Mobile, Ala.—Acme Manufacturing Co.; $5,000 capital. R. H. Condie, president and treasurer.

Luxora, Ark.—Keiser Cooperage Co.; $15,000 capital. Charles Wunderlich, president; George J. Wunderlich, vice-president; Alvin Wunderlich, secretary and treasurer.

San Francisco, Cal.—M. A. Burns Lumber Co.; $300,000 capital.

Miami, Fla.—Miami Lumber Co.; $20,000 capital.

Camak, Ga.—Shortleaf Pine Co.; $12,000 capital. W. S. Wilson, president; D. O. McBrayer, W. B. Whiteside and others.

Chicago, Ill.—Croft Lumber Co.; $100,000 capital. Charles T. Lang, A. A. Parsons, John L. Wells.

Indianapolis, Ind.—N. L. Horall Lumber Co.; $5,000 capital. T. M. Brown, N. L. Horall, P. P. Wetmore.

Portland, Mich.—Builders' Lumber & Supply Co.; $12,000 capital.

Beaufort, N. C.—Sterling Lumber Co.; $100,000 capital.

Spokane, Wash.—Inland Empire Lumber Co.; $300,000 capital.

Tacoma, Wash.—Clover Creek Lumber Co.; $25,000 capital.

New York, N. Y.—Schnitter-Grenn Lumber Co.; $8,000 capital. B. Grossfield, M. Grossfield, J. Sanacony.

New Mills

Falls Crook, B. C.—The Alberta Lumber Co. will erect a mill here to replace plant destroyed by fire some time ago.

Oconto, Wis.—The W. E. Williams Co., of Traverse City, Mich., will erect a plant here for the manufacture of hardwood flooring; the yearly output will be about 9,000,000 feet.

Hamlet, N. C.—Makepiece Sash & Door Co. will build a plant.

Beaumont, Tex.—McBride-Law will build a plant to manufacture windows, doors and frames, etc.

Belzoni, Miss.—Russe & Burgess, of Memphis, Tenn., will build band sawmill at this place or Tehula.

Goldsboro, N. C.—Virginia Lumber & Box Co. will build band and re-band mill building to have daily capacity of 75,000 feet.

Shortleaf, Ala.—The Commercial Hardwood Co. will build sawmill.

Glenwood, Fla.—Hond Lumber Co. will rebuild sawmill and dry kiln lately noted burned, which will have a daily capacity of 40,000 feet.

Alexandria, La.—Alexandria Lumber & Supply Co. will build planing mill and lumber sheds.

Hattiesburg, Miss.—Anderson-Tully Co., of Vicksburg, Miss., will build sawmill.

Natchez, Miss.—R. F. Learned & Son will build a sawmill.

Business Changes

Paducah, Ky.—The Sherrill-King Mill & Lumber Co. has been taken over by C. H. King and son, Fain King, who will continue the business under the name of the King Mill & Lumber Co. C. H. and A. S. Sherrill will retire.

Nashville, Tenn.—The Farris Hardwood Lumber Co. will increase its capital from $75,000 to $110,000.

Marshfield, Wis.—The Booth-Campbell Retail Lumber Co. has purchased the retail lumber yards of H. F. Roehrig of Arpin and D. A. McCoy of Pittsville.

Orient, Ia.—A. C. Eatinger sold his interest in the lumber and hardware stock to the Eatinger Lumber Co.

Salem, Nebr.—Joseph Windle, Jr., has purchased the business of the Salem Lumber Co.

Little Rock, Ark.—The Arkmo Lumber Co. has increased its capital to $100,000.

Fayette, Ia. A. F. Dellit has sold out to the Eagle Lumber & Coal Co.

Belpre, Kans.—J. G. English has sold out to the Kansas Lumber Co.

Paducah, Ky.—J. K. Ferguson has retired from the Ferguson & Palmer Co.

Primrose, Neb.—V. H. Smatlan has sold out to the T. B. Hord Co.

North Tonawanda, N. Y.—The Pope Saw Mill & Lumber Co. is closing out.

Velva, N. D.—The Rogers Lumber Co. has sold out to Anderson & De Lay.

Bird City, Kans.—The Citizens' Lumber Co. has been succeeded by the Bird City Equity Mercantile Exchange.

Murray, Ky.—The Hughes & Irvan Lumber Co. has been succeeded by Hood & Fain.

Forest Hill, La.—J. L. Peninnger of the E. S. Duck Lumber Co. has sold out his interests.

New Orleans, La.—Charles R. Currie, secretary, and P. F. Dunn, assistant treasurer of the Ruddock-Orleans Cypress Co., have bought the company's timber holdings and leased the mill plant and equipment in New Orleans. The business will be conducted as heretofore.

Little Falls, N. J.—The William D. Wilson Co. has been succeeded by the Van Ness Lumber Co.

Cincinnati, O.—The hardwood lumber firms of Bennett & Witte and O. P. Hurd & Co., of Cairo, Ill., have been merged. The firm will be conducted as Bennett & Witte, with headquarters in this city.

Bluefield, W. Va.—The McClellan-West Lumber Co. has removed its offices to the Land Title building, Philadelphia, Pa.

Muscoda, Wis.—W. S. Heddles has succeeded the Heddles Lumber Co.

Stevens Point, Wis.—The Clifford Lumber Co. has sold its sawmill, planing mill and extensive yards along the Wisconsin river and stock of lumber to the Vetter Manufacturing Co.

Thatcher, Ariz.—The Mt. Graham Lumber Co. has leased its plant to the F. C. Fisher Lumber Co.

Kankakee, Ill.—The Unifile Manufacturing Co. has sold out to the Pugh Stores Co.

New Castle, Ind.—J. D. Case has sold out to Chas. J. Elliott.

Outlook, Mont.—The Kulaas Lumber Co. has sold out to the Johnson Amund Lumber Co.

Syracuse, N. Y.—Chas. E. Zimmerman has sold out to Edw. L. Seiter.

Waiteville, W. Va.—The Virginia Hardwood Lumber Co. succeeds the Craig County Lumber Corporation.

Chino, Cal.—Wm. Sullivan has been succeeded by the Chino Lumber Co.

Turon, Kans.—J. K. Fortna & Son have sold out to A. B. Everly.

Port Hope, Mich.—Herman Bros. Lumber Co. has sold out to the Port Hope Lumber Co.

St. Paul, Minn.—Koehler & Hinrichs now known as the Koehler & Hinrichs Mercantile Co.

Crosby, N. D.—The Kulaas Lumber Co. has sold out to the Wells Lumber Co.

Warrenton, Va.—The Warrenton Planing Mill Co. has increased its capital to $20,000.

Hayward, Wis.—The Willow River Lumber Co. has increased its capital to $500,000.

Los Angeles, Cal.—The Hingman Lumber Co. has sold out to the Woodhead Lumber Co.

Roseville, Cal.—Slocum & Osborn have sold out to the Diamond Match Co., of Chico.

Roseville, Cal.—J. H. Smart has sold out to the Adams-Johnson Lumber Co., of Oakland.

Farmland, Ill.—John L. Mills has sold out to the Randolph County Lumber Co.

Marlboro, N. J.—M. N. Smith & Son have moved their general office to Elizabeth.

Newark, N. J.—Aubertin-Schneider Co. has changed its name to Schneider-Smith Co.

Beaverton, Ore.—Beedle & Waite have sold out to the Jones Lumber Co.

Fires

Napavine, Wash.—Dry kiln and contents of the Napavine Lumber & Manufacturing Co. burned, loss $3,500, covered by insurance.

Goldendale, Wash.—The E. C. Trost planing mill buildings, machinery and a quantity of finished stock burned; loss $7,000 with insurance of $3,000.

Skidmore, Tex.—Lumber yard and other property belonging to H. R. Michalke burned; loss estimated at $30,000.

Trumbull, Neb.—Yards of the Samuelson Lumber Co. burned; loss $20,000.

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News Miscellany of the Lumber World

Gulf Coast News

NEW ORLEANS, LA.

New Orleans, La., Aug. 22.—A. G. T. Moore, assistant secretary of the Southern Pine Association, will go to Birmingham, Ala., tonight to assist in a fight being made by citizens of that city to have rescinded an ordinance which forbids the use of shingle roofs on buildings within the municipal limits.

According to a cable message received here, W. J. Drewry, European representative of the Southern Pine Association, sailed from Bordeaux, France, on last Saturday. Mr. Drewry is expected to reach New Orleans week after next. After his arrival here a meeting of the export committee of the association will be held.

Announcement from Washington that the new navy bill passed last week by congress included an appropriation for extensive improvements at the New Orleans navy yard, so that the yard will be equipped for the construction of warships, aroused considerable interest in lumber circles here. A large amount of lumber will be used in the new work, which will be carried on simultaneously also at a number of other yards in various parts of the country, the total expenditure on yards to be $6,000,000.

News received here is to the effect that the United States government has recently placed with Texas mills orders for 10 to 15 million feet of yellow pine for barracks, mess hall and, it is rumored, "winter quarters," for the troops now stationed on the Texas-Mexico line.

Inquiries are now being made, or will be shortly, for 15 million to 20 million more feet. All this lumber is being bought west of the river, and mills of this section are not sharing in Uncle Sam's "war" bounty.

Announcement is made by local representatives of the Lamb-Fish Lumber Co. that, beginning at once, the big Lamb-Fish mill at Charleston, Miss., will run night and day shifts, operating twenty-four hours a day. This is the first time in the history of the mill, which is the largest hardwood plant in the world, that it has been made necessary to operate night runs. Large contracts recently entered into are said to have necessitated operation at full capacity. To take care of business now in sight it is said it will be necessary to run day and night steadily for two years.

Great interest has been aroused among Louisiana lumber producers and dealers by the announcement from Washington that the item in the agricultural appropriation bill has been retained by senate and house conferees authorizing an appropriation to investigate the cause of waste in the lumber industry.

Railroad car shortage is causing some inconvenience, but no serious trouble.

The New Orleans Association of Commerce announces that a hearty response has met its recent suggestion that important railroad, lumber, land and other interests of the Mississippi Valley hold a conference here for the purpose of discussing trade conditions and means for deveolping business in all its branches. Until all interests have been heard from, the date of the conference will not be fixed.

Inland Empire News

SPOKANE, WASH.

Spokane, Wash., Aug. 19.—The Milwaukee Lumber Co. of Spokane has commenced work on its nine mile flume. It is estimated this flume will make a market for 300,000,000 feet of saw timber besides poles, posts and piling and wood. According to the contract made by the company with the settlers the flume is to be completed by May, 1917, and is to be used by all the settlers. All timber is to be conveyed by means of the flume at a uniform toll charge.

The cables of the Kaniksu Boom & Navigation Co. at Priest River, Idaho, east of Spokane, parted last week, releasing over a million feet of logs and poles, the force of which almost completely demolished the sorting works.

G. A. Branson, logging contractor, has completed his contract with the St. Maries Lumber Co. at St. Maries, Idaho, the contract calling for 11,000,000 feet of sawlogs and cedar poles, which were cut from a tract near Santa.

An important factor which is helping all lines of business in Spokane and the tributary territory is the record production from the mines of this section.

In the territory within the 250-mile radius of Spokane, which is the acknowledged financial, mining and transportation center of this vast area, the 1916 metal production will be worth not less than $75,000,000, gross, and this sum will be gradually increased in the coming years, as all of the operating properties have an immense reserve tonnage, while scores of properties now being developed will be rated among the producers in the next few months.

* * *

BOISE, IDAHO

Boise, Idaho, Aug. 19.—In a recent trip to northern Idaho Governor Moses Alexander of this state was most impressed by the extent and efficiency of the lumber industry, particularly as carried on by the Potlatch Lumber Co. at the town of Potlatch, south of Spokane. In an interview Governor Alexander said:

"The word 'Potlatch' in my opinion signifies the investment in this state of $50,000,000 and it is growing more valuable from day to day. The price of lumber everywhere is high and the demand good, and the lumber company is dividing the good things with its employees, as their wages are good and their environment pleasant and comfortable."

The forestry department is offering for sale about 20,000,000 feet of saw timber in the Meadow Creek region near Bonners Ferry, Idaho, embracing about 950 acres, and consisting of white and yellow pine, larch and cedar.

Bonners Ferry has fully recovered from the setback it received from the floods last spring, and activity in the lumbering industry in that section is the greatest in years, according to James C. Bush, assessor of Boundary county, who was in Boise this week to appear before the state board of equalization in the fight of the timber and railroad interests to have their valuations in Boundary county cut $350,000. There are a number of big outfits now operating lumber camps in Boundary county. A 12-mile railroad has been built up Meadow creek to take care of the shipping of logs, as the Beardsmore people do their sawing at Priest River, and the White interests ship their logs to Laclede.

The activity in the lumber industry has given impetus to other lines of business, and several new business buildings are under construction or have recently been completed.

Middle States News

BUFFALO, N. Y.

Buffalo, N. Y., Aug. 23.—Building permits for July showed a total of $1,135,000 for this city, as compared with $1,494,000 in the same month of last year. The figures have been running very close to 1915 for the first seven months of this year.

While the lumber jobbers as a rule report business somewhat better, they are handling their stock with more care than they used to. This is shown in the further falling off in the lake trade. Lake freights are high and shippers who have been in that trade a long time are saying that all-rail transportation in the long run is fully as cheap

This is 1916 Not 1816

Only of comparatively late years have we of the lumber and timber industry begun to adopt modern methods. In all too many cases we have not yet begun.

The latest types of management, machinery, manufacturing methods, reclamation of by-products, merchandising and advertising still have been adopted all too grudgingly.

So in the buying, selling and estimating of timberlands the 36 years' experience of James D. Lacey & Company represent by far the most successful effort to improve on the methods of a century ago, a LACEY REPORT remains the one real guarantee of virtually accurate knowledge of stumpage values, and the International Files of James D. Lacey & Company constitute by far the greatest existing body of facts concerning timberland (both in and out of the market).

All our facilities are at your service in any timberland transaction. It often transpires that we know more about a tract of timber than the owner of it.

We should be pleased to send you our Booklet, "Pointers."

James D. Lacey & Co.
INTERNATIONAL TIMBERLAND FACTORS
EST. IN 1880

CHICAGO 1750 McCormick Bldg.
SEATTLE 1009 White Bldg.
PORTLAND (ORE.) 1310 Northwestern Bank Bldg.
NEW ORLEANS 1213 Whitney-Central Bldg.

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40 MILLS WANT YOUR ORDERS FOR RITE-GRADE

Order of Your Wholesaler or any of the mills that make them, and for Information, Dealer Helps, Signs, Booklets, etc., etc.,

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SHINGLE BRANCH

West Coast Lumbermen's Association

Seattle (White Bld

as it is by water. This means, among other things, more direct shipment to customers without breaking bulk, or by using the transit privilege and less stock carried in Buffalo yards. The lake trade means first shipment to the lake by rail and often shipment from the lake to the Buffalo yard before it goes into pile, and since the big profits in yard handling have disappeared the direct shipment plan is going to prevail more than ever before. Yards are needed for quick shipment in emergencies and they will be continued, but the style of handling is adapting itself more and more to the all-rail method, which cuts out the lakes.

Yellow pine has become the dominant wood in the entire east. It was at one time thought that gum would do this, but it is observed now that when yellow pine goes up or down all other woods are affected. High and fairly prohibitive ocean freights have prevented the expected wholesale exporting of yellow pine lumber and kept the prices much lower than they otherwise would have been.

G. Elias & Bro. of Buffalo, were the lowest bidders for furnishing timber and plank for use on the state canals, western division. Their bid was $20,685.50. The same firm also bid on other division work, but competitors were lower.

Edward E. Case, a prominent lumberman at Watertown for many years, died there on August 12, aged 68 years. He succeeded his father in the lumber business and for a time had a partner, the late John Folsom, but for 28 years was sole proprietor, founding the Case Lumber & Roofing Co.

Ohio Valley News

LOUISVILLE, KY.

Louisville, Ky., Aug. 23.—The Louisville Veneer Mill has made arrangements to improve its plant by the addition of new lumber kilns and mechanical veneer drying equipment. The office is also being enlarged. The concern some time ago added a line of glue-room machinery, which replaced the old equipment. It has purchased some adjoining property on which to locate the new buildings required by the additions.

The C. C. Mengel & Bro. Co. has received word that its new four-mast sailing vessel, the "C. C. Mengel, jr.," has been launched from the shipyard at Bath, Me., where it has been under construction, and that a companion sailor, the "Sam C. Mengel," would be completed shortly. These boats, which are equipped with auxiliary steam power, will be used to transport mahogany logs from Africa.

Retail lumber-yards in Louisville have been having a good season, though hardly a big one. Nevertheless, the volume of business is ahead of what it was last year, and while not many large structures have been erected here, there has been much small residence work, which has given the retailers opportunity for a consistent demand.

The Forest Lumber Co., Lexington, Ky., is preparing to equip a sawmill which will be electrically operated. The company will put in a six-foot bandmill, and will also add a dimension mill for the manufacture of walnut gunstocks and wood novelties of various kinds. The plan is also to operate a rehandling yard in connection with the sawmill.

* * *

EVANSVILLE, IND.

Evansville, Ind., Aug. 18.—The West Side Lumber Co. of this city, with a capital stock of $50,000, filed articles of incorporation with the secretary of state at Indianapolis a few days ago, the incorporators being Charles A. Wolflin, Elmer D. Luhring and Paul W. Luhring. The company will establish a lumber supply yard at the corner of Virginia street and St. Joseph avenue, in this city, work to start at once and the company expects to be ready for business early in September. Mr. Wolflin and the Messrs. Luhring are among the best known lumber men in this section.

The W. M. Simpson Lumber Co. has purchased the lumber business and yard of T. B. Wright, jr., at Mt. Carmel, Ill., and has taken charge of the same. The new company has selected Mr. Miller, of Evansville, as the manager of the Mt. Carmel branch business and it will be largely extended.

Mr. and Mrs. William R. Thurman, of Mobile, Ala., has just announced the engagement of their daughter, Miss Mary Edna Thurman, to Paul W. Luhring, of Evansville, the wedding to take place on August 22, at the home of the parents of the bride-elect in Mobile. Mr. Luhring is associated with the Wolflin-Luhring Lumber Co. and the West Side Lumber Co. of this city and is Vicegerent Snark of Hoo-Hoo in southern Indiana. He is one of the most popular young lumbermen in southern Indiana and is prominent in the club life of Evansville.

The building permits in Evansville for the month of July were $242,381 as compared to $396,770 for the same month of last year.

The tow-boat "Slack-Parrett," while enroute up the Ohio river a few days ago struck a snag near Newburg, Ind., ten miles above here and sank a barge that contained one million feet of poplar lumber. The barge was finally raised by the United States snagboat, E. A. Woodruff and all the lumber was saved.

Northern States News

WESTBORO, WIS.

Westboro, Wis., Aug. 21.—The big mill of the Westboro Lumber Co. here is pounding along on regular time and with only a slightly less than normal force. The woods work, however, is hampered by a lack of men. If the lumber jacks know that this company served four kinds of pie and seven different varieties of cake, besides the four or five different kinds of bread, iced tea and the meats and condiments to make up a Lucullan feast, there is no doubt but they would literally besiege the company's offices for a job.

J. J. Lingle, president of the Westboro Lumber Co., is running a new Studebaker car and says that he is really beginning to like the sport.

Orders for lumber have shown some increase during the last week, but a scarcity of freight cars is being developed and one knows not what may happen next. Prices are a shade firmer and even No. 3 is showing a gain.

* * *

RIB LAKE, WIS.

Rib Lake, Wis., Aug. 21.—The new saw mill of the Rib Lake Lumber Co. here is now under cover and the machinery is beginning to arrive. However, some of the more important machines are delayed in delivery because of the scarcity of steel and the slow movement of freight combined. Manager Geo. N. Harder states that the mill will not be ready to operate much before November 1 and the new stock will not be in shape to deliver before May 15. The new mill is 240x80 feet in floor area, will have two bands and probably a gang and resaw and will be one of the largest and best mills in Wisconsin.

Manager Harder has very little lumber for sale but says the inquiry is good.

* * *

RHINELANDER, WIS.

Rhinelander, Wis., Aug. 21.—The saw mill of the Brown Bros.' Lumber Co. here has been sold to the Brown Land & Lumber Co. here and is now being logged and operated by the new owner. Luther E. Brown and his brother, Webster A. Brown, are the owners of the Brown Land & Lumber Co., which is a co-partnership. The company has been in existence seven years and is building up a large business.

The new saw mill of the Fountain-Campbell Lumber Co., at Ladysmith, west of here, is approaching completion. It will be a modern plant in every particular. The owners are well known lumbermen of Oshkosh.

C. C. Collins, of the C. C. Collins Lumber Co., this city, has been spending the week end at his old time home in Madison, Wis.

* * *

MINNEAPOLIS, MINN.

Minneapolis, Minn., Aug. 8.—Building operations in Minneapolis the first seven months closely approach the record of a normal twelvemonth. These steady gains in the city building line have been reflected in a lively lumber trade.

B. C. Bowman, of the H. S. Bowman Lumber Co., Minneapolis, after spending two weeks in Canada inspecting the large interests of the firm, reports trade quiet for wholesale and retail dealers, but prospects promising. Scarcity of laborers is hampering all lines of industry, he said, but the farmers are hopeful because the government is to release soldiers to help in the harvesting of the grain this fall.

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Southwestern News

KANSAS CITY, MO.

Kansas City, Mo., Aug. 23.—The car shortage is the most important news to lumbermen at the present time. That the scarcity of railroad equipment will be more severe this season than ever before in the history of the southwest is the opinion of local railroad operating officials and transportation men. They believe that it will be felt more keenly in the southwest than in other parts of the country.

C. L. Mason, superintendent of the Santa Fe system here said that the shortage, which has been apparent for some time was causing some shippers to order more cars than they needed and some other railroad men expressed similar opinions but practically all admitted the scarcity of cars.

Lumbermen here are feeling good over the stories they hear from the rural districts about the prosperity of the farmer, with both wheat and corn at record prices, and all kinds of live stock at figures that were never before equalled for all kinds of live stock at one time. Retailers are in good spirits when they have time to visit wholesale offices here.

* * *

LITTLE ROCK, ARK.

Little Rock, Ark., Aug. 23.—Timber laborers in and around Knobel, Arkansas, are enjoying plenty of work and good wages now. Day laborers are receiving as high as $2.25 per day, while those working under special contracts are making as high as $5.00 per day. All the timber mills of that vicinity are reported as running on full time.

The Henry Wrape Stave Co., according to a report from Searcy, is running its plant at that place now on a night and day shift. This activity is attributed to the unusually large supply of raw material now on hand.

The new plant of the McLean-Arkansas Lumber Co. which is being erected just east of Argenta, across the Arkansas River from Little Rock, is being rushed to completion by a competent force of workmen. It is predicted that the plant will be ready for operation some time before the first of October.

The Arkmo Lumber Co., of Little Rock, which owns and operates a line of retail lumber yards in Arkansas and Missouri, recently filed notice with the secretary of state of Arkansas that it had increased its capital stock from $75,000.00 to $100,000.00. W. W. Fuess of Little Rock is president of the company, and the other members of the board of directors are: A. C. Becker, G. A. Becker, C. K. Nicoll and E. E. Waugeline.

* * *

SHREVEPORT, LA.

Shreveport, La., Aug. 18.—A commission appointed by Governor Pleasant of Louisiana is busy with plans to have this state represented by a comprehensive display of its products at the Mississippi Centennial at Gulfport, Miss., in 1917-18. Owing to the fact that the lumber industry is one of the main industries of Louisiana, lumber products are expected to occupy prominent space in the exhibit.

The dairy industry is going to receive a splendid boost as a result of plans of Louisiana lumber manufacturers to distribute plans for dairies during the state fair. There will be a model dairy in operation, built of lumber furnished by the lumbermen, and visitors to this building will receive copies of plans showing them how to erect similar structures on their farms.

Central Southern News

BIRMINGHAM, ALA.

Birmingham, Ala., Aug. 21.—A $100,000 cooperage factory will be established in Montgomery, Ala., and will begin operations September 1. The plant will be built by J. C. Tuberville & Sons, who are at present operating a plant at Jasper, Ala. It is said that the Tuberville will abandon their plant at Jasper when their plant is established there. The highest class barrels will be manufactured, barrels that will hold syrups, oils and other liquids. The factory at Jasper has been in operation since 1913, and during that time has turned out two million pieces of stave wood.

A. Brown is moving from Roanoke to Ragland. He has considerable timber there and will establish a sawmill.

The A. P. McGowan Lumber and Export Co. is a new firm at Andalusia, Ala. Mr. A. P. McGowan, an experienced lumberman, is at the head of the business. They will cater both to domestic and foreign trade.

The veneer plant of the Bacon-Underwood Co. at Stockton, Ala., closed by the July hurricane, has completed repairs and is now operating.

Frank Malchow, who now owns a box factory at Huntsville, Ala., is looking for a location for his factory. He will probably move to Cullman.

The Kaul Lumber Co., which owns a large tract of land in Bibe, Perry, Hale and Tuscaloosa counties, has placed several hundred cattle of fine beef and milk strains on its lands and it is offering money prizes in order to induce the raising of fine cattle in Alabama.

Pacific Coast News

TACOMA, WASH.

Tacoma, August. 19.—Tacoma mills are figuring on another large inquiry from the Chicago, Burlington & Quincy railroad, which is again in the market for large quantities of Douglas fir lumber. The order will total between 6,000,000 and 8,000,000 feet of car material and timbers. The Burlington has been a heavy and persistent buyer of fir lumber during the past six months and this latest inquiry brings the total of its business to nearly 35,000,000 feet of fir purchased during the first eight months of the year. The contracts for the latest order, which will probably be distributed among the larger mills of the northwest, will be let in the near future.

A new shipyard for the construction of lumber schooners and other vessels will probably be built in Tacoma by John Martinolich, a ship-builder of Dockton, on Vashon Island, who is considering the construction of a new plant nearer the city which will take care of orders for large ships. Mr. Martinolich's plans have not yet been completed but he has announced that if negotiations now under way are completed that the yard will be built on the Tacoma tideflats.

Retail lumbermen of the Pacific northwest gathered in Tacoma on August 8 to discuss business conditions and to make plans for the fall trade. The most important matter decided was the abolishment of all night work in retail yards to aid in the work of curtailment started by the large manufacturing mills. No night work will be done for at least two months according to an agreement made among the retailers.

* * *

SEATTLE, WASH.

Seattle, Wash., Aug. 19.—According to the Puget Sound Log Selling & Grading Bureau there is not a very plentiful supply of logs on hand but with the general resumption of operations by the camps it is declared there will be plenty soon. It, however, has been stated by millmen that they could buy logs on the Sound for fifty cents under the market. This is particularly true at northern Washington points. On Willapa Harbor there is said to be a plentiful supply, with the market prices about as follows: Camp run delivered $8.50 to $9.00; Cedar $9.00 to $9.50. On Puget Sound the ruling prices are declared to be $6.00, $9.00 and $12.00.

There is some railroad buying in sight the largest inquiry so far developing being that of the Burlington which is asking for prices on about 5,000,000 feet. Some of the large mills still are cutting and shipping orders for the Great Northern placed early in the summer. These orders are believed to total somewhere about 25,000,000 feet and are chiefly for timbers to be used in snowshed and bridge construction work in the Cascade mountains.

The Bloedel Donovan Lumber Mills have an order for from 80,000 to 100,000 railroad ties to be shipped in October to Europe for use by the allies in constructing tracks behind the trenches. This order will total in the neighborhood of 3,000,000 board feet.

Bids opened at the United States engineer's office here for 714,600 feet of lumber showed thirty-two firms had submitted figures. Sullivan & Forbes of Portland was the lowest bidder at $7,040.10. The highest and lowest bids showed a range of $2,087.46.

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CHICAGO

RED GUM is one of our specialties; we have it in large quantities.

EVERY care is taken at our various mills to produce stock of high quality.

DRYING properly is very essential—we pile our product accordingly.

GREAT care is exercised in sawing, edging, trimming and piling.

UNIFORM grading by efficient inspection force, applied to all shipments.

MANY satisfied customers, indicate the quality and service we can give you.

BAND MILLS AT
Helena, Ark. Blytheville, Ark. Greenville, Miss.

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Your Competitors Are Using Our Service

Find Out Why

The current Forecaster will help explain

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The Current Trend of the Lumber Market

General Market Review

There has not been a startling event in the Chicago lumber trade for the last two weeks. In these "dog days"—continued as they have been through August—everything has moved with summer lassitude and the consumer of lumber has not hunted with vim and vigor, and he who has lumber to sell has not made frantic efforts to sell it.

On the principle that where there is effort there is result and where there is a will there's a way one would not expect much, really, from a consideration of selling activities or buying activities, during the two weeks just ended, but in this case, at least, expectations amount to deliveries.

Just as this issue of our paper goes to press the cool breezes have come back with some prospect of remaining and there is an added activity to the movement of business in all lines.

The promise of an increase in the tone of the market made two weeks ago, seems really now about to be verified. There is a pronounced scarcity of labor all over the northern producing districts of the United States and lumber is as hard hit and as embarrassed as any other producing line, and probably more than any other.

If the northern manufacturers have not curtailed voluntarily the result has been the same for the curtailment has been done for them.

That which was a mere feeling two weeks or four weeks ago in regard to a shortage of many items in the lower grades of lumber, both in consumption in this market and distribution therefrom has now become a pronounced certainty.

There does not seem to be any doubt at this writing but that the railroad strike has been at least temporarily averted.

The news from Washington is so spotted that it would be a brave and plunging prophet who would make a positive statement as to what would be the permanent outcome of all the "backing and filling" that has gone on at the national capitol during the last ten days. If there is a respite from the strike terror, the entire country will enjoy the respite, even if it does have to go to the electric chair later.

There is an overwhelming car shortage. Columns of figures might be printed to prove it, were figures necessary.

So there we have the elements that make markets, in lumber—as well as in other things—and in this case each elevating and helpful condition is counterbalanced by an opposite. The more comfortable weather, adding to activity in selling and in consuming is encouraging until we find that there is an universal shortage of labor in most of the northern territories where lumber is made. The flush of hope that has come of a possible settlement of the strike, is counterbalanced by a car shortage which it seems that no brotherhood of workmen or association of railroad executives or of mediators can control.

So there are the ingredients of the prescription and the product of it in market terms is that there is going to be a lot less timber to move when the manufacturers are ready to move it, and fewer cars to move it with when the consumers want it; and so there is no doubt but that there should be a general rise in values of the lumber to be consumed in this market between now and the close of navigation.

NORTHERN AND WESTERN PINE.

There is a continued large demand for low grade northern pine, almost more than for any of the other grades. Manufacturers are firmer in their opinion as to the advance in values in this line of manufacture and in an increase in orders.

The mills of Wisconsin have had their troubles, of course, with the labor problem, which has furnished them their curtail[illegible]t it is understood that their blood-bro[illegible]Inland Empire have done much in[illegible] by decreasing their runs until the orders are rising visibly above production.

SOUTHERN PINE.

Southern yellow pine is holding its fairly profitable own. A man, the other day, who thought he knew what he was talking about, and probably did, insisted that the average mill value of shipments of yellow pine at the present time is around $14 a thousand. Being well advertised and continuously very much in the lime light of publicity, southern yellow pine is getting some benefit out of nearly any item of demand that is in sight.

A surprising thing to this paper is that the general improvement in the southern pine market has not spilled over into other lines of lumber and helped those lines along and into better things.

The current report from 162 pine mills shows that orders exceed normal production 14.18 percent and that shipments only exceed production 3.83 percent and that now actual production is below normal 10.04 percent, being a little rise in production but not enough to affect the market.

NORTHERN AND SOUTHERN HARDWOODS.

If we do not miss our guess—and really it is considerable more than a guess—the hardwood mills are about to find themselves in the predicament of the poker player who depends always on betting his money on a full hand—thus forgetting that it takes two to make a bargain and while his hand is good enough to win almost anything, there may not be anything worth "backing up" in the hands of the other fellow. The hardwood manufacturer is about to be in the predicament, therefore, of being confronted by an enormous demand for his product and but little dry product to fill the bill. However, we make the statement it is true, without doubt that there is to be a general shortage of dry stock in hardwood lumber.

Gum, ash, maple are all gaining in strength and value. The demand from the furniture factories of both Indiana and Michigan is good. The automobile manufacturers are buying readily of maple ash and elm. It could hardly be necessary to quote actual prices on hardwoods just at this juncture. Red gum, another highly advertised wood, seems to be in good condition. The stocks of oak are low and prices firm. Birch is being advertised largely and is coming into a wider field of use than heretofore.

CYPRESS.

During all this curtailment of production the cypress manufacturer has kept right on making lumber and there has not been in the last six months, any curtailment, slump in prices or decrease in sales. Taking the mills of the Southern Cypress Manufacturers Association, they had 46,000,000 feet of cypress less on hand July 1 than January 1. In addition to this, prices on July 1 were higher than January 1, 1916.

The consumption of cypress is pretty general all over the country and it is being continuously sold at a profit by the manufacturer.

HEMLOCK.

The demand for hemlock in Chicago is not a thing to cause much comment in that it is at all extraordinary on regard to volume, but it is worth while as regards the increase in prices.

The hemlock manufacturers are open in their statement that their advertising has enabled them to dispose of their product at an increased figure over former prices, and what is also valuable, has enabled them to dispose of their lumber in greater volume as well.

SHINGLES AND LATH.

The shingle demand is very good, coming as it is time for fall building. The advertising campaign that has been carried on during the last six months by the manufacturers has created a greater respect for shingles, for in order to keep pace with their advertising statements they have paid more attention to manufacture of their product. Both the "ins" and the "outs"—those who have belonged to the association who are doing the advertising and those who do not—have all reaped the benefit. A good authority on shingle values has just stated to us that "Clears" are $1.90, mill basis, and "Extra Stars," $1.60.

New England Markets

A leading lumberman of New England makes these thoughtful comments on the general conditions prevailing in the lumber market: "Overproduction at the mills, in the end, makes a buyers' market.

BOSTON, MASS.

"There is no business in this country that is carried on with the same lack of system as that of lumber. Prices vary 10 to 15 percent. There is too great an opportunity under the present system of grading to manipulate values. The mill that buys high-class logs where the percentage of firsts will run high cannot compete with the mill that has low priced logs. All lumber should be graded according to its clearness, not according to the defects. A board absolutely clear should be in a grade by itself and firsts and seconds can be graded then according to the defects.

"For a number of years there has been a great uncertainty in the hardwood business and the greatest gain has been with mills cutting from fifteen to twenty-five thousand a day rather than mills that produced twenty-five to seventy-five thousand.

"The uses of boards and plank in high grades of hardwoods have been greatly reduced. Large numbers of manufacturers are using rotary cut cheap woods and veneering in plain oak, quartered oak or walnut. They claim it makes better work and can produce uniform color, figure and quality. It has become more difficult to sell the lower grades than formerly. The constant raise in price of different grades of hardwoods and the lowering of the standard grades, have created many substitutes and veneered mahogany furniture has taken the place largely of the quartered oak which was formerly accepted as a high-class cabinet wood.

"Overproduction is causing the ruin of the business and now that the foreign markets are closed it is working great hardship in the hardwood trade."

* * *

A lumberman of Springfield writes of local conditions as follows: "There is much building construction under way here and throughout New England. Notwithstanding the embargoes which for so long interfered with trade, this has been one of the best seasons for the lumber trade in many years.

SPRINGFIELD, MASS.

"Dealers report an excellent demand for southern pine, and the demand for hardwoods continues good from the outlying territory.

"Transportation complications and labor troubles continue to vex the lumber market of this territory, but prospects for good trade continue fair."

Central Southern Markets

The lumber market in Nashville is thus described: "Business in the local lumber market has shown little change the past two weeks. Lumber firms report the volume of trade as satisfactory for this season of the year.

NASHVILLE, TENN.

"The demand is good for oaks, particularly red oak, and it is predicted that there will be a shortage in this department unless there is some falling off from present requirements. Poplar is in good demand. Higher grades of chestnut are not moving freely, but demand is fair for the low grades. Ash and hickory are in demand.

"Furniture concerns are said to be making numerous inquiries for supplies. Buyers are said to

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have been anxious to secure stocks on account of the threatened railroad strike.

"Prices are well maintained on practically all kinds of hardwood. It is stated that stocks in this territory are considerably below the average, and this causes holders to be firm in their views as to the future of the market."

* * *

BIRMINGHAM, ALA.

Conditions at Birmingham are reported thus: "Lumber conditions in this district are improving as the weeks pass. The demand is greater than it has been for some time and the prices obtained are more in keeping with good business than they have been for some time. Almost all classes of lumber are wanted, but railroad car material is specially in good demand; in fact, dealers say the demand has never been better than this year.

"Recent floods in this state greatly hampered the lumber business, but this trouble has been overcome and the business is taking an upward trend."

Northern States Markets

CHEBOYGAN, MICH.

A well known lumberman of Michigan expresses this opinion: "Where we thought we were going to have a very bright year, up until about May 1, we were very much surprised to have the market take the turn it did. We have found it very dull ever since, but are inclined to think that it is now taking a turn for the better and we look to see a bigger demand and the lumber market advance from now on. As no one is able to get out the amount of lumber he should and as everything else is advancing we see nothing that can prevent the lumber market from getting its share of it before long."

* * *

MINNEAPOLIS, MINN.

We are in receipt of this market report from Minneapolis: Crop damage has been a decided retardant in northern pine trade. Country retailers have been holding back and will not come forward with any considerable orders until informed by the half-bushel measure just what the spring wheat yield is to be. Naturally the farmers are busy haying and harvesting, and so the yards do not feel any great drain on their extremely low stocks. Most yards could not stand many big orders without calling upon manufacturers to ship them new stocks. The demand for box material has allowed manufacturers an excellent outlet for low grade pine. Prices are holding firm.

"City building operations continue heavy and the demands for interior finish and millwork of all kinds is good. Prices have remained firm, even through the brief lull and now there are considerable estimates being figured in all factories, indicating good fall business.

"There is a reasonable amount of buying in the hardwood lines. Local factory demand has not been large, but is steady and prices have been well balanced. All southern hardwoods are in good demand, especially oak. Low grades also sell well as box trade demands have been good."

* * *

COLUMBUS, OHIO

A lumberman of Columbus sends this report of the local trade: "The demand for hardwoods is good for this time of year, being strong for both building and factory consumption. Prices are firm.

"Some improvement is reported in the demand for yellow pine, but buying is only for immediate needs. Prices are stronger but still unsatisfactory.

"Prospects for fall trade are good in central Ohio territory, and factories report heavy orders, so that good lumber business is indicated."

* * *

OMAHA, NEB.

Conditions in the Omaha district are thus described: "The continued extremely hot and dry period, which has held Nebraska in common with all other sections of the country in its grip for nearly six weeks, has evidently been broken by frequent and welcome rains extending over the larger part of the state. In some sections the moisture and reduced temperature came too late to prevent serious damage to the corn crop, the extent of which it is impossible as yet to estimate.

"The lumber trade is on a quiet basis, as far several weeks past, and most buyers are waiting until next month to add to their supplies, unless the lumber is wanted for immediate use. The number of inquiries for stock is on the increase, especially in the building-lumber line, and this is due to the adidtional strength which has lately developed in prices.

"Wholesalers are looking for a good fall trade and say that their customers' stocks have been allowed to run down a good deal this summer. Wholesale stocks, too, are not as large as they sometimes are at this time of year."

Inland Empire Markets

KLAMATH FALLS, ORE.

A prominent manufacturer of Oregon writes us as follows: "We find that our upper grade stock is being called for very satisfactorily and that both the Inland Empire and California mills are oversold in No. 1, No. 2 and No. 3 shop and we expect quite a marked shortage in this item for the fall trade.

"The demand for box lumber in the California market is the largest that we have had for quite a considerable time and there is a critical shortage of this character of lumber.

"We, therefore, are looking for a stiffening of prices for fall buying."

* * *

SPOKANE, WASH.

This good report comes to us from the Spokane district: "Business for the current year is showing satisfactory tendencies and the men engaged in the lumber business are all optimistic.

"A large number of Washington and Oregon lumber mills which have been idle for from two to three weeks are about to resume. During the temporary shutdown many plants have made repairs and improvements.

"The outlook for lumber through the northwest is fine. Crops are reported excellent all over the middle west and we are looking forward to splendid business this fall. The lumbermen have been sort of holding in so far as mill run is concerned and have been working off the over production, but stocks now are pretty well down and there is practically no over production through our territory.

"Spokane lumbermen have been given an important foothold in the territory of New Mexico, Oklahoma and Texas by a favorable lumber rate decision handed down by the Interstate Commerce Commission which holds that proposed increased rates on lumber and lumber articles from points in Oregon, Washington, Idaho and Montana and western Canada to points in New Mexico, Oklaeffects proposed increases of from one to eight cents a hundred on lumber from the Pacific northwest.

South Atlantic Market

JACKSONVILLE, FLA.

A lumberman writes from Jacksonville as follows: "While the lumber situation here can hardly be called satisfactory, judged by the amount of business offering and general trade conditions, the situation will gradually improve and prices will advance within a reasonable time.

"Many mills have not yet resumed cutting because of repairs needed after the severe floods and storms. The railroads are buying for repair and construction work, and local trade is active to meet the demand for rebuilding and repair work.

"There is little lumber moving by boat, most shipments now being by rail."

Ohio Valley Markets

EVANSVILLE, IND.

We received this report of trade condition in the Evansville district: "Trade with the hardwood lumber manufacturers of southern Indiana, western Kentucky, and southern Illinois is still rather sluggish. Inquiries are slow, and prices have undergone no change. Manufacturers assert though, that thus far this has been a better summer period than last year. The furniture factories are all running on good time, and the demand for gum has been good, owing to

Kentucky Lumber Co.

Manufacturers

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It is the recognized authority on lumber credits. Contains the names of dealers and manufacturers who are in the market for car lots, together with their financial standing. Also advises you whether they are prompt pay.

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LUMBER WORLD REVIEW

608 S. Dearborn St., Chicago, Ill.

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The Lumbermen's Headquarters

the fact that the furniture manufacturers in this section were in the market for a good deal of this lumber.

"The recent heavy rains in this vicinity have relieved crop conditions. The corn in the bottom land is still in the formative stage where plenty of rain is necessary. Now the drought has been broken, crop conditions will improve."

* * *

LOUISVILLE, KY.

A correspondent well informed on market conditions in Louisville writes us as follows: "Business conditions are good, demand having been strong and the volume of shipments above the average for this time of the year. The furniture trade is in a particularly good position to buy, as demand from retail merchants has absorbed all of the stock on hand and resulted in increased pressure being put on factory facilities. This has meant quick purchases of additional material, and in addition to supplying business for lumbermen, has added to the rush in the veneer and panel lines, which are having the best season in half a dozen years. The automobile trade has also helped, as the call for material for the construction of frames has been good right along.

"Building operations are reaching the point where hardwoods for interior trim are wanted, and the volume of this business is now more of a factor than it has been. Dry stocks of lumber are not large, weather conditions in the south having retarded seasoning, and this is helping to add strength to the market.

"Prices are generally steady to higher, gum, elm, ash and a few other woods having taken on some advances recently.

"Walnut is in good call, and poplar and chestnut are moving well. Oak is in fair demand, quartered oak being dull in grades above No. 1 common. There is a moderate movement in plain oak, though the condition of the market is not regarded as altogether satisfactory."

* * *

CAIRO, ILL.

A well known lumberman expresses confidence in the market, as follows: "The market has been subjected to so many unexpected turns and changes in the past few years that we have ceased to prophesy.

"Our greatest difficulty now and in the past has been not understanding our real position. This is true both when the market is good and when it is bad. During the fall of 1915 and the spring of 1916, we were getting fine prices for lumber and lumber was hard to get. There was a tenseness unjustified by the real consumption, the result of which was that lumber prices went to a point unjustified. This caused a misunderstanding, the result of which was that the business was not handled in harmony with the real call for material. On the other hand, we are better off today than most people seem to think we are. Prices accepted for lumber do not truly reflect the stage of the business.

"In my estimation, we are on a better basis than present sales would indicate and that as soon as we can make our soundings again and find out where we are, there will be improvement.

"Notwithstanding the law of supply and demand, the fact is that the lumber market is pretty much a mental condition."

Gulf Coast Markets

NEW ORLEANS, LA.

A correspondent sends the following report of the New Orleans market: "Considerable advance in prices has marked the steady upward progress of the yellow pine lumber market during the past two weeks. No radical change has occurred except on No. 2 boards and dimension. A $2 a thousand advance on boards has been noted within the fortnight and dimension has gone up about the same.

"A generally optimistic view of the outlook prevails.

"The car shortage is developing to serious proportions not generally realized. It is believed the scarcity of rolling stock will have the same effect this fall, however, that it did this past spring, when it tended to keep prices up even where there were other inducements for them to be lowered.

"Cypress dealers report a considerable increase in demand for yard stocks and tank material. Prices are about what they have been for some weeks. Buying is reported in fair volume as far west as Iowa and Missouri, though the bulk of orders continues to come from the central states.

"Except for a considerable amount of buying by the United States government of materials for use in the construction of houses on the Panama canal zone, the export lumber situation continues the quietest ever known here. Trade with Europe is absolutely dead, the European governments apparently being stocked up with materials for all immediate needs, and not even an inquiry has been received here in some days. Ocean freight rates continue high, being, nominally, now $60, compared with an $8 rate before the war."

* * *

HATTIESBURG, MISS.

We have this report of the timber situation from Hattiesburg: "The car situation is giving the mills in this section some worry at the present time. Though right now the supply is fairly good.

"The railroads advise that the mills may look for a severe shortage early in September. If a severe shortage does come it will work a great hardship on the manufacturers as the market is becoming stronger each week and prices on practically all classes of stocks are stiffening. The mills generally have plenty of orders and new iron clad price lists are being issued, and their order files are in such condition that they will be able to hold firm on their prices for several weeks.

"Planing mill stocks are in very good demand. B and better flooring has probably shown better advance than any other item during the last sixty days. Dimension is very active with 16 foot lengths in extra good demand. Timbers of all kinds continue in excellent demand. The demand for shingles is exceptionally good at the present time.

"The local demand right now is better than it has been at any time for several years and shingle departments of mills located here are selling practically their entire output in this city."

* * *

ORANGE, TEX.

A lumberman writes us from Orange as follows: "Improvement is noted in all lines during the two weeks just passed. The export trade is considerably in excess of bottoms available for moving lumber. The railroads are buying more freely, and the demand from the interior is steadily improving.

"A decided stiffening of prices has resulted from the increased demand."

* * *

BEAUMONT, TEX.

A lumberman writing from Beaumont has this to say of lumber conditions there: "There has been a decided improvement in the lumber market during the past two weeks, both as to demand and prices, as was to be expected from general business conditions.

"The retail trade is buying well, but the movement is somewhat hampered by car shortage. There is rather more than normal activity in building here and in the interior of the state.

"There is a steady movement of lumber for the export and coastwise trade and for use on the border.

"Lumbermen in general look forward to a good fall business."

Southwestern Markets

ST. LOUIS, MO.

A manufacturer writes us from St. Louis as follows: "The facts of the situation with regard to yellow pine, seem to be, that all the lumber for which cars can be obtained by the southern mills during the next few months, can be sold at any price within reason asked for it. There is a severe car shortage and also a marked lumber shortage.

"The market is advancing daily; it is more than ordinarily difficult to place orders; and, where reasonable intelligence is used, yellow pine should be sold for the balance of this year, at a minimum of $18.50 f. o. b. mill price."

Another St. Louis lumberman says: "The local demand is good, and building throughout the city is active with prospects of continuing during the fall months.

"The demand for yellow pine is stronger and prices better. The factories and railroads are ordering more freely than two weeks ago.

"Slight change is noted in the movement of hardwoods either as to volume or price. Ash and oak, both plain and quartered, are in good demand.

"Dealers report the demand for cypress and white pine as improving as the season advances."

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HOUSTON, TEX.

A prominent lumber dealer of Houston writes as follows: "The mills in this locality are generally running on short time and reducing stock, as orders are plentiful. There has been no great change in prices but they are undeniably stiffening.

"Government orders have had much to do toward strengthening the market in this part of the state, but the line yards are buying well and a good fall trade is indicated."

* * *

KANSAS CITY, MO.

The lumber situation in Kansas City is reported as follows: "Yellow pine prices advance here with a good deal of regularity each week. They are on the average a dollar higher than two weeks ago. The gains are well distributed throughout the list, with the common lumber perhaps getting a trifle the best of it. However, flooring has been especially strong and there are many other items of finished lumber that have made gains that compare favorably with the advances in dimension. Orders have been coming in more freely than they were two weeks ago. Many mills are hard pressed for cars and it is the man that can promise prompt delivery that gets the business instead of the man who can quote the lowest price. Yellow pine men are optimistic. They believe that barring a rail strike there will be one of the best falls they have had in a decade.

"Cypress has been selling freely with the general run of orders still for mixed cars but a big increase in the number of orders. A few orders from millwork factories have called for several cars but the bulk of the business is in small quantities. Trade from practically all districts is good. The places where damaged corn crops were expected to cut down business seem to be less affected than expected.

"Hardwoods are moving excellently for the season. Retail yards in the southwest are using more hardwoods each year. Some districts where little hardwood was sold previously are doing a relatively big business.

"On the whole, lumbermen here are well pleased with the present outlook for business."

Middle States Markets

NEW YORK, N. Y.

This report of the metropolitan market has been received: "There has been no advance in the market since our last report, and it can scarcely be expected before September. While there is much building getting under way, the lumber for use in this construction has all been contracted for, and the buying by the retail yards for the fall trade has not yet begun. Permits for fall building are more numerous than usual.

"Lumbermen agree that the tone of the market is firm and that indications of a good fall trade are plentiful."

* * *

PA.

A well known lumberman of Philadelphia writes as follows: "Trade is good here considering the season. We expect a midsummer dullness, but building has been active all summer, especially in the suburbs where many homes of moderate cost are going up.

"The lumber using industries are busy, and general conditions warrant the confidence of lumbermen in a good fall trade and a general advance in prices.

"All hardwoods are selling well with oak and birch especially strong. North Carolina pine and yellow pine are in increased demand and prices are strengthening.

"Handlers of cypress report a steadily improving market for the wood."

* * *

BUFFALO, N. Y.

A correspondent well informed on lumber conditions in the Buffalo district: "A good deal better inquiry has lately been developing in yellow pine and retailers show some concern over the rise in prices which has occurred as the result of the curtailment of production. Jobbers who have no direct mill connections are in the same position of uncertainty. When they come to place orders they find that prices are up 50 cents to $1 from a few weeks ago. The demand for stock has not started up briskly as yet, but it looks as though many orders would be placed in the near future.

"The stronger yellow pine market has been of benefit to hemlock and not only has any temporary weakness been checked, but an actual advance has occurred at the mills, which are now asking 50 cents more a thousand on car shipments. Lake lumber is holding firm, with no recent advance in price reported. The local wholesalers have been bringing in a fairly large quantity of lake stock so far this season and they generally report that trade has been good for this time of year.

"The hardwood trade has been steady of late, with no special rush developing at any time. The three woods in which the demand is most active are oak, maple and ash. Thick stock is being called for in fairly good volume and prices are holding firm. Maple flooring has shown much strength lately, all the mills now holding prices up to a firm schedule. The demand for flooring has been fully up to last year. The general factory trade in hardwoods is quite satisfactory for this season.

"The shingle market holds steady and the demand is up to the normal. A larger number of shingles are coming forward by lake than was the case early in the season, yet the number received has been greatly below the ordinary. Stars have shown some advance in price."

Pacific Coast Markets

TACOMA, WASH.

We have received from Tacoma the following report: "While the volume of business handled by the Tacoma lumber mills has not materially increased during the past two weeks the market remains reasonably firm and the general tendency is still toward optimism and higher prices. Transactions have not been heavy but in spite of the threatened strike the railroads are still buying and the movement of lumber to the middle west continues to be fair. Prices have not changed on any of the more important items on the list and the mills are still holding down on production to prevent another break in the market.

"Shingles have stiffened considerably since the early part of the month and a general advance in prices has been made. Stars are selling in some cases as high as $1.65, an advance of 15 cents, and clears are quoted by some mills at $2. These prices, however, are above the average and the general advance will run less than 10 cents on both stars and clears. Shingle manufacturers are greatly encouraged by the recent showing and look for a continuation of the present large demand.

"In general it may be said that there has been no recession during the past two weeks and that the outlook remains distinctly better."

* * *

SAN FRANCISCO, CAL.

A correspondent well informed on lumber conditions on the Pacific coast writes us as follows: "The demand for lumber for building purposes in California is well below the normal for this season of the year, the building records of almost all of the large cities of the state showing a falling off in operations. The strike of longshoremen, which interfered with the handling of lumber during June and July, is over, but lumber is not being brought down the coast in such quantities as formerly, receipts of fir and spruce by water at the present time being at the rate of only about 30,000,000 feet a month at San Francisco, as compared with 50,000,000 or 60,000,000 feet in normal times.

"The lumber yards of San Francisco, which were largely closed during the longshoremen's strike, have been re-opened. The lumber interests have not been a party to the arrangements made for the settlement of this strike and are conducting their yards on the open shop basis. Business is being carried on without any trouble, but the general air of discontent prevailing here in laboring circles is affecting trade.

"The demand for redwood during the past few weeks has shown considerable more life relatively than the demand for pine and fir and receipts by water at San Francisco during the last two weeks in July were almost record breakers. During this period a total of 4,723,000 feet was received from Mendocino county, 1,170,000 feet from Humboldt and 160,000 from Sonoma county. The extensive sales campaign on redwood lumber is commencing to be felt and the domestic demand is increasing."

PLAIN and QUARTERED RED and WHITE OAK
and other hardwoods
Even Color—Soft Texture
We have 35,000,000 feet dry stock—All of our own manufacture from our own timber grown in EASTERN KENTUCKY.
Prompt Shipments
MADE RIGHT MR OAK FLOORING
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"Pine That's Pine"
We have a fine stock on hand and it's "up to you" to get your share while the getting is good and assortments unbroken.
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Advertisements will be accepted for this department at the following rates.

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Count 8 words to the line. A heavy type heading counts two lines. No insertion for less than $1.00 Cash must accompany the order.

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Complete 8' Allis Band Mill. Whole or in part.
5-Block Carriage. Allis 6-Saw Edger.
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When You Need Something Quick, Wire Us.
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WALTER A. ZELNICKER SUPPLY COMPANY
in St. Louis

FOR SALE, WISCONSIN HARDWOOD LUMBER.

17,000 feet 2-inch Birch, firsts and seconds RED, all in.
25,000 feet 1½-inch Birch, firsts and seconds, RED, all in.
62,000 feet 1½-inch No. 1 common and better.
50,000 feet 1¼-inch Birch No. 1 com. and better.
40,000 feet Birch strips, clear 1 and 2 face, 1x4 and 1x5, 8 feet and up.
50,000 feet very nice 1½-inch Basswood, No. 1 common and better.
50,000 feet 1¼-inch Basswood, No. 1 common and better.
15,000 feet 1-inch log run Brown Ash.
40,000 feet 1½-inch Hard Maple No. 2 common.
25,000 feet Hard Maple No. 3 common.
75,000 feet 3-inch Hard Maple firsts and seconds and No. 1 common.
150,000 feet 3x4 and 4x4 sound heart Maple. Car stakes, skids, etc.

Address for prices,
C. P. CROSBY, Rhinelander, Wis.

WONDERFUL CHANCE
TO SECURE
YELLOW PINE
BARGAIN

Have 60 day option on mill with 15 miles of railroad contiguous to 180,000,000 feet finest long leaf pine in the South, which can be contracted at $5 stumpage, with ample time in which to cut it.

Mill and railroad cost $300,000 less than three years ago.

CAN HANDLE THIS FOR
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FOR SALE—SOUTHERN TIMBER LANDS.
Red Cypress and Hardwood Tract.

Lands owned in fee, estimating approximately 125,000,000 feet merchantable timber; one-half red cypress; balance principally red and other gums; red oak; and small amounts of pine, ash and elm.

Timber immediately accessible for lumber shipent on main line railroad and a deep water gulf port.

Large and desirable millsite on tide water for sale with above tract, if desired.

Property for sale at reasonable price, and on fair terms to responsible and experienced sawmill operator.

Will correspond and negotiate with principals only.

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And 300 million feet of standing timber in British Columbia most advantageously located on beautiful lake and main line of Transcontinental Railroad, having advantage of $3 per thousand feet in freight rates to best markets on the continent. Logging and manufacturing conditions ideal and very economical. A fortune for the right parties. Will sell on easy terms, and may accept other desirable property in part payment. Principals only. A. C. FROST CO., Corn Exchange Building, Chicago, Ill.

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The best we ever handled

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WANTED.

Good all-around box mill man. Write, with references. BOX B, St. Maries, Idaho.

SALES MANAGER.

Experienced (over twenty years) sales manager would like to correspond with concern with a view to position as sales manager. Has handled southern pine, white pine, cypress and Pacific coast woods. About 40, married, and will go to any section. Address "MO," care LUMBER WORLD REVIEW.

WANTED—POSITION AS SALES MANAGER.

A qualified sales manager, with yellow pine manufacturing experience, a clean record, with results, ample endorsements from former employers and well and favorably known to the lumber fraternity and has recently completed a special investigation in certain wood industries for the government with a view to trade extension, is now at liberty and desires to re-embark in the selling of yellow pine.

I do not claim the ability to set the world afire, but I can deliver the goods, as I have done heretofore.

Manufacturers know that the dependable man is not to be found every day.

If you are interested in my proposition, please address J. R., care LUMBER WORLD REVIEW.

WANTED—SALES MANAGER.

With moderate capital for new screen door factory in Michigan. Experience in sales department necessary. Position will be open in August, 1916. Correspondence invited. Address "T. M." care LUMBER WORLD REVIEW, 1740 Transportation Building, Chicago, Ill.

WANTED—POSITIONS FOR SALESMEN.

Lumber concerns desiring traveling salesmen will do well to correspond with T. H. Nelson, secretary Central Association of Traveling Lumber & Sash & Door Salesmen, State Life Building, Indianapolis, Ind.

THE LUMBER WORLD REVIEW ESTIMATE BOOK should be in the hands of every dealer. It make a complete record of your sales and deliveries. Size of book, 8½x14 in. It contains 200 leaves, 100 original and 100 duplicate. Price $2 the copy, ½ dozen, $10; 1 dozen, $18. Sent prepaid on receipt of price. LUMBER WORLD REVIEW, Chicago.

ALEXANDRIA LUMBER CO.'S PLANT DAMAGED BY STORM.

New Orleans, La., Aug. 23.—Advices received here from Alexandria, La., are to the effect that the Alexandria Lumber Company's plant at Pineville sustained severe damage in a rain and wind storm that passed over that section Monday afternoon. The wind wrecked the blow-pipe at the plant, unroofed portions of the sawmill, and damaged the dressed and rough lumber sheds. The damage is covered by insurance. Several residences in Pineville were also damaged [illegible] number of trees uprooted or blown d

The disturbance appears to h

THE LEGACY OF THE EXPOSITION.

Much might be written of the legacy to the American people and to the world of that now historic event, the Panama-Pacific International Exposition, but the heading above, The Legacy of the Exposition, is the title of an attractive volume gotten out by the management of the exposition as a memento of that great national event, and to preserve in general distribution the letters of over seven hundred prominent people appraising the worth of the exposition, statesmen, educators, scientists, leaders in the professions and in other lines of endeavor, all are gathered and attractively presented, making a delightful volume

OVERLOOKED BY PAUL BUNYAN.

Albuquerque, N. M., July 17.—A tree six feet through at the stump and containing nine huge sawlogs was recently cut on the Coconino National Forest of Arizona, according to a report received from the forest supervisor at Flagstaff. Five of the logs were decayed, but nevertheless the tree contained over 9,000 board feet of sound lumber—enough to build a good sized home.

"Paul Bunyan must have overlooked this tree," was the comment of the supervisor in reporting its demise. Paul Bunyan, as all lumbermen know, was the mythical giant lumberjack who cut the biggest trees, ate the biggest pancakes and drove the largest oxen known to history.

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The Branning Mf'g. Co.

North Carolina Pine Lumber

Rough and Dressed

Plastering Lath and Bed Slats

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ought to be good, but will it be?

Well, don't worry "no more," as you cannot be caught short with our immense line to back you up.

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Soft Upland Fir—RELIABLE SHINGLES

Leaders in Silo Staves, Western Hemlock, Cedar Siding.

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Doors, Sash and Millwork

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We take delight in supplying our trade promptly with Good Grade Goods

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"PEERLESS" HARDWOOD FLOORING

In Maple, Beech and Birch, is in a class by itself. Dealers tell us that **Our Flooring Helps Them to Hold Their Trade.**

We also manufacture Hemlock Lumber, Lath and Shingles; Cedar Posts, Poles and Ties; Hemlock Tan Bark; Heading, Veneers, Staves, Hoops.

We make a specialty of Mixed Cars. Try us next time.

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SAGINAW BRAND

MAPLE FLOORING

SAGINAW, MICH.

VON PLATEN LUMBER CO.

WE OFFER

100 M ft. 5/4 No. 1 and 2 Common Maple.
50 M ft. 6/4 No. 3 Common Maple.
50 M ft. 4x8 Sound Maple Hearts.
100 M ft. 4/4 No. 1 and 2 Common Birch.
50 M ft. 8/4 No. 3 Common Rock Elm.
50 M ft. 6/4 No. 3 Common Soft Elm.
22 M ft. 4/4 No. 3 Common Ash.
100 M ft. 6 ft. Coal door lumber.

IRON MOUNTAIN, MICH.

WM. HORNER

Manufacturer of "Smoothest"

Maple and Birch Flooring

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STACK LUMBER CO.

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50,000 ft.	5/4	No. 3 Elm.
80,000 ft.	6/4	No. 3 Elm.
475,000 ft.	4/4	No. 2 and Better Beech.
200,000 ft.	4/4	No. 1 and Better Birch.
250,000 ft.	4/4	No. 2 Birch.
150,000 ft.	4/4	No. 3 Birch.
100,000 ft.	5/4	No. 3 Birch.
70,000 ft.	8/4	No. 1 and Better Birch.
90,000 ft.	10/4	No. 1 and Better Birch.
75,000 ft.	4/4	FAS Maple.
1,100,000 ft.	4/4	No. 1 and 2 Maple.
50,000 ft.	8/4	Good Maple.
1,500,000 ft.	4/4	No. 3 Maple.
350,000 ft.	5/4	No. 3 Maple.
40,000 ft.	5/4	Step Plank Maple.
15,000 ft.	6/4	Step Plank Maple.
60,000 ft.	4/4	No. 2 and Better Soft Maple.
20,000 ft.	4/4	No. 3 and Better Balm of Gilead.
15,000 ft.		Saw Culls.

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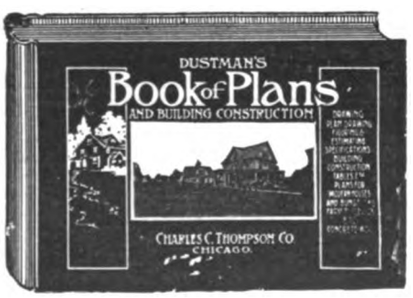

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ACTIVITIES IN AND ABOUT MEMPHIS.

Memphis, Tenn., Aug. 22.—Wood paving blocks are now being laid on Main Street between Linden and Calhoun avenues and work will shortly begin in replacing the cobblestones on Front Street between Court and Monroe avenues with wood paving blocks. There are a few stretches of street in the city which are still paved with these cobblestones, but they are rapidly giving way to the use of wood paving blocks which are regarded as far superior material.

A considerable portion of the down town district is now paved with these wooden blocks, particularly on Madison and Union avenues. The contract involves a considerable sum of money.

Geo. C. Brown & Co., with offices in Memphis and hardwood mill at Proctor, Ark., has filed an amendment to its charter whereby the capital stock will be increased from $150,000 to $300,000. This is the second time Geo. C. Brown & Co. have increased their capital stock since moving their headquarters to Memphis. The increase is made with a view to enlarging its facilities for handling its business which is growing rapidly. It has been able for some time to work at full capacity and is still able to keep its entire machinery going.

Winter & Ford, well known timber and mill operators, have leased a tract of land at Starkeville, Miss., and will establish thereon a factory for making ax handles. This new industry will create an excellent demand for hickory of which a good supply has already been secured by the owners of this enterprise.

Advices from Belzoni, Miss., indicate that the Belzoni Commercial Club is busy [illegible]ns for securing the new mill to be ere[illegible] or Tchula by Russe & Burgess.

LUMBER NEWS NOTES FROM SAN FRANCISCO.

San Francisco, Cal., Aug. 19.—Fruit shipments are breaking all former records and the late demand for box shooks has been the heaviest ever experienced. California box factories have been operating to capacity and now that the fresh fruit shipping season is about at an end are busy on box orders to handle the dried and canned packs. The California pine mills making a specialty of box lumber have been very busy of late.

Coast-wise lumber rates have stiffened, despite the falling off in the demand for lumber in California, and steam schooners are now carrying lumber from Columbia river points to San Francisco at $6 a thousand feet. The rate to Los Angeles and other ports in the southern part of the state is $7 a thousand.

Two log rafts have been brought down the coast from the Columbia river to San Francisco this season by the Hammond Lumber Co., each of these containing about 8,000,000 feet.

The Fife Shipping Co., controlled by Balfour, Guthrie & Co., is prepairing to place seven lumber schooners in the off-shore trade. Vessels are being constructed for the new firm.

The new steam schooner Oregon, built at Aberdeen for Wilson Bros. of San Francisco, arrived at the home port recently to have engines and boilers installed, and brought down a cargo of 500,000 feet of lumber.

The auxiliary schooner City of Portland, under charter to the Charles R. McCormick Co., of San Francisco, passed this port recently en route to Australia with the largest lumber cargo ever carried in a wooden vessel, there being 2,008,433 feet of mining timbers aboard.

EXTENSIVE IMPROVEMENTS AND NEW SHINGLE MILL ON NORTHWEST PACIFIC COAST.

Centralia, Wash., Aug. 15.—Henry W. Bale, head of the Woodlawn Mill & Boom Co., of Hoquiam, has announced that the new shingle mill of this concern began operations early in August. T. R. Tilley is superintendent. The new mill is equipped with the latest machinery and operated by individual motors supplied with electricity from a turbine engine.

Extensive improvements, including three dry kilns and a new office, the total cots of which will be about $5,000, are being made at the Aberdeen Lumber & Shingle Co.'s plant. The new kiln will give the company a capacity for kiln drying of 120,000 feet of lumber daily, double the present kiln capacity. This will bring the kiln drying output of the mill within 50,000 feet of the average daily cut and thus permit the mill to ship almost entirely by rail if rail business is preferred to cargo shipments.

The Manley-Moore Co., which is testing this method, has a five-year contract with the forest service and is cutting government timber on the Rainier National forest at an elevation of 4,000 feet above sea level, the highest elevation of any logging works operating in western Washington. Two years ago they installed an inclined railway over a mile long, and so arranged that a carload of logs coming down hauls an empty car up. On the maximum grade of this incline the track rises 57 feet in going forward 100.

The Palmer Lumber & Manufacturing Co., of Chehalis, has just installed one of the latest automatic fire alarm systems which covers the entire plant and is connected with the central fire station.

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Long Leaf Virgin Pine
Lumber and Timbers

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Mills: Kinder, Louisiana

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For Quick Shipment

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1,000,000 Feet No. 3 Hemlock

Lake Independence Lumber Co.

Saw Mills, Big Bay, Mich.

General Sales Offices
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MANUFACTURERS OF
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AND
"Finest" MAPLE FLOORING.
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WE manufacture it at our Band Mill at Richmond. We have a well assorted dry stock at Richmond of

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and would be pleased to quote you for prompt shipment.

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Richmond : Indiana

BAND MILLS
Richmond, Ind. Helena, Ark.

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The T. Wilce Company

22nd. and Throop Streets, CHICAGO

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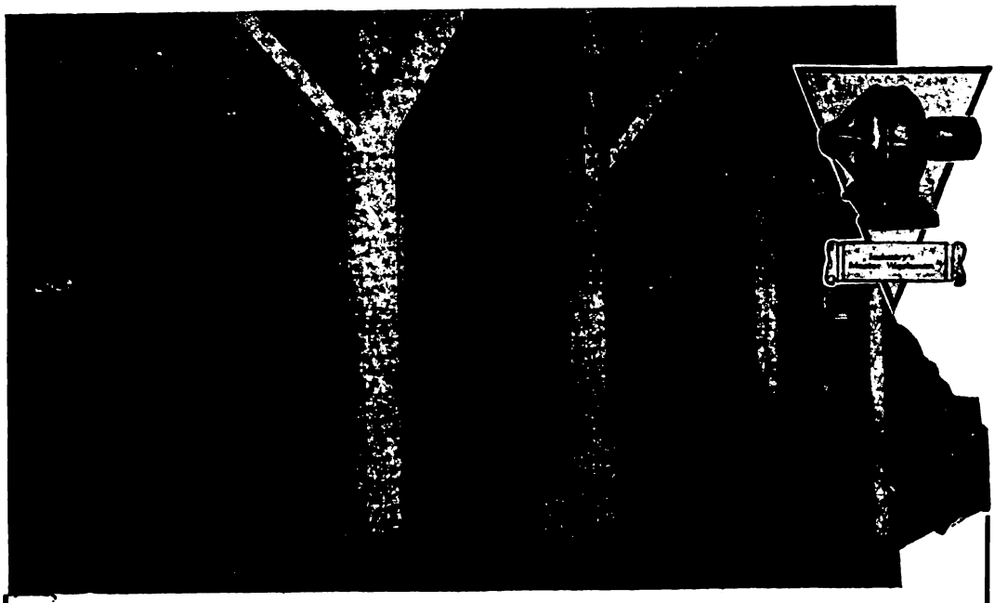

50 H-P G.-E. Motor Driving Trimmer and Transmission Booth-Kelly Lumber Co., Springfield, Ore.

Electric Power Reduces Mill Costs

If you would build a lighter mill building, but one story in height, consider electric power from G-E apparatus.

For a low upkeep and more continuous operation due to lessened vibration and definite limit to the power which can be applied to each machine use G-E apparatus.

Reduced fire hazard follows the separation of lath mill, picking table and hog house from saw mill which is possible with electric power.

To use much less power due to greatly lessened friction losses drive each machine with a G-E motor.

Let us refer you to satisfied users. Send for bulletin No. 4962, today.

General Electric Company

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The great economies of G-E motor drive are not confined to logging operations, but are evident throughout the mill. The following list shows a few of the many lumber mills with G-E installations:

SOUTH

Atlantic Coast Lumber Co., Georgetown, So. Carolina.
Ayer & Lord Tie Co., Argenta, Arkansas.
Ayer & Lord Tie Co., Granada, Mississippi.
Bagdad Land & Lumber Co., Bagdad, Fla.
Carpenter-O'Brien Co., Eastport, Fla.
East Coast Lumber Co., Watertown, Fla.
Great Eastern Lumber Co., Savannah, Georgia.
Great Southern Lumber Co., Bogalusa, La.
Gulf Lumber Co., Fullerton, La.
Hamilton Ridge Lumber Co., Estill, So. Carolina.
Lyon Cypress Lumber Co., Garyville, La.
McNary Lumber Co., Ltd., McNary, La.
Taylor County Lumber Co., Springdale, Fla.

MIDDLE WEST

Anderson Lumber Co., Stillwater, Wis.
Ayer & Lord Tie Co., Carbondale, Ill.
Bliss & Van Auken Co., Saginaw, Mich.
Buckley & Douglas Lumber Co., Manistee, Mich.
Central Lumber & Mill Co., Hammond, Ind.
Dover Lumber Co., Dover, Idaho.
Lake Independence Lumber Co., Big Bay, Mich.
McGillis-Gibbs Lumber Co., Clark Fork, Idaho.
Paine Lumber Co., Oshkosh, Wis.
Potlatch Lumber Co., Potlatch and Elk River, Idaho.
Red River Lumber Co., Minneapolis, Minn.

PACIFIC COAST

Booth-Kelly Lumber Co., Springfield, Ore.
M. A. Burns Lumber Co., Castelle, Cal.
Clark Nickerson Lumber Co., Everett, Wash.
Coast Range Lumber Co., Mabel, Ore.
C. & B. Lumber & Shingle Co., Everett, Wash.
Hammond Lumber Co., Eureka, Cal.
Hammond Lumber Co., Astoria, Ore.
Inman Poulsen Lumber Co., Portland, Ore.
McCloud River Lumber Co., McCloud, Cal.
McCormick Lumber Co., McCormick, Wash.
Mumby Lumber & Shingle Co., Bordeaux, Wash.
O'Connell Lumber Co., Winlock, Wash.
Onalaska Lumber Co., Onalaska, Wash.
Pelican Bay Lumber Co., Klamath Falls, Ore.
Red River Lumber Co., Susanville, Cal., and Westwood.
Robinson Mfg. Co., Everett, Wash.
Schwager, Nettleton Mills, Seattle, Wash.
C. A. Smith Lumber Co., Marshfield, Ore.
C. A. Smith Lumber Co., Bay Point, Cal.
Chas. K. Spaulding Logging Co., Salem, Ore.
Seattle Lumber Co., Seattle, Wash.
Standard Lumber Co., Deer Park, Wash.
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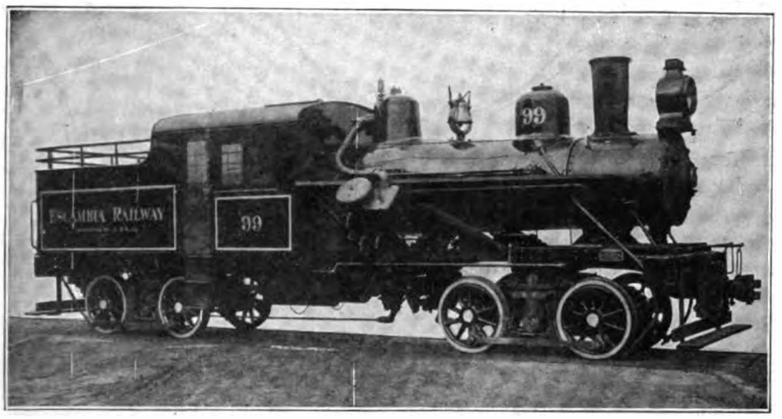

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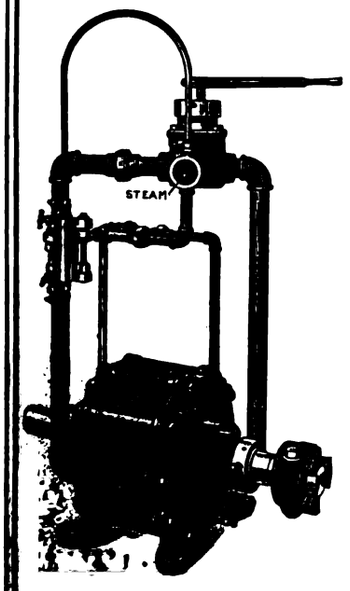

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"It doubled the capacity of the mill over the friction feed. It was worth ten times the price of it to us in one summer."
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"Would not run without it. It is the life of the mill."
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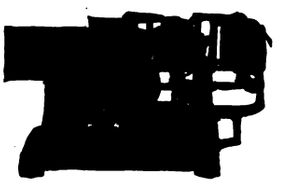

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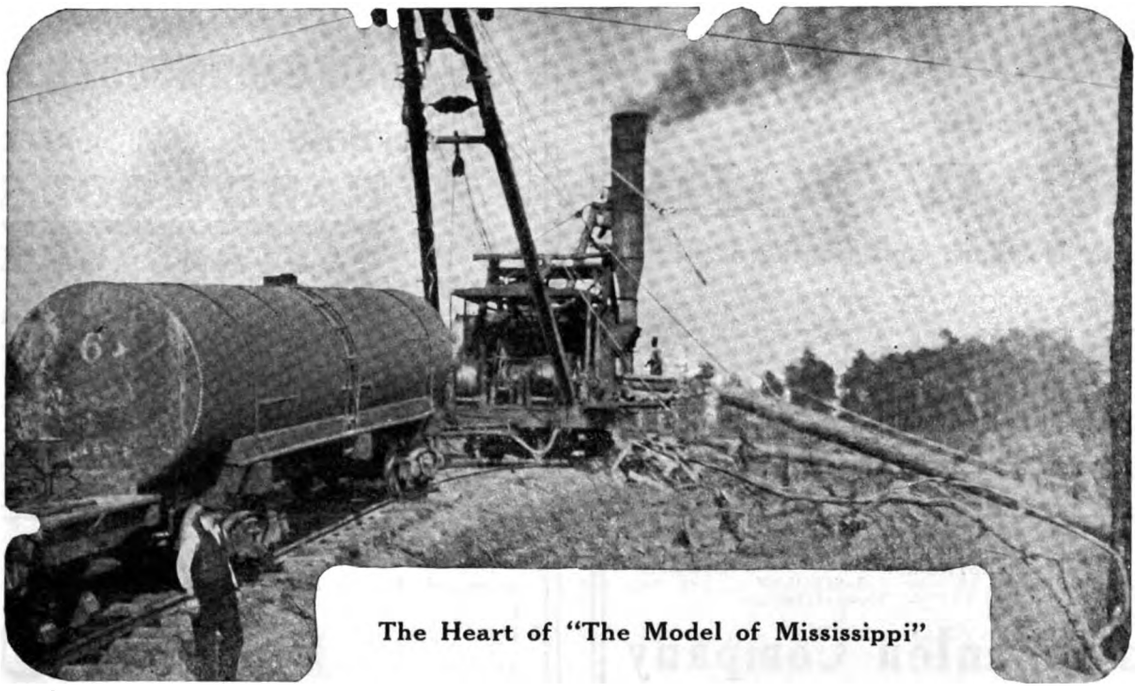

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Louisiana Long Leaf Yellow Pine

Located on Main Lines of Illinois Central and Kentwood & Eastern Rys.

All No. 2 and Better Strips, Boards, Shiplap and Lath—Steam Kiln Dried

DAILY OUTPUT—550,000 FEET

SPECIALTIES:—Uniform and high grades, superior planing mill work, prompt service, for the retail yard, factory, railway and export trade.

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Just now is a good time to prepare for Fall trade by sending us your orders for

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There is no better wood for Joists, Rafters, Studding, Roof Boards, Sheathing and Flooring.

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Lumber World Review

THE LUMBER REVIEW
FOUNDED 1897

CONSOLIDATED JANUARY 1912

THE LUMBER WORLD
FOUNDED 1905

Volume XXXI
Number 5

CHICAGO, SEPTEMBER 10, 1916

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in the tract he bought from you which he didn't *know he was getting and you didn't know you had. This million feet was neither a gift nor a purchase. It did not figure in the price. It was a find—for him. But you?*

You Lost a Million Feet

or maybe vice versa. Perhaps you sold him a million *feet which you thought you had but which he didn't get, in which case*

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No matter which way the cat may jump, the truth *is that in a sound commercial transaction running into six or seven figures there ought not to be any "cat."*

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It is because we have been so helpful in placing before lumber dealers the excellent ideas and better methods in lumber distribution and selling that have been thought out by our staff of thoroughly trained men, that shrewd lumber dealers attribute no small part of their success to the fact that they have accepted our co-operation. Our executives and mill workers are experts who really do know lumber and who are familiar with the problems that confront the lumber dealer and the lumber industry. Therefore, they are prepared to serve you in a manner that is most beneficial to you.

OUR METHODS HELP THE DEALER TO WIN OUT

One very important feature of our business is our one-man inspection system. By this system, one man regularly visits all of our six large mills and carefully inspects and assorts the lumber so that absolute uniformity of grades and quality is assured. Thus, a shipment of yellow pine lumber purchased from us, even though forwarded from more than one of our mills, contains no off-grade lumber. This one-man inspection system is obviously superior to any method whereby many men, with varying judgments, are employed to perform this important work.

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It costs you no more in the beginning and it's cheaper in the end

It will be greatly to your advantage to send for our somewhat different price list. It quotes the prices on all grades of yellow pine lumber DELIVERED.

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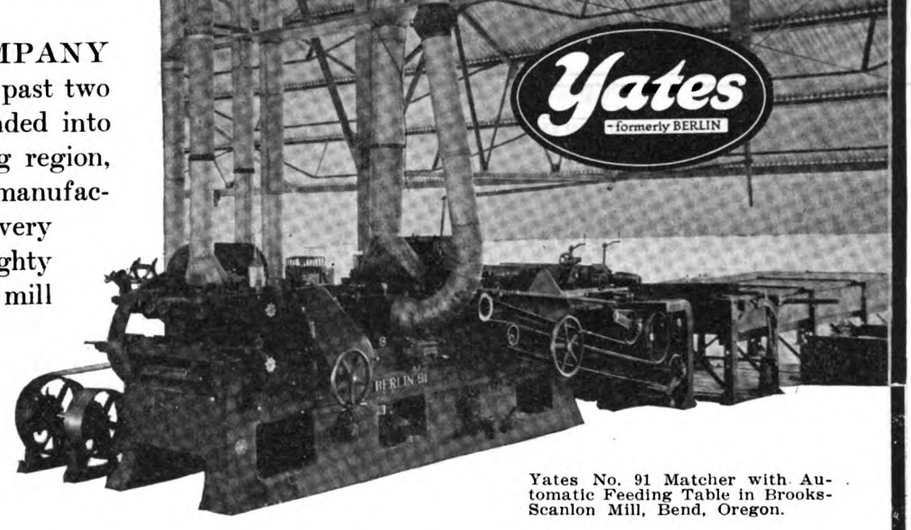
A GREAT LUMBER COMPANY that has operated mills for the past two decades—whose activities have extended into nearly every great lumber producing region, and whose experience includes the manufacture of lumber from practically every variety of timber, should be a mighty good judge of real merit in planing mill machinery.

—And when that company after purchasing not less than fifteen Yates (formerly Berlin) Matchers during the past ten years, selects a



Yates No. 91 Matcher with Automatic Feeding Table in Brooks-Scanlon Mill, Bend, Oregon.

Yates Planer and Matcher

for its latest operations in the famous new lumber center at Bend, Oregon, there must be something exceptionally meritorious about Yates Matchers.

The name of the Brooks-Scanlon Lumber Co. is as familiar in lumberdom as that of Carnegie in the iron and steel industry. Read what Mr. J. P. Keyes, general manager of Brooks-Scanlon interests at Bend says about their latest Yates Planer and Matcher shown above.

Gentlemen:

In reply to yours of the 18th, we are pleased to state that the No. 91 Matcher is giving excellent results in surfacing stock two or four sides at a feed of 250 feet per minute and in running pattern stock, such as shiplap, drop siding, etc., at 150 lin. feet per minute. The machine has been giving us no trouble in operation and its work, at the speed mentioned, is, we think, beyond criticism.

Yours truly,
BROOKS-SCANLON LUMBER COMPANY,
J. P. Keyes, Gen. Mgr.

To P. B. Yates Machine Co.

Note particularly that Mr. Keyes reports that the "91" "Gives us no trouble in operation." That means a lot in the operation of high speed matchers, where every minute's delay means hundreds of feet loss in production.

Write for our circular "No. 91". It tells why the Yates is the best buy in the Matcher field.

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No. 3 Western Pine Boards

Our mixed cars of No. 3 Boards, Lap Siding and choice Larch Dimension will equip your yard with the real trade winning material.

Order Now!

The abundant crops throughout the country insure activity in building on farm and in town. Get ready to handle the trade.

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has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.
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Our Trade-Mark "Electric" is stamped on underside of our flooring

We are members of the Maple Flooring Manufacturers' Association

Maple, Beech and Birch Flooring

In addition to our large production of the standard thickness 13/16 inch flooring, we make annually between two and three million feet of 3/8 inch thick.

This Thin "Electric" flooring is put up in a variety of sizes, woods and selected features to supply the varied requirements of the home builder.

When used in new buildings it is laid over a smooth subfloor. But a great deal of it is laid over old floors to modernize older buildings.

Our superior lumber and manufacturing efficiency make the "Electric" a standard of comparison. Why take a chance? Order the standard.

Practical instructions for laying, finishing and taking care of hardwood floors are yours for the asking.

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ROCKHARD MITCHELL MAPLE FLOORING

"Rockhard," Maple Beech and Birch Flooring

Is so good that it satisfies the discriminating user who cares more for quality and superior mill work than a slight difference in price.

Order the Rockhard. ***It Pays.***

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Daily Capacity One Million Feet

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Genuine Cork White Pine and Plenty of It

Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily

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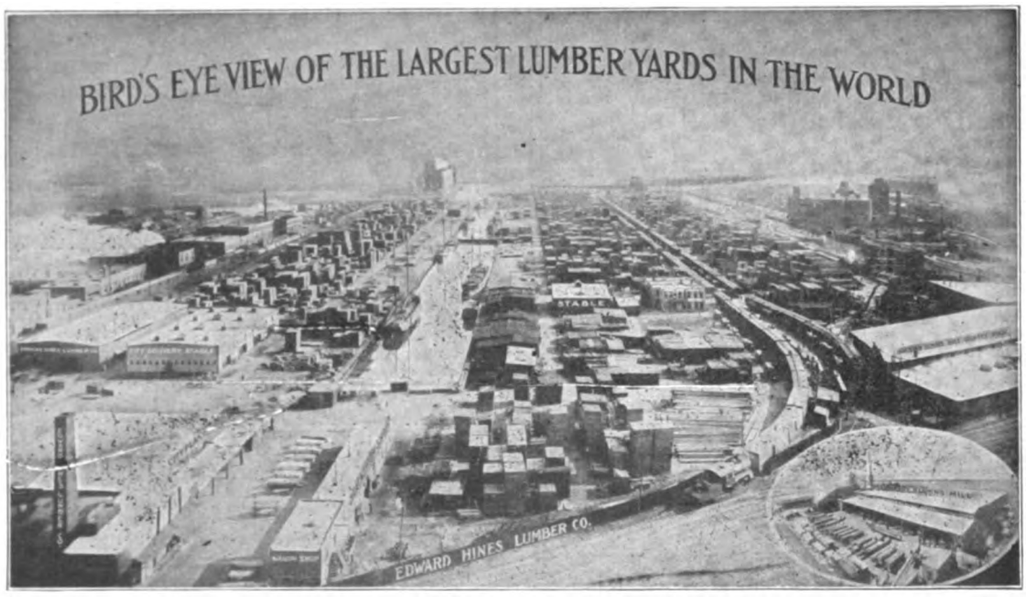

Largest Lumber Yards in the World

Birdseye view, taken from tower 300 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office. TELEPHONE "CANAL" 340

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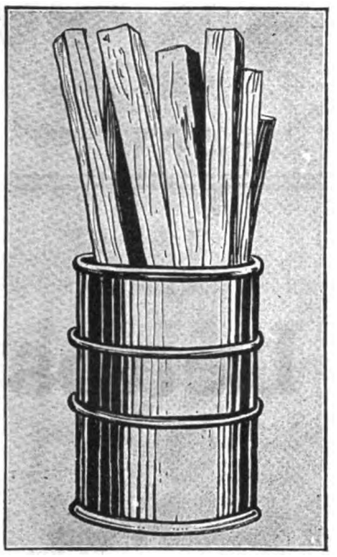

Showing tank treatment of timber with Carbosota—Barrett's Grade-One Creosote Oil.

LONG LIFE *FOR* WOOD *AT* LOW COST.

Showing brush application by hand of Carbosota—Barrett's Grade-One Creosote Oil.

Barrett's TRADE B MARK **Carbosota**
Grade-One Liquid Creosote Oil

Will prevent decay of fence posts, basement plankings, sills, stringers, telegraph and telephone poles and exposed timber.

Special Notice Regarding Change in Name

Since we introduced Grade-One Liquid Creosote Oil numerous imitations have appeared on the market. For ease of identification, therefore, we have decided to change the name of this product and hereafter it will be known as BARRETT'S CARBOSOTA—Grade-One Liquid Creosote Oil.

Booklet regarding the treatment free on request to nearest office.

The Barrett Company

New York Chicago Philadelphia Boston St. Louis Cleveland Cincinnati Pittsburgh
Detroit Birmingham Kansas City Minneapolis Nashville Salt Lake City Seattle Peoria
THE PATERSON MANUFACTURING COMPANY, Limited: Montreal Toronto Winnipeg Vancouver
St. John, N. B. Halifax, N. S. Sydney, N. S.

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He Who Looks Before He Leaps

Aren't you expecting a pretty good retail trade this fall? For a time at least the railroad strike is off our minds, crops are good with big prices for the farmer, war troubles gradually straightening out and the whole country prosperous. Don't things look rather good to you?

It is a fact, however, that the very volume of the fall business will get the retail dealers into trouble, as few are prepared to meet it. The lesson of a car shortage is hard to learn and people will get caught. The fact that we are already short of equipment indicates what the situation will be with us when the crops begin to move in big volume. There will be a call for lumber which can not be quickly supplied and both you and we will suffer, as some substitute materials will be used.

Even the threat of a railroad strike has had its effect upon the movement of freight. Has it ever occurred to you how far behind the railroads would get if for only one day not a car moved? And yet, in effect, that is what has happened, as the embargoes of a few days upon perishable shipments caused a decreased movement which must now be made up despite the fact that all roads are moving freight up to their capacity.

We harp on this subject for the reason that we see trouble ahead. We wish you to have the lumber you will need, and we dislike being blamed when the shortage is on in earnest for delays which are not our fault.

Let us insist, for the protection of both you and ourselves, that you delay no longer, but that you order ahead to meet what your trade will demand.

Be One of Those Who Are Helping T

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Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL"	Baker-Wakefield Cypress Co., Plattenville, La.
CYPRESS S 77 C M A "THE WOOD ETERNAL"	Baxter, G. S., & Co., Jacksonville, Fla.
CYPRESS S 4 C M A "THE WOOD ETERNAL"	Bowie Lumber Co., Bowie, La.
CYPRESS S 6 C M A "THE WOOD ETERNAL"	Burton-Swartz Cypress Co., Burton, La.
CYPRESS S 78 C M A "THE WOOD ETERNAL"	Cummer Lumber Co., Jacksonville, Fla.
CYPRESS S 11 C M A "THE WOOD ETERNAL"	Cummings-Moberly Cypress Co., Moberly, La.
CYPRESS S 13 C M A "THE WOOD ETERNAL"	Dibert, Stark & Brown Cypress Co., Donner, La.
CYPRESS S 66 C M A "THE WOOD ETERNAL"	East Coast Lumber Co., Watertown, Fla.
CYPRESS S 20 C M A "THE WOOD ETERNAL"	Albert Hanson Lumber Co., Garden City, La.
CYPRESS S 68 C M A "THE WOOD ETERNAL"	Hebard Cypress Co., Waycross, Ga.
CYPRESS S 23 C M A "THE WOOD ETERNAL"	Jeanerette Lumber & Shingle Co., Jeanerette, La.
CYPRESS S 26 C M A "THE WOOD ETERNAL"	Lutcher & Moore Cypress Lumber Co., Lutcher, La.
CYPRESS S 31 C M A "THE WOOD ETERNAL"	Opdenweyer-Alcus Cypress Co., Sorrento, La.
CYPRESS S 23 C M A "THE WOOD ETERNAL"	Ramos Lumber Co., Ramos, La.
CYPRESS S 74 C M A "THE WOOD ETERNAL"	Standard Lumber Co., Live Oak, Fla.
CYPRESS S 43 C M A "THE WOOD ETERNAL"	Whitecastle Lumber & Shingle Co., Whitecastle, La.
CYPRESS S 46 C M A "THE WOOD ETERNAL"	F. B. Williams Cypress Co., Patterson, La.

Put The PRESSure Behind CYPRESS

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Order Our

"BENFORD" STOCK

It is

ALL KILN DRIED—DIMENSION SURFACED

"TWO SIDES and ONE EDGE"

Which Assures Even and Uniform Stock

CONTINENTAL LUMBER COMPANY

HOUSTON, TEXAS

EVERYTHING IN

Louisiana Red Cypress

250,000,000 Feet in Stock All the Time

CYPRESS "THE WOOD ETERNAL"

No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.

WE WANT YOUR ORDERS

Shipments by rail or sea.

Cable Address, "REDCYPRESS"

Louisiana Red Cypress Company

Hibernian Bank Bldg. NEW ORLEANS, LA. Frank N. Snell, Sec. & Gen. Mgr.

COLEMAN FEED ROLLER (that never wears out)

Give your edgerman a chance

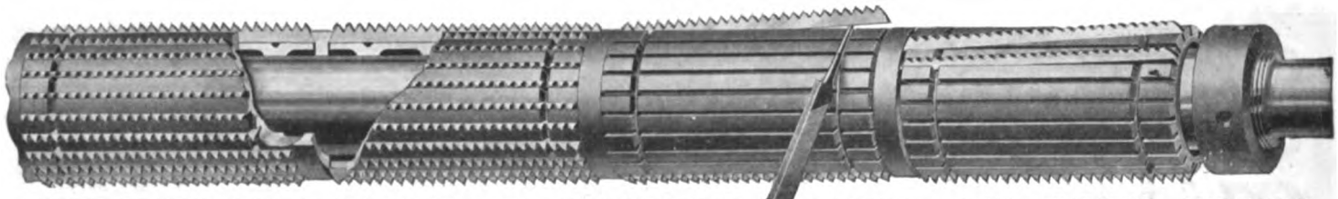
Did you ever stop to think what your edgerman is up against? He has to turn his stock over, examine it, and shift his saws to rip his stock to the best advantage. He has *got to* get the stock through the edger as fast as it comes to him, and it sure comes plenty fast since the sawyer's power outfit has about doubled the sawyer's output.

The edger feed rollers, which are just as essential as the saws, are still the same old fluted or saw-toothed chunks of iron or steel. Possibly they have "detachable" teeth which it takes three days to detach and replace. Such rollers have to be sharpened (*if* you get around to it) when the mill is shut down. Consequently the edgerman is feeding the stock by the "armstrong method" over dull rollers most of the time.

Yet the edgerman is responsible for the grade of a large part of your output, and gets duly "cussed" for making crooked lumber, narrow ends, and "common" which might be "clear."

When you put up to a man more than he can do WELL, *he is costing you money*. Give *your* edgerman COLEMAN rollers.

The COLEMAN FEED ROLLER does away with crooked lines and the overplus of low grades because it can be RESHARPENED (right in its bearings) any day AT NOON and so is *always sharp*. The body never wears out, so there are no replacements.



WE'LL "PROVE UP" BY 30 DAYS' FREE TRIAL ON YOUR EDGER

Send for booklet of sawmill sense, free

COLEMAN FEED ROLLER COMPANY, VREDENBURGH, ALA.

For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.

On exhibition at their branch houses (Atlanta, Ga. Memphis, Tenn. New Orleans, La. New York City San Francisco, Cal. Vancouver, B. C.
(Chicago, Ill. Minneapolis, Minn. Hamilton, Ont. Portland, Ore. Seattle, Wash. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

B-S CYPRESS CO.

IN THE HEART OF THE BEST CYPRESS DISTRICT

We supply everything in

The New Grades of Cypress

Rough or Dressed Stock

Our Cypress is more even in Color and Texture

We solicit your inquiries and orders

Same Management
Burton-Swartz Cypress Co.
Burton, La.

Annual Capacity
70,000,000
Feet

Burton = Swartz

Cypress Co. of Florida

PERRY, FLA.

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White and Norway Pine

We have on hand a large stock of Northern Pine lumber, all stock up to grade and ready for immediate delivery.

QUALITY UNEXCELLED

Send in your orders to headquarters

Shevlin-Carpenter Company

Chicago Office
1986 Continental & Commercial Bank Bldg.

Minneapolis Office
900 First National Soo Line Bldg.

California White Pine

Manufactured to Shevlin Quality is Unequaled

The Shevlin-Hixon Company
Bend, Oregon

Operators Box Dept.: KNAPP-CHENEY COMPANY, Portland, Oregon

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G. W. GATES & CO., Portland-Salt Lake City

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PITTSBURGH-PHILADELPHIA
FOREST LUMBER COMPANY

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GIRDLING THE EARTH WITH HOUSES

THE STORY OF VOLUME:

The volume of lumber produced in the mills of this company each year is sufficient to build a good-sized house every mile round the earth.

Stop and think what it means to buy **quality lumber** from a company that can so standardize its quality as to keep up a demand for a quantity it must manufacture, sufficient to build one good-sized house every mile round the earth.

Think what it means to have an annual demand for **quality lumber** in such an aggregate as to form a train shipment of twenty-four thousand three hundred and sixty-six cars, each car billed to a lumber buyer or on an export order.

Imagine a train of cars one hundred and eighty-four miles long. That represents the annual output of the Long-Bell Lumber Company's mills.

The largest yellow pine milling capacity under the control of a single organization is the Long-Bell Lumber Company, with capacity for manufacturing over one and a half million feet of lumber per day.

With three hundred working days the capacity shows an output of over four hundred and fifty million feet per annum.

This enormous production of **quality lumber** is possible to be manufactured by one organization only because of the company's efficient management.

It is only possible to manufacture **quality lumber** representing over one and a half million feet per day because of the demand by dealers and consumers in this and foreign countries which is increasing in volume every year.

There is a reason why the Long-Bell Lumber Company manufactures an increased quantity every year and is able to sell its daily output of one and a half million feet.

THAT REASON IS QUALITY

The standardization of lumber began with the Long-Bell Lumber Company a great many years ago.

A **quality standard** was established which made a reputation while it built up the volume and this standard of quality has been guarded with care by the mill managers who are jealous of the splendid reputation thus attained.

But more than all this the record made by the Long-Bell mills for PROMPT SHIPMENT has caused dealers, all over the world, to repeat and continue to repeat their hurry-up orders once they have had a taste of this **quality lumber** and these quick delivery shipments.

Think of a record established by one lumber organization which shows an average time of eight and a half days from the arrival of orders at the mills until the cars were loaded, on the entire 1915 year's production.

It is YOU, Mr. Dealer, who gets the benefits of this **quality lumber** and these record shipments.

It is you, Mr. Lumber Dealer, who makes it possible for these mills to produce **quality lumber** and get it out for you on record time. The Long-Bell Lumber Company is mindful at all times of your needs, your requirements, and your customers' demands.

A large lumber mill organization can increase its business only by the most refined attention to the minutest detail of the finished product.

A leader of quality and volume can only maintain its supremacy by its attention to these details, and so careful and so watchful are the mill managers and their foremen in their constant scrutiny of every step of the progress of lumber manufacturing from the log to the car door that you may be assured your cars of lumber at all times will bear YOUR most careful scrutiny.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company
KANSAS CITY, MO.

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Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

"IS IT AS GOOD AS KIRBY'S"
MANUFACTURED ONLY BY
KIRBY LUMBER COMPANY
HOUSTON CHICAGO ST. LOUIS KANSAS CITY OMAHA
OKLAHOMA CITY WACO SAN ANTONIO NAVASA

Don't Say "Long Leaf," Say "Ragley Long Leaf"

There IS A Difference

We specialize in structural timbers, manufactured from Calcasieu Long Leaf Yellow Pine, but can fill dealers' orders for anything in Yellow Pine : : : :

W. G. Ragley Lumber Co., Ragley, La.

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QUALITY
SERVICE
CAPACITY

MEANS MUCH TO RETAILERS:--

The "Exchange" mill companies spend a substantial additional amount more than necessary to make QUALITY stock, uniform grades, highest manufacture and closest inspection. We do not *add* the word QUALITY to our stock:—WE BUILD IT IN. *Costs us more.*

SERVICE:—Our selling organization follows closely the policy of taking orders for stock on hand only, for immediate release, and as a result, most of our orders for regular stock are completed within one to five days after receipt at mills. (70 per cent of all kinds of orders in January 1916 were shipped during January). *Costs us more.*

CAPACITY great enough, but not too big. 9 plants cut about 750 to 800,000 feet of lumber per day, and every foot of it good lumber.

All this means IN-BUILT VALUE TO THE DEALER. *Costs us more to produce,* but our claim departments are very little expense to us, and we are able to sell with less expense to our mills, because the right kind of stock is quite a bit of a salesman itself, and works without charge. Besides, the satisfaction of doing business on a SQUARE, ROCK SOLID—HONEST—FAIR BASIS is certainly SOME satisfaction.

IF YOU HAVEN'T LINED UP ALREADY FOR "EXCHANGE QUALITY-SERVICE-CAPACITY," YOU'LL FIND A NEW MEDICINE FOR SICK Profit and Loss accounts, and increased satisfaction in selling the best, in commencing NOW.

MISSOURI LUMBER & LAND
EXCHANGE COMPANY

SUITE 1111, LONG BUILDING **KANSAS CITY, MO.**

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Mississippi Lumber Co.

Manufacture

EXCEPTIONALLY FINE

SHORT LEAF FINISH

STEAM KILN DRIED

VERY SOFT AND LIGHT

Also

A full assortment of Long and Short Leaf Yard Stock,
Kiln Dried and Soda Dipped.

Also

HARDWOOD

White and Red Oak, Poplar, Sap and Red Gum,
Magnolia, Ash, Elm and Beach.
White Oak Bridge Plank and Ties.
Car Material.

Modern Fast Feed Planing Machines

The work is SLICK as GLASS.

WE SHIP WHEN WE PROMISE.

Address Inquiries and Orders to
519 Mississippi Ave.,
QUITMAN, MISS.

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our luxuriant timber.

Edward Rutledge Timber Co.

Coeur d'Alene, Idaho

Speed in the Lumber Office

is as essential as speed in the yard or mill—only more so in that office labor costs more to start with and in most offices a whole lot more than it should at the finish. But whatever your objections may have been in the past toward mechanical aid you can't afford now to overlook the

Dalton Adding, Listing and Calculating Machine

In actual practice it has demonstrated its efficiency in the lumber office not only in addition, but in the auditing of invoices requiring multiplication. For example it took an ordinary operator on the Dalton but **67 seconds** to audit the following invoices:

464 pcs. 1x8—16 No. 2 Com. Y. P. S2S	4,949
763 pcs. 1x8—18 No. 2 Com. Y. P. S2S	9,156
134 pcs. 1x8—20 No. 2 Com. Y. P. S2S	1,786
206 pcs. 1x8—24 No. 2 Com. Y. P. S2S	3,296
	19.187 ft. @ $14.45 M. $277.25
Weight 2,082 lbs. M. 39,947 lbs.	
Rate 14.25 cwt.	$ 56.92
Total at destination	$334.17

How Long Would It Take You To Do it?

The Dalton Adding Machine Co.

Norwood, Cincinnati, Ohio

Fill out coupon attached and mail today for further information regarding use of the Dalton in the lumber office.

I should be glad to know more about the DALTON adding machine and welcome some further information on the subject, without obligation to us.

.....

.....

.....

Lumber World Review, August 25, 1916.

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NORTH CAROLINA PINE

This is a real Shortleaf variety of Southern Pine, grown in the Coastal Plain of Virginia and the Carolinas, where climatic and soil conditions contribute to bring the trees to perfection, and cause the product to be truly the Wood of Universal Uses.

Carpenters like it because it works so easy—does not gum up the tools with pitch.

Contractors like it because it saves time in cutting, fitting and finishing—and time is money with them.

Home Owners like it because of its utility and beauty, its susceptibility to paints and stains, and its good wearing qualities.

The Lady of the House likes it because of its artistic effects, and its "homey" atmosphere.

Dealers like it because it is easy to get—and easy to sell at a good profit.

You will like it, too, if you will put in a car or two for trial.

The mills named below manufacture thoroughly kiln-dried, carefully graded NORTH CAROLINA PINE, and will be glad to serve you:

Anderson Lumber Corporation
MARION, S. C.

Fosburgh Lumber Co.
NORFOLK, VA.

Greenleaf Johnson Lumber Co.
NORFOLK, VA.

Montgomery Lumber Co.
SUFFOLK, VA.

John L. Roper Lumber Co.
NORFOLK, VA.

Waccamaw Lumber Co.
BOLTON, N. C.

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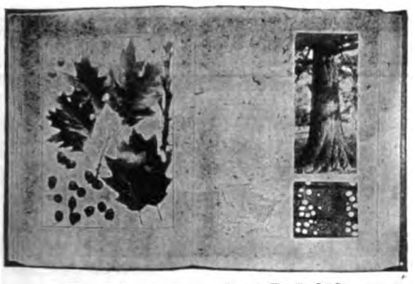
Hough's American Woods

A unique and most useful publication illustrated by actual specimens, showing 3 sections of each wood, mounted in separable pages, with full text.
Its author has been awarded the special Elliott Cresson gold medal on account of its production.



Hand book Opened at Red Oak

Hough's Handbook of Trees

Is photo-descriptive and will enable one without a knowledge of botany to recognize the trees at any season of the year. Most useful for one wishing to know the trees.

If interested in woods or trees from whatever standpoint, write for information and sample specimens. See our exhibit at the Panama Exposition, Mezzanine Floor of Palace of Education.

Romeyn B. Hough Co.

Box 21 Lowville, N. Y

American Forest Trees

By the late Henry H. Gibson
Edited by Hu Maxwell, Wood Utilization Expert

The book is beautifully printed, and is handsomely bound in half leather, dark green roan back and corners, with basket cloth sides, silk head-bands, gold stamping on the back, and gilt top.
The work is illustrated in sepia with more than 100 full-page halftones from photographs covering all the chief commercial varieties of virgin forest timber growing in the United States, and also with numerous engravings from drawings showing leaf and flower forms, etc.
The price of the work is $6.00, delivered by express or mail.

Address **LUMBER WORLD REVIEW**
608 South Dearborn Street, Chicago, Ill.

"It Systematizes His Thought and Acts".

When You Teach a Clerk the Cash Register "Habit" You Systematize Him All Over

The habit of making a permanent, accurate record of *every* transaction is a good habit. It makes a salesman efficient in a much wider sphere than the mere operation of a machine.

Cures Bad Habits

It systematizes his thoughts and acts—cures him of the fatal habit of trusting to memory—prevents his "putting off" to a later time the duty which should be done now.

Stimulates Ambition

And when you give each clerk his own individual cash drawer you strengthen his sense of responsibility and stimulate his ambition to make a record as an efficient salesman.

He knows that his work will be compared, nightly, with that of his fellow-clerks—the number of sales, average amount of sale, total cash receipts, total charge transactions, total profit to the merchant on his day's work.

It gives him backbone, increases his sales—to a marked degree.

What Causes Most Failures

Failure to get the money for what they sell—or in leaks after the money comes into the store—wrecks more retail stores than all other causes combined.

Everybody Better Off

Sales increase immediately whenever a multiple cash drawer register is installed; leak-losses stop; the whole tone of the store is improved.

And when the proprietor is wise enough to reward salespeople whose average sales and collection records excel those of their fellow-salesmen, the spirit of friendly rivalry becomes permanent and the store enters a new era of prosperity.

Let us tell you more about the sales boosting power of this new and better system of store accounting.

The National Cash Register Company
Dayton, Ohio

The National Cash Register Co., Dayton, O.
Please give me some facts and figures as to how your new system of Registers will increase sales and stop the leaks. This request, of course, does not obligate me to buy.

*Name*_____
*Kind of Store*_____
*Address*_____
Lumber World Review, Sept. 10, 1916.

DO YOU KNOW

That we are the largest manufacturers of Pine and Cypress in Florida?
That we ship mixed cars of Pine and Cypress, when you so desire?
That your inquiries and orders receive prompt attention?

STANDARD LUMBER COMPANY

LIVE OAK, FLORIDA

Mills on L.O. P. & G. R. R. **Daily Capacity 500,000 Feet**

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We want to move quick

10 Cars 4/4 No. 2 Common

PLAIN OAK

We ship all over the world

Headquarters for

Old Fashioned Yellow Poplar

VANSANT, KITCHEN & CO.

Ashland, : : Kentucky

All timbers and heavy planking will bear the ***Calcasieu Long Leaf*** Trade-Mark brand shown in this advertisement.

We carry 35 million feet of well assorted one and two inch stock in all sizes and grades.

Industrial Lumber Company

Elizabeth, La.

Edw. E. Krauss Sales Manager

IN THE EARLY DAYS

lumber was a word used to describe things that were useless or of little value. The Lombards were the money lenders of the middle ages. A Lombard-room was a room used by pawn brokers to store their pledges consisting of household goods and things of cumbersome or bulky nature. Later such space was termed "lumber room." Lumber, therefore, represented in those days nothing of consequence.

NOW

we know lumber as timber sawn into the form of beams, joists, boards, planks, and especially that which is smaller than heavy timber. The word brings to mind boards of even running thickness and width, clear, straight, strong, durable, with grain or figure, according to species, that will harmonize with any setting. Lumber now occupies a place in civilization that makes it indispensable to mankind, keeping step with every progressive move in manufacture. Ours is the lumber of the modern kind.

We know that we know lumber as it is now known.

We want you to know that we not only know lumber but know how to make it.

One little order will prove we can make good.

LAMB-FISH LUMBER COMPANY, CHARLESTON, MISS.

"The Largest Hardwood Mill in the World"

Service Stability Satisfaction

Prepare for fall trade by taking advantage of our superior facilities for selling and shipping DOUGLAS FIR. We ship 30 cars every 10 hours.

Our Selling Organization.

Minneapolis—C. M. Rhone.
Denver—Dwight H. Elder.
Sioux City—J. D. Merrill.
Pocatello—R. C. Angell Co. (E. T. Sturgeon).
Salt Lake City—R. C. Angell Co. (R. C. Angell).
Walla Walla—W. E. Murphy.
Grand Island—McCormick & White (T. P. White).
Omaha—McCormick & White (F. P. McCormick).
Chicago—Geo. T. Mickle Lbr. Co. (Wilber Hattery, Jr., Mgr. Western Dept.).

Douglas Fir Lumber Company

Manufacturing Merchants **Portland, Oregon**

Our own reputation is the added guarantee to every bundle of Rite-Grade we ship you

RITE-GRADE RED CEDAR SHINGLES

are their own solicitor for your next order. We want your Rite-Grade business, and we respectfully ask you for your next car.

St. Paul & Tacoma Lumber Co.

TACOMA - - - - - WASHINGTON

Western Soft Pine and Larch Lumber

***Also* Box Shooks, Lath, Moldings, Sash, Doors, Millwork**
Shop Lumber and Lap Siding for Eastern Trade

When you need **Quick Shipment** remember our stocks are two hundred miles, or more, closer to you than most of the Western mills.

ANACONDA COPPER MINING COMPANY

Lumber Department **BONNER, MONTANA**

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 5

CHICAGO, SEPTEMBER 10, 1916

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Two Dollars a Year

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Bolling Arthur Johnson
Editor

Lucius E. Fuller
Associate Editor

Dr. Hermann von Schrenk
E. A. Sterling
Contributing Editors

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Hotel Baltimore ..... Kansas City, Mo.
Hotel St. Paul ..... St. Paul, Minn.
Vanderbilt Hotel ..... New York City
Albemarle-Hoffman ..... New York City
New Richmond Hotel ..... Seattle

THE "INEVITABLE" STRIKE DID NOT OCCUR—but we fear worse happened—and now, for the first time—just as if it was important that anyone SHOULD know, we will, in a few words—state our REAL POSITION in this matter.

We believe in working at these things in the open and in an aggressive way, and at the very beginning of a promise of trouble, and not in a throwing up of hands, like panicky passengers at a train robbery with an acknowledgement that "Here is the end," "Let's quit" or—what is worse—"Come on! This thing is all over anyway, but let us destroy ourselves in a mad rush upon the masked batteries of the enemy."

We say all these things now because at the end of this fight, which was celebrated by the President of the United States signing the Eight-Hour Day bill with four gold pens—there began—a bigger, and deeper, and more FAR-REACHING struggle than the OTHER has been.

This thing which has happened in Washington is not PEACE; it is a TRUCE.

John T. McCutcheon was correct when he gave birth to the cartoon showing the burden of this proposition being piled upon the backs of the less important labor element of the country and the "people."

The "Chicago Herald" says: "Whether the legislation just passed will hold good in the courts remains to be seen. There are indications that the railroads will not accept the law without having it passed on and confirmed by the highest tribunal. But that prospect brings us once more into the region of orderly settlement of disputed questions by due and familiar processes. It has no place with the night-mare which the forced congressional action on Saturday brought to an end. The Adamson act is not peace, but only a truce, giving us time to ascertain what are the facts and to devise effective measures for future adjustment of such situations without destructive warfare and a truly national calamity and with fair consideration of all the interests involved. It is not so much 'relief for the railways' that is wanted and that is imperatively demanded as protection and security for the whole people."

That thought of the "Herald" is only the warm, comfortable feeling of the man who has just missed having his life crushed out by reaching the "safety isle" in the middle of the street, one thousandth part of a second prior to the passage of a joy-riding automobile, but does NOT seem to realize that he is only on a "safety isle" and that there is, YET—in either direction—a wide expanse of danger zone that he must pass before he is really SAFE!

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Right now is the time, when the National Chambers of Commerce and Bureaus of Investigation and Lumber Associations and individual lumbermen, who are also patriots, and that submerged minority who still believe in the Golden Rule, should REALLY begin to do something against the NEXT national upheaval and not wait—as we have done in the past—for an opportunity to lock the door after the horse is gone and the thief has triumphed.

The Chamber of Commerce of the United States believes so thoroughly in the prowess of the work of the man in the flesh in governing the currents of national affairs as opposed to publicity propaganda and such feeble things as editorial effort that it would do well to devote the rest of its natural life to inducing an unlimited number of honest business men to enter politics for the purpose of assuming the burdens of government RATHER than to continue its efforts at reforming the politician who now exists.

Believe the Strike Should Have Occurred!

THE GREAT PUBLIC WILL NEVER KNOW how nearly ready the railroad contingent was for the strike to occur.

It would be idle to attempt to endeavor to assert what would have happened if the strike had occurred, but we cannot pass from this subject and do justice to a great and stalwart minority, which includes men like E. P. Ripley, without quoting the wholesome suggestion made by a St. Louis editor on the morning of August 27, in that avowed Democratic publication "The St. Louis Republic."

THERE was a man with a great idea and we are personally sorry for his sake—whoever he may be—that the great strike did not occur at 7 o'clock on the morning of September 4.

Under the caption "The Rivers Would Feed Us," the St. Louis editor wrote as follows:

"If a general railroad strike should begin with the beginning of the present week, the duty of the officials of the city of St. Louis, its captains of industry and trade and its great commercial organizations would be clear.

"That which located this city where it stands was the central position of the city with respect to the entire river system of the central basin of the American continent. The railroad is a recent comer here; three-fifths of the drama of St. Louis life has been enacted without its aid. Still the mighty Missouri comes down to us through the fields of one of the most fertile valleys of the world, while the upper Mississippi links us by an open and easy highway with the smiling harvest fields and orchards of Illinois, Iowa and Wisconsin. Missouri, an imperial domain in herself, is networked with rivers, all of which converge on St. Louis.

"A general railway strike would mean a revival of water transportation in a manner and because of a need never foreseen by any river enthusiast of the past quarter-century. The food question cannot trouble this community. The rivers nourished St. Louis's infancy and stand ready to nourish its maturity; and the season of the year is most propitious for the provisioning of the metropolis of the Mississippi valley by that form of transportation which belongs to this community as to no other city of the new world."

There, indeed, would have been a wonderful testing out of the value of the navigable streams of the United States and probably an eternal vindication of all the plans for river betterment which politics has killed in the last ten years.

In default, however, of there having BEEN a strike which would have enabled us to measure the benefit of river transportation and the like, let us be glad of one thing, at LEAST—that all this suspense has been provocative of good—providing we don't go to sleep again by taking this "rising bell" for "curfew."

You think this a SENSATIONAL statement, "Mr. Let-Well-Enough-Alone?" All right, if you do. That attitude should be your PRIVILEGE. Better take our prophecy though—at its face value—than to emulate the example of the poor old Arkansas traveler who always had a leaky roof, because he did not NEED to mend it when the sky was clear and he could NOT mend it while the rain came down.

LaFollette Attacks "Webb" Bill.

AS LONG AS LaFollette remains in the United States senate and there is not—as there should be—some provision in the District of Columbia for impounding and restraining mad men, as certain four-footed animals are impounded and restrained in all parts of the civilized world during dog days, then there is always a chance that the most virtuous efforts of the most upright law makers to pass any constructive legislation will be poisoned at the last moment by the bite of the voice of such pseudo-reformers as LaFollette!

We have direct information in the shape of a letter to us from the President of the United States which shows that he is just as eager that the Webb bill—the text of which we print in full elsewhere—should pass the senate, as APPARENTLY he has been that the railway trainmen should have an 8-hour day. A fac-simile of the letter from the President is printed elsewhere in this issue.

The President even took time to write to Senators Kern and Simmons on his way to Hodgensville, Ky., on September 3, urging—as he put it—"immediate action on the Webb bill allowing American exporters to establish common selling agencies abroad."

The passage of the Webb bill would mean the blossoming of all the work which the Federal Trade Commission, in conjunction with the Forest Service, in conjunction with the Bureau of Foreign & Domestic Commerce, and in conjunction with the National Lumber Manufacturers' Association, has worked upon during the last year—and YET—just NOW, in the last day or two of the session of this congress, even following the remarkable vote of 200 to 24 with which the House of Representatives endorsed this bill, LaFollette, of Wisconsin, declares that he is prepared, along with a colleague of his, by name Reed, of Missouri, to filibuster to the extent "of a speech three weeks long," if such an endurance feat be necessary to kill the Webb bill.

And yet, even upon the heels of such an announcement from Washington, we are informed that the sometime lumbering state of Wisconsin, the safe and sane state of Upham and Bragg and Philipp and many another man of national reputation and record for probity and virtue at home, shows by "RETURNS UP TO MIDNIGHT UNITED STATES SENATOR ROBERT M. LA FOLLETTE HAS BEEN RENOMINATED IN THE REPUBLICAN PRIMARIES."

No, we are not talking politics, we are just talking about LaFollette, a man who had the temerity once on a time to rise up in the United States senate and state that a reputable citizen had lied instead of endeavoring by evidence to PROVE that such a thing was true.

We do not consider that we are talking politics when there is any sort of chance to inveigh against LaFollette.

In this connection the "Chicago Herald," in its leading editorial of September 6, says just the proper things, so we will close this statement of fact with a swipe of the paste-brush. Here is what the "Herald" says, under the editorial caption "Still Throwing Monkey Wrenches":

"Senator LaFollette has again appeared as the deliberate projector of a monkey wrench into the wheels of desirable and necessary legislation. He has given notice that the Webb bill shall not reach the president. In this purely obstructive enterprise he is joined by Senator Reed of Missouri. They announce that they are ready to talk about that bill for 'two, three or four weeks,' if need be, in order to 'talk it to death.'

"Now it is universally known that unless American business can be released in the foreign field from restrictions which, however desirable within this country, are irrelevant outside, it will have very little chance against the sort of competition which European governments tolerate and even encourage and which will certainly be resumed the moment the European war ends.

"Apparently Mr. LaFollette fears his 'trust-busting' record will be impaired unless he maintains the shield of the Sherman act over all other peoples as well as our own, without regard to the fact that the others have governments competent to protect them should they feel the need of protection against American trade and traders. And apparently Senator Reed aspires to obtain for a Democrat some share of Mr. LaFollette's laurels.

"The senatorial commissions of Messrs. LaFollette and Reed expire on March 3 next. Possibly the voters of Wisconsin and Missouri may recognize that a senator who persists in throwing monkey wrenches is detrimental to the nation and in the long run must be detrimental to the state which inflicts him upon the nation. Let us hope they will."

The Curtailment Question.

WE ARE GOING TO GIVE THE CURTAILMENT question a rest in the issue of September 10 and in the mean time wind up the weights on both sides of the clock and get ready for a timely article upon the subject in our issue of September 25.

We have printed our list of curtailment statements until we very much fear that some of them have—in a sense—become a "joke" and we are going to TRY and wrestle with this problem in a very direct way between now and the going to press of our publication for our issue of September 25 to see if just a little "reasoning with the brethren" won't induce some of our friends to come out into the open for the purpose of making a few interesting and enlightening statements about what is going on in the way of "curtailing" production.

Oh, no; we have not given up! We are just NOW engaged in running some screw threads around an elongated and circular piece of steel and when the screws are finished we expect to find some way of using them in an inquisition that will gather some evidence. Oh, no; not to be cruel, but just to get real facts, you know. There IS a way!

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In the Realm of the Lumber Manufacturer

Paper No. XXIII

The Great Four-Sided Governmental-Lumber Conference in Chicago—The Opinions of Many Men Concerning "After the War" Business—A Great New Mill on the Pacific Coast

By BOLLING ARTHUR JOHNSON

There is so much to follow in this important department of this issue of the LUMBER WORLD REVIEW that the introduction must be crowded into only "a stick or two" of type.

The most important joint meeting of governmental bureaus and lumbermen, held to date—whether or not any good comes out of it, in following out the purpose of its assembling—was the meeting held on the sixth floor of the Federal building in Chicago, on August 21, where twenty-six lumber associations and three bureaus of the government were represented, in several hours of conference, concerning what the government of the United States might do to help in the reconstruction of our foreign trade to meet the demands of Europe "after the war is over." We printed the story of this recent event in our issue of August 25.

A little while ago Harris, Winthrop & Co. of New York and Chicago assumed to collect the opinions of leading minds of America on the subject of "After the War, What?" concerning European trade.

This book has been in circulation for at least six weeks yet we have seen no reference made to it, in any trade publication in the country. We find that it contains interviews with many men very close to the lumber trade who have permitted their names to be used, and some evidently close to the trade who also have said some wise things.

Also in this department we illustrate most practically by pen and camera the starting of another great new lumber proposition on the Pacific coast, which demonstrates that SUCCESS in an undertaking depends most largely on eliminating from it any element of FEAR as to the OUTCOME.

Surely the business of the manufacture of lumber ought never to fall short of success if great NEW propositions like the Snoqualmie Falls Lumber Co. may be opened up in the face of all of the troubles that would seem to assail us.

We submit that this patchwork quilt of information ILLUSTRATES in its ENTIRETY the great problem which governmental bureaus and the associations of lumber manufacturers have before them in controlling "supply and demand."

INTERVIEWS CONCERNING "AFTER THE WAR" BUSINESS.

On the 13th of June, 1916, E. W. Tickle of Tickle, Bell & Co., London, England, very active in the Rotary Club movement the world around, wrote a letter to Hugh P. Baker of Syracuse, N. Y., concerning a proposed sectional conference to be formed at the International Rotary Clubs' meeting at Cincinnati. We quote a few sentences from this Rotary enthusiast, Mr. Ticker, of Liverpool:

"There's a good—and overwhelmingly good—time coming for the lumbermen of your country and ours, when once this cataclysm is behind us, perchance before the actual end of the bloodshed arrives; because if once the German army has to vacate the present scene of warfare in northern France and Belgium then the first duties of the respective governments of these mangled territories will be to rehabilitate as quickly as possible the shattered industries which formerly headquartered there, for as you know these were the heart-centers of the commerce and industries of our allies. Think of the hundreds of factories and workshops and the myriads of homes to be rebuilt, and then try and estimate the lumber bill that will be wanted for immediate delivery, when once the job is taken in hand.

"Is America getting ready for the day? I think not, when I see the diminished stock-lists coming in from the lumber manufacturers in various quarters of your many states. I have one in my pocket now, in which many of the most regular sellers are conspicuous by their absence, or take an advertisement in one of your lumber journals of May 25, to hand this mail, and in 4/4 lumber you find dots instead of figures in first and second quartered white oak, 6 inch and up, and 10 inch and 11 inch and 12 inch and up, and also in first and second plain red gum and in No. 1 common red gum.

"These are typical.

"I have tried in half a dozen quarters to get anything from 10 to 20 cars Fas 12 inch and up poplar, giving shippers the option of thickness of from one inch to five inches and yet not a single one of the firms approached had any dry 12 inch and up to offer.

"If there is one thing American lumbermen must do, it is to be ready 'on the tick of the clock' for theirs is a higher grade and a higher priced stock and the distance is great, so that reliability and promptitude must be the weapons with which to combat comparative cheapness and propinquity. Tell our American manufacturers that if they will construe into all their transactions with Europe the principles and ideals to which they are 'attested men' in Rotary, and will read their grading rules by the light of the Rotary beacon, 'He profits most—who serves best' there will be no greater problem in the European export trade than they meet in selling in their own home market, if they want freight rates or shipping data, any of your many first class forwarding organizations (of which, to British minds, the American Express Co., stands out as a type) will be only too glad to supply the information; this advice is necessary because we find only too often if we approach concerns unaccustomed to exporting that our requests for quotation C. I. F. (cost plus insurance plus freight) are replied to F. O. B. Seaboard, and it is well nigh impossible to ascertain eastbound Atlantic freights over here.

"There, however, are details upon which we can give individual advice if Rotary friends write wanting to know about the European market.

"If Rotary men want to enter the export trade, where will they receive a more cordial or interested welcome than from Rotary men here, there is nothing finer in business than a truly Rotary deal, and if folks only realized this to the full how much pleasanter commercial life would be, and under such conditions the arbitrator and the umpire I guess would not be overworked."

LEADING "IRON WORKS" MAN OF TEXAS WRITES.

D. D. Peden, Houston, Tex., vice-president and treasurer Peden Iron & Steel Co., says:

"The general conditions in this section at the present time are exceedingly good.

"Of course, in some parts of Texas more rain is needed badly and the recent cold spell did a little harm to some of the early corn and also to a little fruit in certain parts of the state; however, this is only a very slight detriment and the state generally is in very good condition and our business has been better of late than it has been for a good long while."

FROM A LUMBERMAN KNOWN NATIONALLY.

Hovey C. Clarke of Minneapolis, Minn., of the Shevlin-Clark-Carpenter interests, says:

"In returning your list of questions answered, would like to add that in my opinion the average voter has become convinced that his own material comfort and prosperity depend largely on the material prosperity of the railroads.

"Even in those sections where the socialistic idea has been prevalent, recent elections and the notes in the local press all tend to show that baiting the railroads has become unpopular.

"The material wealth of the northwest has been greatly enhanced in the last fifteen years by wealth that comes from the ground, and as nearly all have shared in this material prosperity property owners are more numerous, and the property rights therefore more respected.

"One man's guess is as good as another's as to how the ending of the war will affect business in this country, but if the whole business world is educated to a plan of preparedness by reduction of liabilities and increase of live assets, we will be ready for any change that may take place. I believe that the business world in the United States is doing this."

FROM THE LARGEST INDIVIDUAL TIMBER OWNER.

T. B. Walker, Minneapolis, Minn., says:

"I think not less than 8 percent should be allowed to the railroads, of which no more than a maximum of 2 percent should go to the employees, leaving a full 6 percent advance for maintenance, betterments and profits."

WHAT THE LATE JAMES J. HILL THOUGHT ABOUT IT.

The late James J. Hill held the following opinion:

"The question of economic preparedness is, for us, mainly a question of capital and labor. The first and greatest need of this country in the coming era is payrolls; payrolls for all those at work; for those whose occupation will be interrupted and for those others who will come again into active competition with the men who lay down the rifle to go back to the factory, the mine, and the farm. If the black shadow which the war has cast upon the future generations of Europe is not to darken our national life also, we must be prepared to meet these new conditions, not with political oratory, but with the economic weapons by which alone they can be mastered.

"The man interested in this above all others is the workingman. It is his future that is

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threatened by peoples and by facts which are indifferent to and uncontrolled by our laws and look only to self-preservation. His salvation lies in securing continuous work. It depends on the steady and willing payroll. And the payroll can exist only so long as the capital from which it must be furnished sees safe and reasonably profitable opportunities of investment in our domestic productive enterprises.

"Capital may be a shy bird for some time to come. The ratio of credit to capital being now so disproportionate, the latter can pick and choose. It is generally believed that interest rates must rise after the new era has come. In any case, it is certain that many investors will prefer to put their capital into a 5 percent bond of a great nation, then at peace and sure to pay, rather than into some home enterprise surrounded with severe restrictions, constantly subject to regulation and attack, limited in its profits by law, but left unsecured against the assaults of hard years and fluctuating industrial conditions in a time where the wisest man can do little more than hazard a sagacious guess.

R. B. GOODMAN OFFERS A FEW THOUGHTS.

R. B. Goodman, of Goodman, Wis., prominent in association work, and known nationally to the lumber trade, wrote as follows:

"Concerning the lumber business, conditions after the war are most problematical and will be materially affected by its duration. It is generally believed by lumbermen that an early peace would bring about a large demand for lumber in Europe, the benefit of which to lumbermen would be dependent upon ocean freights, and any marked increase in exports of lumber would probably be deferred from three to six months after the close of the war on this account.

"The most recent figures show a considerable increase in the consumption of lumber due to the high prices of other building material now obtaining, especially structural steel, the scarcity of which is bringing structural timbers into demand, and is reviving standard mill construction, which obtains an extremely low insurance rate. The National Lumber Manufacturers' Association, the Southern Pine Association and the manufacturers of fir in the west, and hemlock in the lake states, are co-operating in the development of this trade along trained engineering lines. On the other hand, it is apparent that the high price of building material, especially steel, tends to decrease the amount of building, and in this way decreases the amount of wood used in conjunction with these materials.

"There is no unemployment of labor in this section, and very serious apprehension as to shortage of labor during the coming winter.

"Labor is contented with the wages now being paid as these generally through the section have been advanced quite recently.

"The lumber industry is not governed by the same economic considerations that affect other industries. When labor is plentiful a slight increase in the price of lumber immediately increases the amount of production, which results in an actual decrease in price within from three to six months. Just now it looks as if, in spite of the advancing prices and the increased use of lumber, the evil of over-production was imminent, and at the present time there is much difference of opinion as to whether the increased cost of supplies and labor and the probable shortage in the latter will effect a natural curtailment of production sufficient to maintain a stable market. I believe, however, that present prices for lumber will be maintained throughout the year, with the tendency to increase rather than decrease.

"I consider the danger in the present situation lies in the uncertainty as to how the many abnormal conditions now prevailing in certain lines will affect other lines. The certainty of increased cost of production through higher costs of labor and material, and the uncertainty of realizing these high production costs at the end of the production process, which in some lines of industry, particularly in lumber, means a period of many months. In some instances more than one year elapses from the time the tree is cut until the lumber is marketable."

A FEW WORDS FROM THE "WEST COAST."

J. H. Bloedel, president of the West Coast Lumbermen's Association, says:

"Peace in Europe will increase the demand for lumber because of the necessity for reconstruction purposes, and because of the probability of lower shipping rates.

"There has been only a slight increase in the selling price of lumber. It has been affected only adversely by the war in Europe, but prosperity in the east and middle west has reinstated the demand within the last six months.

"The lumber business is 60 percent of the trade volume in the states of Washington and Oregon and has been considerably depreciated since the inception of the war, until six months ago. There is only a moderate amount of new building and new ventures planned.

"The vote in favor of a tariff commission was presented by the Chamber of Commerce of North America, favoring the tariff commission.

FROM A FINANCIER— ALSO A LUMBERMAN.

Calvin Fentress, treasurer of Lyon, Gary & Co., Chicago, says:

"It is quite difficult to answer some of your questions with a simple affirmative or negative. I am therefore writing to explain more fully the answers in question.

"Being in the lumber business, I feel that there will be an enormous amount of reconstruction in Europe after the war, which will benefit lumber, and even if that did not come, the fact that we could get boats to move our products should materially improve conditions with us.

"The high price of steel is favorably affecting the consumption of lumber, and I believe it will continue to do so.

"There is much difference of opinion in regard to inflation. Personally, I do not think there is any inflation of credit at this time, but I do think that the increased supplies of money have lowered the purchasing value of money and account to some extent for the high prices now prevailing.

"I think generally, that shippers believe the railroads were entitled to the advances that they have had, but any further advance, with railway earnings showing favorably as at present, would be opposed fairly strongly.

"I fear that the foreign policy of our government has considerably dulled the average man's sense of nationalism."

AN "INCOG" VOICE FROM NEW ENGLAND.

The president of a large wholesale lumber concern in New England writes as follows:

"I believe even though the war should stop pretty soon in Europe, and, therefore, this country lose its respective war orders, nevertheless, the feeling of security in this country would be very much increased and our people would develop their own industries to a greater extent than they have, and in that way use up the surplus money they have on hand. I also believe that the railroads would be stimulated to put their rolling stock and roadbeds in better condition and that enterprises here in the states would be enlarged because of this additional feeling of security, the lack of which has held them back since the war commenced. They have been held back previously by lack of funds and lack of confidence in the situation."

A "WHOLESALE" VOICE FROM NORTH TONAWANDA.

R. T. Jones, North Tonawanda, N. Y., wholesale lumber dealer, says:

"While I consider the conditions of the country fundamentally strong, in a business as well as a financial way, there are many commodities which are inflated by the war conditions and at the close of the war in Europe there will undoubtedly be a period of readjustment which will halt business and disturb credit, and until this period is passed, no certainty of the business future can be depended upon."

A FIRM BUT ANONYMOUS VOICE FROM PITTSBURGH, PA.

A prominent lumberman in Pittsburgh, Pa., who requests that his name not be used in connection with his answer, says:

"I have been in business for thirty-five years, have had many thousands of employees under me in that time, and I believe that this country should be as careful of the investments and the lives of its citizens abroad in any country in the world as a business man would be careful of the interests of his employees and his property which his employees operate and control. It is a well known fact that neither the lives of Americans nor their property have been respected in Mexico, and many other countries, and I feel that a much stronger and more aggressive policy should have been pursued, and I do not believe that it would have entangled us with any foreign country."

FROM AN IOWA SASH & DOOR MANUFACTURER.

G. M. Curtis, of Clinton, Iowa, president of the Curtis Lumber & Millwork Co., says:

"Undoubtedly some people are discouraged and have put off building on account of the large advances in cost, and the number of these will grow with further advances, but the building boom over the country generally has hardly started, and there is such a large number of people who have been postponing their building during the period of quiet times that, in our judgment, building operations will show gains over the last two or three years for some time to come.

"In a general way, labor in this neighborhood and others in which we have plants located, is fairly content with wages and conditions, but stories of large profits in industry generally are bound to cause more or less uneasiness among the men who work by the day, and while in our sections we are not directly affected greatly by immigration, the general shortage of labor throughout the country will compel adjustments in wages in all sections sooner or later.

"The people with whom we have come in contact seem to recognize the possible advantage in the Federal Reserve Law, but have the feeling that the country is not getting the maximum benefit up to date.

"Opinion is less unanimous on the subject of a rate increase, than on most of the others you have introduced. I believe that shippers generally are disposed to favor the granting of rate increases where the need of better earnings is definitely established. They feel that these advances would be inevitable if the present controversy with railway employees should result in an advance in wages, but they do not believe that the demands of the men are justified."

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A FEW OPINIONS FROM A KANSAS CITY MANUFACTURER.

F. J. Moss, of Kansas City, Mo., president of the American Sash & Door Co., says:

"Our business will be benefited by peace in Europe.

"Prices on lumber which enters largely into our product are not above normal so that in that class of building requiring lumber there is no reason why the consumption should be appreciably reduced. However, it is true that in the case of steel structures the high price of steel and iron products has materially curtailed development work.

"Factories in our line in this district are not as yet running normal for this time of the year. We believe that 20 percent would fully represent the amount of unemployment.

"Regret to state that we see but little disposition among wage earners to be more saving.

"Public sentiment in this section is strong in favor of preparedness.

"In our opinion unless adequate protection is afforded by the government to American citizens, there is no likelihood of expanding our foreign trade.

FROM A MAN EXPERIENCED IN FREIGHT RATE MAKING.

F. R. Pierce, of St. Louis, Mo., president of the Louis Werner Saw Mill Co., says:

"The consumption of our product is not reduced by the relatively higher prices now prevailing, as the prices of our product are below normal. Peace throughout the world would permit the exporting of lumber, which is now practically stopped on account of the prohibitive ocean rates. This would relieve the domestic market of a surplus which is holding values down to practically cost of production.

"We have never known labor to be entirely content with the wages received by it. It seems to us that, at this moment there is less than the usual amount of dissatisfaction on this score.

"We find building throughout the country much restricted by the constant fear that hangs over the people of international complications, with direful possibilities. If this fear were removed, there would be very active construction along all lines.

"All business men with whom we have talked, and who have given the subject any consideration, are enthusiastically in favor of a tariff commission, and most of them in favor of a commission having superior powers to any as yet proposed by the various suggestions along this line.

"Any advance in railway freights will be resisted until such time as the Valuation Bureau of the government has made its complete and final report. It is generally held, among our thinking people, that, until that time, all discussion as to the adequacy or inadequacy of freight rates is mere guess-work."

FROM AN EXPERIENCED EXPORTER OF LUMBER.

George D. Burgess, of Memphis, Tenn., a prominent lumberman, says:

"Referring to several of these questions, would say that our business is export, or rather was prior to the war. In 1913, which was the last full year we had, 92 percent of the goods we manufactured and handled went to Europe. We anticipate a great demand for our products at the termination of the war.

"In this part of the country our labor is largely negro and as you are probably aware there is less serious trouble with this class of labor.

"Lumber manufacturers are very much opposed to any increase in freight rates. At Memphis we have a very strong organization which has fought the railroads for several years on this proposition. We do not believe they are entitled to an arbitrary advance such as the railroad companies have been fighting for."

FROM A VIRGINIA LUMBERMAN-THINKER.

John M. Gibbs, general manager of the Fosburgh Lumber Co., of Norfolk, Va., says:

"There has not been a feeling of antagonism by the people in this section toward railroads, and as a matter of fact and to be more specific, the manufacturers of lumber in this city and section some time ago went on record as favoring a horizontal increase of 5 percent in the freight rates from this section. Some of the railroads increased their rates practically 10 percent, which caused a storm of protest, particularly among the shippers who are selling goods in the territory of Pittsburgh. Notwithstanding this, there is not strong antagonism, as there is every indication of being able to secure more equitable freight rates on lumber and other forest products from this section to the Pittsburgh section. We do not feel that further advances should be made.

"We employ negro labor exclusively. He is a queer compound and cannot be understood unless there is contact six days in the week. It takes just so much for a negro to live and all above his actual living expenses is, in the main, squandered in the indulgence of vices. Of course, all negroes are fond of cutlery. Of course, the cost of living has materially increased, but the wage rate has also increased so that the negro is today as well paid as ever and perhaps is receiving a wider margin between earnings and necessities than ever before."

FROM A RAILROAD PRESIDENT WHO HAULS MUCH LUMBER.

John M. Parker, of Crossett, Ark., general manager of the Arkansas & Louisiana Midland Railway Lumber Co., says:

"My observations are limited to the southern part of Arkansas and the northern part of Louisiana, through which our short line railroad extends. I notice in this particular territory evidence of a coming prosperity. There is more optimism among the people than there has been for a long time. More new land is being put under cultivation, and to a limited extent, improved methods of farming are being adopted as against the old obsolete methods that have been in vogue here since the war. A great many silos are being constructed, and there is more live stock raising than this country has had for a long time.

"In one little town, a county seat of about 2,500 inhabitants, a merchant has sold in the last ninety days, twelve carloads of Ford automobiles. In another sawmill town within ten miles of there, in the last sixty days, something like twenty automobiles have been purchased and something over forty carloads have been sold in a town of 10,000 inhabitants in northern Louisiana, the terminus of our line. In talking with some of the bankers in this territory, they say they are not able to satisfy themselves yet as to whether this speaks for prosperity or for extravagance. To my mind, it represents a sort of feeling on the part of the people at large that plenty of good times are ahead for the country and they are taking on new courage, and while some of them are probably going into their principal to buy automobiles, many of them are doing so on the increased earnings. In some instances probably, they are prospective, but at the same time it shows the confidence the people have in the future business outlook.

"Our railroad earnings in the last four months have very materially increased, owing to the expansion of business.

"There is a very general movement in both Arkansas and Louisiana for good roads and large sums of money are being spent and others being arranged for through improvement districts, all looking to the betterment of transportation facilities. The building of new roads, thus reducing the cost to the farmer of transportation to a market, represents a saving that in itself will be very considerable and will add to the prosperity of the territory besides opening up large amounts of, at present, idle land.

"The effect that peace of the warring nations would have upon this territory is very problematical, but it seems to be the general opinion that possibly a temporary check might come to the business of the country, but it will be of short duration. I believe the opinion of the people in this territory does not as a general rule agree with our president's policy in reference to Mexico. There does not seem to be a question of doubt that if the country expects any extension of our foreign trade, the American government must be at all times prepared to protect its citizens and their property interests outside of the United States.

FROM A SOUTHWESTERN LUMBERMAN.

John H. Kirby, of Houston, Texas, president of the Kirby Lumber Co., says:

"We are engaged exclusively in the manufacture of yellow pine lumber. The war in Europe has had and is having a very depressing effect upon our business because the normal consumption of our product in Europe has been cut off. There is some present demand over there for lumber but the lack of ships makes it impossible to supply that demand. Scarcity of tonnage also makes it impossible to do our normal volume of business with South American and Central American and the West Indian markets. Peace in Europe would, therefore, have a direct beneficial effect upon our business.

"In answering your questions I have tried to reflect what I understand to be public sentiment in this section of the country and not my individual views.

"Personally I do not think the Federal Reserve Law is based upon correct principles.

"I do not believe in an ambitious program of preparedness. This country has no need of a large standing army and no need of 'the greatest navy on earth.' About the only need we have of a navy is as a safeguard to our merchant marine and just so long as our laws forbid the establishing of the latter just that long we will be without national necessity for any enlargement of our present naval power."

New Plant of the Snoqualmie Falls Lumber Co., King Co., Wash.

As measured by the mountain road speed of the average automobile, two hours, or thirty miles, in an easterly direction from Seattle is located one of the most beautiful of the great waterfalls of the country, Snoqualmie Falls, 268 feet in height. The gradual ascent of the fine road winding through a beautiful agricultural country, interspersed with lakes and rivers, to the more rugged slopes of the foothills of the

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Cascade mountains, partly through the virgin forests of Douglas fir and red cedar timber, hardly prepares the tourist for the rugged grandeur of the canyon which is the setting for this crystal gem. Its presence is not suspected until a short walk from the roadway brings it into view, and the roar of the plunging waters, muffled in the narrow gorge, is heard for the first time. It is one of the attractions for every tourist to the Pacific northwest, and is destined to be known in name at least to many lumbermen who may never have the opportunity to visit it.

(Cress-Dale Photo Co., Seattle.)
SNOQUALMIE FALLS, 268 FEET HIGH, LOCATED 30 MILES EAST OF SEATTLE, WASH., IN THE FOOT OF THE CASCADE MOUNTAINS.

A little more than a mile north, months of preliminary work in the clearing and leveling of a site of more than a hundred acres is now showing for the first time visual evidence of the erection of a modern sawmill plant which will be conducted under the name of the Snoqualmie Falls Lumber Co. The machine shop, boarding house—which, by the way, partakes more of the appearance of a good sized hotel, but is not so denominated because of the many instances in which hotels in sawmill communities have proved to be unprofitable ventures—a few new houses and the old camp, with the cement foundation for the sawmill and the log dump completed for the handling of the logs from the clearing, are all that as yet indicate the magnificent modern plant and town which will be completed early in the next year. Great piles of stumps and refuse timbers, some of them partly burned, give evidence of the vast amount of work required in the clearing, but the entire site, except the hillsides where the residences will be erected, and in which part of the original stand of timber has been left for shade trees, is clean and level, and offers no impediment to rapid work from now on.

As a sidelight on the expense implied in land clearing in western Washington stand these stump piles, 50 to 60 feet in height and covering a circle 150 feet in diameter at the base, each representing the refuse from six acres of timber land which cost $300 per acre to clear, and contracted at $125 per pile for the burning alone. This is somewhat greater than would be necessary for farming purposes, partly because it was desirable to complete the work quickly and very cleanly.

While the site of the manufacturing plant is level, the town itself will be located on the easy slopes adjacent, while on three sides the gradual rises of the foothills lead to lofty mountain ranges, the most noted being Mount Si, to the east, the skyline of which presents the outline of an upturned Indian face. It is a typical mountain valley, ideally adapted to the purpose intended.

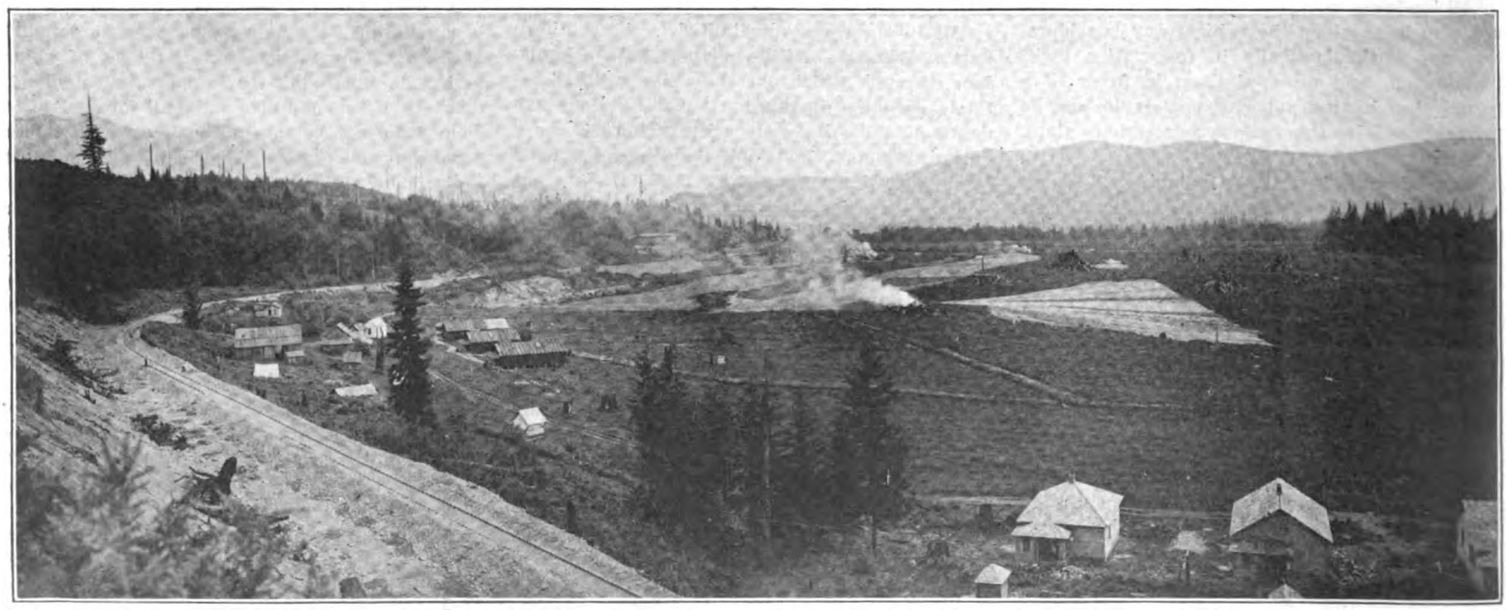
The extent of the enterprise is indicated by the size of the site prepared, and it is only necessary to add at the present time that the sawmill will have a capacity of approximately 200,000 feet per day, or double that with a night shift. All the other component parts of the plant will be in proportion, and later a cedar lumber mill and a shingle mill will be added. The plant will be electrically driven throughout, and the power plant will provide current for the logging operations with electric machinery, this feature having been decided on as the most economical and with the least danger of forest fires.

The timber tributary is located on about 45,000 acres, and will average between 60,000 and 80,000 feet per acre. It is located at moderate altitudes and can be reached by the logging railroads with a maximum of 3 percent grades. The railroad is now under construction, and will reach the first of the timber under five miles, with an ultimate length in the main line of twenty-five miles.

The officers of the Snoqualmie Falls Lumber Co. are: Geo. S. Long, Tacoma, president; O. D. Fisher, Seattle, vice-president and treasurer; W. L. McCormick, Tacoma, secretary; W. W. Warren, Seattle, general manager.

(Cress-Dale Photo Co., Seattle.)
STUMP PILES LIKE THIS, 50 TO 60 FEET IN HEIGHT, 150 FEET IN DIAMETER TO EVERY 6 ACRES OF GROUND CLEARED FOR SNOQUALMIE FALLS LUMBER CO. MILL SITE.

W. W. Warren, for many years manager of the Louisiana Long Leaf Lumber Co., Fisher and Victoria, La., is in direct charge of the enterprise, and his many friends will be pleased to know that he is enjoying the best of health in the salubrious climate of the Pacific northwest, while the hard work in the planning and management of the great enterprise only makes his genial disposition the more evident. The plant will commence operations in the early spring of 1917, and will ship its lumber via the Northern Pacific, which will build a spur and bridge across the Snoqualmie river to the plant, and the Chicago, Milwaukee & St. Paul, which encircles the plant with its North Bend branch.



(Cress-Dale Photo Co., Seattle.)
PANORAMIC VIEW MILL SITE, SNOQUALMIE FALLS LUMBER CO., KING CO., WASH. TOWN TO BE BUILT ON BLUFF SHOWN ON LEFT. CHICAGO, MILWAUKEE & ST. PAUL R. R. IN THE IMMEDIATE FOREGROUND. SITE OF THE LOG POND TO THE RIGHT OF CENTER. THIS IS THE MOST RECENT LARGE MILLING OPERATION BEING ERECTED ON THE PACIFIC COAST.

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Observations in the Realm of the Retailer

One and a Half Story Bungalow to Cost About $2,500

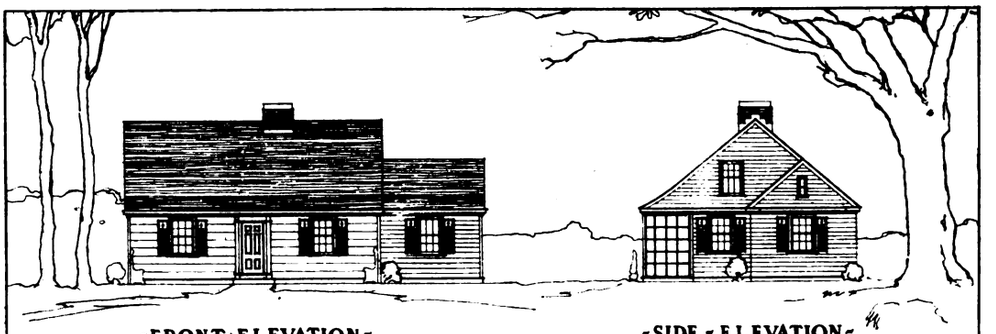
A SERIES OF ARCHITECTURAL DESIGNS OF HOUSES PLANNED TO BE BUILT OF ARKANSAS SOFT PINE.

Recently the Arkansas Soft Pine Bureau issued through the medium of the press of the American Lithograph Co., one of the most beautiful architectural books which has ever been given out to the lumber trade of America, entitled "NOT A HOUSE BUT A HOME."

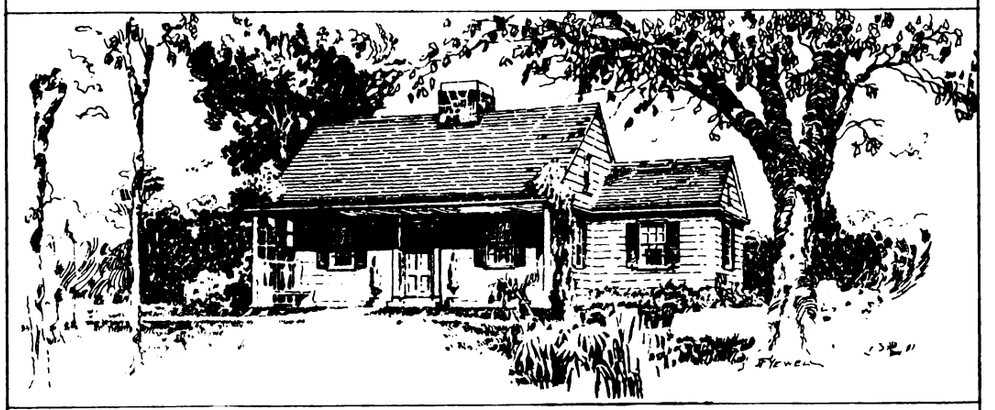
Through the courtesy of R. H. Brooks, who has charge of the advertising of the Bureau, we have secured the privilege of republishing these articles in the LUMBER WORLD REVIEW, and we are running them in our general department, "Observations in the Realm of the Retailer," believing that if there is one thing in which all retail lumbermen MUST be interested it is in SUCH a series of PLANS, and we want to suggest that every retail lumberman who receives the LUMBER WORLD REVIEW file away the copies which contain these plans, or cut them out and paste them in his scrap book.

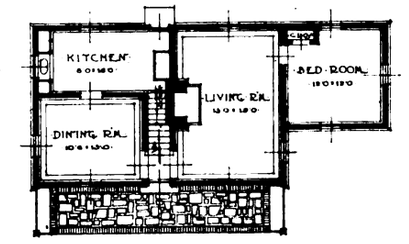
We do not know whether "Not a House But a Home" is out of print or not, but it probably is; and if that be true this may be the only opportunity there is to secure these etchings of the house plans.

EDITOR.

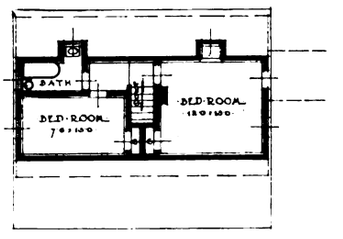


-FRONT-ELEVATION- -SIDE-ELEVATION-





-FIRST-FLOOR-PLAN-



-SECOND-FLOOR-PLAN-

This house is designed for all-the-year occupancy, with a cellar, heating plant, etc. The exterior should be covered with shingles, except the small portion of the main front between the two trellises and seats; this should be covered with shiplapped siding, laid flush. The whole building should be painted white, with green blinds, and with a dull, light brown or gray roof.

There would be no wooden floor on the piazza, but to make the building perfect, this should be laid of broken flag stones within a brick border, and this method of laying the porch floor is not only very picturesque and practical, but is also very cheap, since broken flags can be obtained for the asking in all our cities and towns.

Both the first and second stories would have double floors, and would be plastered throughout, except the ceilings over the dining-room and living-room, where the beams of the second floor construction should be surfaced, and the surface side of the under flooring should be laid down, so that the agreeable effect of a beamed ceiling would be obtained in those two rooms. The plaster in the living room and dining-room should be sand finished, and tinted in soft dull tones. The fire-place should be built of brick, with a plain wooden shelf supported on small wooden brackets, and the trim in the living-room and kitchen should be stained and waxed in colors to match the furniture and curtains desired. The arrangement of bedrooms leaves the second floor to the family, with a bedroom on the first floor for occasional guest's occupancy. A delightful way to face this house is toward the street, but if the lot is a narrow one, the bedroom end can be placed toward the rear, and a path run down one side to the front door and on the other side to the kitchen door.

TABLE OF CARPENTER MATERIAL.

NOTE—All amounts given do not allow for waste. Where there is doubt about widths of material the areas to be covered are given in square feet. Trim should be allowed for both sides of all openings.

Lumber.

*Framing (joists, studs, etc.).....7,000 ft. B. M.
*Sheathing and rough floor.....2,620 sq. ft.
Shingles for walls.....6,000
*Shiplap clapboards ..... 240 sq. ft.
*Shingle strips .....3,040 lin. ft.
Shingles for roof.....8,000
*Lattice, four pieces.
Windows (cellar), three, 2 ft. 6 in. x 2 ft. 6 in.
Windows D. H., 16 pairs.
Blinds (slat) 10 pairs.
*Finish floor ..... 960 sq. ft.
*Porch ceiling..... 185 sq. ft.

Millwork.

*Cornice .....142 lin. ft.
*Rake cornice..... 88 lin. ft.
*Dormer cornice..... 20 lin. ft.
*Water table .....130 lin. ft.
*Porch posts, two each, 6 in. x 6 in. x 12 ft. 6 in.
*Porch pilasters, two, 2 in. x 6 in. x 12 ft. 6 in.
Doors, entrance, one with special frame.
Doors with trim.....11
Trimmed openings..... 4
*Base .....364 lin. ft.
*Picture mold .....190 lin. ft.
*Stairs, cellar to second floor.

Fitting Up.

*Cellar Partitions.
*Drain board and two dressers.
*One mantel.
*Shelving for closets.
*Two seats.

**Materials noted with asterisk should be of Arkansas Soft Pine.*

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Summary Estimate.

Excavation	$ 80.00
Mason Work	310.00
Plastering	240.00
Rough Carpenter Work	730.00
Finish Carpenter Work	520.00
Painting	195.00
Tin Work	20.00
Plumbing	195.00
Heating	170.00
Electric Wiring	40.00
Total	$2,500.00

Drawings are to the scale of $\frac{1}{8}$"-1'0".

General Boyle's Brief Sums Up the Lumbermen's Case

Washington, D. C., Aug. 22.—The second half of the brief of L. C. Boyle, counsel for the National Lumber Manufacturers' Association filed to-day sums up the entire matter as to the faults in the present law and the remedies sought through the aid of the Federal Trade Commission.

Mr. Boyle concludes that from the record now before the commission the following facts have been made clear.

"The industry has for years labored under an absurd public prejudice that there existed a lumber trust." As to this Mr. Boyle states that the prime necessity is that the atmosphere should be cleared upon this point.

"Whatever may be the fact as to the wisdom or unwisdom of turning over to private ownership so large a portion of our forest domain, the fact is evident that the margin between cost and legitimate market value of stumpage is ever growing smaller, and the present status of the tree, from a purely commercial standpoint, is involved in the manufacture and distribution of lumber products."

Mr. Boyle states that the speculative condition which formerly obtained in the lumber industry is entirely in the past. The business of the hour, said Mr. Boyle, is to utilize to the utmost our tree crop.

"In its mechanical evolution the industry is highly efficient, its weakness lies in the merchandising end of the business. The immediate problem is to so order the distribution of lumber that markets may be served, not flooded. Overproduction spells waste and makes conservation impossible.

"That there are too many mills making lumber may be conceded. In its ultimate evolution large and efficient units of production may solve the problems of utilization, cost of production and market stability. A fact and not a theory, however, now confronts us. The mills are here—and the majority represents honest investment. That which might be achieved by a few ideally financed and efficiently organized plants making all our lumber, can at least be approximated by groups effectively co-operating. The inefficient and overloaded must and will be eliminated, and this because lumber competes with substitute materials, hence market prices of necessity must be in line with legitimate investment properly administered. A study of the industrial growth of steel, fiber boxes, cement, composition roofing, metal shingles, brick, etc., makes clear the fact that displacement processes have made deep inroads. It is also evident

GEN. L. C. BOYLE, of Kansas City, Mo.

that no monopoly or undue trade restraint in wood uses could take place that does not include a control of these displacement materials.

"Due to the pioneer character of the industry the individualistic rather than the co-operative spirit has dominated its development. This fact has not only handicapped the economics in manufacturing processes, but has been a stumbling block to efficient merchandising.

"For the first time in its history facts that cover the status of the industry have been given to the public and this in a manner to inspire full confidence. Rightly understood, the public is as much interested as is the industry in a correct solution of the economic problem presented. In a large sense a nation's wealth is measured by its natural resources. Any effort to eliminate the useless waste of such resource should challenge the hearty support of public opinion."

After discussing the legal status of the Sherman anti-trust law as applied to the lumber business, Mr. Boyle takes the position that the most important problem is to correct its economic fault. He said "the distinct and outstanding question to be considered involves the making of lumber and selling to the trade." His findings of fact are as follows:

"1. The commission's pronouncement should make plain the fact that no monopoly exists or could exist in lumber manufacture.

"2. That the major woods are competitive in the same general markets and hence no group of mills in any section could reasonably enhance lumber prices in such markets.

"3. Due to the number of units involved in production the industry at frequent periods overproduces itself. This results in the sale of lumber products below cost and under such conditions enormous forest waste takes place.

"4. That the record discloses no over-capitalization of plants; that is, the element of watered stock does not exist in the industry.

"5. Other than the fact that lumber products in one district at frequent periods invade the natural markets of other lumber districts and are sold at below cost—this impelled by economic conditions—the record discloses no unfair trade practices as such. By this is meant that we find no interlocking directories; no price discrimination; no tying contracts, or, no practices commonly designated as unfair trade methods. The basic fault being overproduction forcing sales below cost."

MR. DREWRY TALKS OF EUROPEAN OPPORTUNITIES FOR SOUTHERN PINE.

New Orleans, La., Sept. 5.—W. J. Drewry, European representative of the Southern Pine Association, who for some months has been in charge of the association's exhibit at the exposition of a reconstructed city, held in Paris, returned to New Orleans Saturday with a message of cheer for lumbermen as to business opportunities in Europe at present, and with a promise of infinitely greater things when hostilities cease.

Speaking of the immediate opportunity for trade expansion in Europe, Mr. Drewry said:

"This is the time of all times for southern lumbermen to go after the European trade; they are literally crying for lumber in Europe, and will be for three or four years after the conclusion of the war. The governments of the allies are getting the lumber ordered directly for them, as they are moving it themselves, but the manufacturers who have ordered lumber indirectly intended for government use are having trouble getting their lumber, owing to the scarcity of ships.

"It behooves the southern lumbermen to immediately arrange for bottoms to transport their product to Europe. The results of my investigation will be reported by me at a meeting of lumbermen, to be held in Chicago during this week. I will return to New Orleans at the end of the week, and at that time we will arrange for a meeting of export lumbermen of the south, to be held within the next two or three weeks.

"With the close of the war—and in England and France there is a confident belief that next June will find the conflict at —there will be a huge demand for lumber. Russia is the only European country that can supply Europe with lumber, and it will be some time, three to five years, at least, before they will be able to make a showing in the lumber market. The reason is simple. They will not have the men to send into the forests to get out the timber.

"This gives the United States its greatest opportunity, and it is during these three to five years that we must act, for when Russia gets back into the lumber game the taxes on imported lumber will increase. It is the chance for southern lumbermen to make fortunes. They have realized it, and while there are already a great many southern exporters I expect a great increase after the meeting to be held shortly in New Orleans.

"Both France and England are greatly interested in our wood block paving, and at the request of the Southern Pine Association I made a special investigation of the paving conditions in London and Paris. London has much wood paving, from Australian wood, while Paris is paved with wood from southern France. Both are inferior to our yellow pine. Paris has been unable to do any street work since the war began, and her streets are in horrible condition. It will be necessary to completely repave Paris at the end of the war. London has much good paving, but most of its streets are in bad condition, and an immense amount of paving will be required there.

"My work in Europe brought me directly in touch with the men at the head of government affairs. I saw them in the interest of the Southern Pine Association, and it would not be appropriate for me to make any comment on casual remarks made to me by them regarding the war situation."

CREOSOTED WOOD BLOCK WINS.

The activities of the National Lumber Manufacturers' Association and its work in behalf of lumber are well illustrated in a recent transaction. The trade extension department of the association learned on August 14 that the officials of Highland Park, Mich., were contemplating the laying of 55,000 square yards of paving. It was stated that the mayor of the city was in favor of asphalt, while the members of the council were about equally divided as between the various kinds of paving. Secretary Kellogg wired this information to the Southern Pine Association at New Orleans, and on August 16 it sent F. P. Hamilton, its wood block paving expert, who arrived in Chicago, August 16, and proceeded at once to Highland Park. There he took up the matter with the authorities, and, aided by local lumbermen, he succeeded in convincing the council of the superiority of creosoted wood block paving, so that 55,000 yards, or the equivalent of 2,000,000 feet of yellow pine, will be used, where, if this action had not been taken some other kind of paving would have been laid.

DEPARTMENT STORE LUMBER YARD.

Philadelphia, Pa., Sept. 6.—The famous Wanamaker stores in New York and Philadelphia have swung into line on the miniature lumber yard, and in their advertisements are playing it up as a chance for the boys to get "lumber with which to make things." Their interesting advertisement makes this suggestion for lumber uses:

"From this day on the Wanamaker Toy World will contain a miniature lumber yard for boys and men who use tools. This lumber can be bought in any quantity desired and almost any size.

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General News of Associations and Clubs

THE TWENTY-FIFTH HOO-HOO ANNUAL.

As the LUMBER WORLD REVIEW goes to press the opening ceremonies of the twenty-fifth annual of the Concatenated Order of Hoo-Hoo are in progress at the Hotel Chisca, Memphis, Tenn. A large number of the members of the order are gathered in the city by the mighty Mississippi as the guests of the open-hearted lumbermen of Memphis. They are looked after by an efficient entertainment committee, of which S. C. Major is chairman, and whose members are composed of such prominent lumbermen as W. H. Russe, R. E. Montgomery, H. B. Weiss, J. M. Pritchard, J. A. Riechman, F. E. Stonebraker, Ralph May and P. A. Gates.

WEST COAST ORDER FILE.

The weekly report of order file and shipments compiled by the West Coast Lumber Manufacturers' Association for the week ended August 26, gives the figures from 116 mills which report for the rail trade as follows:

	Cars
Unfilled orders, Aug. 19	6,239
Orders accepted week ended Aug. 26	2,223
Total	8,462
Orders shipped week ended Aug. 26	2,009
Balance orders unfilled	6,453

The report for the cargo trade was as follows:

	Domestic, Feet	Export, Feet
Unfilled orders Aug. 19	39,839,558	49,336,512
Orders accepted for week	7,966,805	2,156,000
Total	47,806,363	51,492,512
Shipments week ended Aug. 26	4,035,979	1,668,000
Orders unfilled	43,770,384	49,824,512

The normal production of the 116 mills reporting is 70,058,614 feet a week, while the actual production during the week ended August 26 was 69,969,336 feet, showing practically normal output. A severe car shortage is reported in several districts, which had the effect of curtailing shipments considerably.

The ladies' entertainment committee is composed of the following: Mrs. Ralph May, chairman; Mrs. J. D. Allen, jr., Mrs. J. M. Pritchard, Mrs. George O. Friedel, Mrs. R. A. Taylor, Mrs. S. M. Nickey, Mrs. W. H. Russe, Mrs. R. E. Montgomery and Mrs. L. E. Glass.

The concatenation committee is headed by John W. Dickson, "the noblest Roman of them all," and his associates are such active members of the Hoo-Hoo order as Max Sondheimer, C. C. Reed, R. A. Taylor, R. E. Bright, J. M. Clements, K. A. Smith, G W. Fooshe and M. W. Waynesburg.

J. M. Pritchard is chairman of the program and printing committee, and he is assisted by R. E. Montgomery, R. T. Cooper, George C. Eheman and J. T. Kendall.

The annual of Hoo-Hoo at Memphis is well financed, owing to the activities of the committee having that matter in charge, and which was composed of P. A. Gates, chairman; H. B. Weiss, J. W. McClure, George O. Friedel, L. E. Glass, Phil Pidgeon, J. W. Gladding, T. R. Winfield and C. J. Goodman.

The program of entertainment, which was published in full in the LUMBER WORLD REVIEW of August 25, provides for the general opening of the gathering and the annual reports for the first day, Saturday, September 9. The second day will be devoted to church-going in the morning and an automobile ride in the afternoon. The session Monday will be enlivened by a lecture by Dr. Stanley L. Krebs, and the business session will include the reports of committees and discussion for the good of the order. The regular business will be disposed of on Tuesday, and will conclude with the election of officers. The Osirian Cloister will hold its annual session immediately after the adjournment of the Hoo-Hoo gathering on Tuesday.

CONVENTION DATES.

October 24-25—Western Forestry & Conservation Association, Portland, Ore. Annual forestry industrial conference.

October 25-26 27—Southern Logging Congress, New Orleans, La. Annual meeting.

October 26-27—Pacific Logging Congress, Portland, Ore. Annual meeting.

November 11 — Southern California Retail Lumber Dealers' Association, Los Angeles, Cal. Annual meeting.

January 24-26, 1917—Southwestern Lumbermen's Association, Muehlebach Hotel, Kansas City, Mo. Annual Meeting.

SHIPMENTS OF PINE AND LARCH.

Kalispell, Mont., Sept. 1.—Shipments of lumber for the year 1916, as reported by members of the Montana Larch and Pine Manufacturers' Association, were 18,145,703 feet, as compared with 15,814,823 feet for the corresponding month of 1915, an increase of 2,330,830 feet, or 14.7 percent. The distribution of July shipments shows extensive increases into the states of North Dakota and Montana. The aggregate shipments for the first seven months of 1916 were 111,930,152 feet, as compared with 68,603,465 feet for the first seven months of 1915, an increase of 43,326,687 feet or 63.1 percent. The members show a stock on hand, August 1, 1916, of 101,169,000 feet, as compared with 106,726,000 feet on hand August 1, 1915.

MONTANA LUMBER MANUFACTURERS' ASSOCIATION ORGANIZED.

Kalispell, Mont., Sept. 1.—At a meeting of its members August 5, 1916, the Montana Larch and Pine Manufacturers' Association was disbanded.

The lumbermen of this district organized in the year 1902, under the name of the Flathead Lumbermen's Board of Trade. The name was changed in 1907 to the Montana Larch and Pine Manufacturers' Association, whose membership included practically all the mills in northwestern Montana, located on the Great Northern railway.

A new organization has been perfected under the name of the Montana Lumber Manufacturers' Association, whose membership includes the lumber manufacturers located on the Great Northern, Northern Pacific and Chicago, Milwaukee & St. Paul railways. The officers of the new organization are as follows:

C. B. March, president, Kalispell, Mont.; W. R. Ballord, vice-president, Somers, Mont.; J. F. Fennesy, treasurer, Libby, Mont.; Kenneth Ross, Bonner, Mont., and H. G. Miller, Essex, Mont., executive committee.

The membership is composed of the following lumber concerns: Kalispell Lumber Co., Kalispell, Mont.; State Lumber Co., Columbia Falls, Mont.; Libby Lumber Co., Libby, Mont.; Somers Lumber Co., Somers, Mont.; Anaconda Copper Mining Co., Bonner, Mont.; Polleys Lumber Co., Missoula, Mont.; Mann Lumber Co., Henderson, Mont., and Western Lumber Co., Milltown, Mont. There are several other lumber maufacturing concerns in western Montana whose membership will be solicited.

The field of the new association covers practically all western Montana, and the annual output of its members aggregates approximately 400,000,000 feet. Members of the new organization will affiliate with the Western Pine Manufacturers' Association grading bureau. The headquarters of the association are at Kalispell, Mont., where suitable offices have been secured.

BOX MEN IN SEMI-ANNUAL CONVENTION.

Buffalo, N. Y., Sept. 8.—The seventeenth semi-annual convention of the National Association of Box Manufacturers was held at the Iroquois hotel, August 23-25, and discussed various matters of interest to the members. Costs and cost systems, standardization of boxes, the reclassification case, safety appliances, trade extension and uniform selling contracts all came in for addresses and discussions.

The association has a membership of 125 out of about 700 box manufacturers who might become members. The report of Secretary F. C. Gifford will be put into printed from and distributed to several hundred non-members in the hope of interesting them in joining.

SOUTHERN PINE WEEKLY BAROMETER.

The weekly trade barometer, compiled by the Southern Pine Association and issued September 4, gives the figures from 152 sawmills for the week ended Friday, September 1, as follows:

	Cars	Feet
Orders on hand	19,846	391,918,808
Orders received during week	4,815	95,086,620
Total	24,661	487,005,428
Shipments during week	4,699	92,795,852
Balance orders on hand	19,962	394,209,576

The report shows that the production is 10.75 percent below normal; that the shipments are 0.93 percent above normal and that the orders are 3.42 percent above normal. The increase in the orders compared with the previous week's report was 2,290,768 feet, or 0.59 percent. The weekly reports for the months of July and August, including that for September 1, are as follows:

Week Ended	Mills Reporting	Average Orders Feet	Average Shipm't Feet	Total Unfilled Cars
July 7	147	401,980	383,801	16,444
July 14	147	539,383	531,275	16,379
July 21	150	697,933	504,758	18,130
July 28	158	894,095	617,704	20,590
Aug. 4	154	687,671	638,443	30,552
Aug. 11	165	703,996	643,840	23,020
Aug. 18	162	704,955	641,079	22,674
Aug. 25	164	669,024	659,150	23,487
Sept. 1	152	625,570	610,499	19,962

GRAND RAPIDS LUMBERMEN HOLD OUTING.

The eighth annual picnic of the Grand Rapids Lumbermen's Association, of Grand Rapids, Mich., was held at Waukazoo, on the shores of Black lake near Holland, Mich., on Saturday, August 19. The members of the association were taken from Grand Rapids on two special cars on the Michigan railway, leaving at 8:45 a. m., and arrived at Black lake at 11 o'clock. The first event was a baseball game between teams captained by Charles Dregge and Herbert Schneider, which ended in a victory for Mr. Schneider's team by a margin of 6 to 5.

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The afternoon was devoted to games, and all were decidedly interesting. At 4 o'clock in the afternoon the picnickers were taken in launches to Macatawa Park, where they frolicked in Lake Michigan until dinner was served at the Macatawa Yacht Club, and in the evening there was a dance in the club rooms.

The affair, which was highly successful in every way, was in charge of a committee composed of Arthur M. Manning, president of the club; Glenn Fitzgibbons, W. H. Boland, Herbert Schneider and Arthur D. Wolf.

DISPLAYS AT STATE FAIRS AND EXPOSITIONS.

The National Lumber Manufacturers' Association is making some of the most complete and comprehensive exhibits of the products of wood that have ever been seen at these gatherings. A most attractive feature of each exhibit is the models for various farm buildings which have been prepared with care and show their construction in detail. The plans for these models were secured from the foremost agricultural schools of the United States. One of the most interesting of these models is the "general purpose barn," which shows improved methods of housing cattle and horses, modern ventilation, creosoted blocks for stall floors, creosoted sills and the new type of end and side bracing which gives strength with a minimum amount of material. Other parts of the state and county fair exhibits, which are generally identical, show portable swine houses, poultry houses, implement sheds, dairy houses, corn cribs and granaries. Transparencies are shown giving the radial and tangential sections of forty-eight of the principal commercial woods of the United States. An instructive part of the various exhibits is the literature pertaining to the various woods. The names of the various pamphlets issued by the associations of lumber manufacturers are lettered on large panels and anyone who wants one of these has only to ask for it. All of these are practical and instructive pamphlets.

The exhibits referred to have already been shown at the county fair at Austin, Minn., from August 29 to August 31 inclusive and at the Minnesota State Fair at Hamline, September 4 to September 9, inclusive, both of these exhibits having been in charge of W. H. Bell.

During the last week an exhibit has been made at the Rochester Industrial Exposition, Rochester, N. Y., in charge of H. S. Sackett; at the Indiana State Fair at Indianapolis, in charge of Alexander Hamilton, and at the Nebraska State Fair at Lincoln, which was in charge of the Long-Bell Lumber Co.

During the coming week an exhibit will be made at the Wisconsin State Fair, West Allis, from September 11 to September 16, in charge of W. H. Bell. A corresponding exhibit will be made at the Kansas Fair at Topeka the coming week, in charge of the Long-Bell Lumber Co.

Other events are as follows:

Illinois State Fair, Springfield, September 16 to September 23, in charge of W. H. Bell.

Southwestern Dairy Show, at Kansas City, Mo., September 18 to September 23, in charge of the Long-Bell Lumber Co.

Colorado State Fair, at Pueblo, September 18 to September 23, in charge of the Long-Bell Lumber Co.

Door County Fair, at Sawyer, Wis., from September 19 to September 21, in charge of H. R. Isherwood.

Missouri State Fair, Sedalia, from September 23 to September 30, in charge of W. H. Bell.

New Jersey State Fair, at Trenton, from September 25 to September 29, in charge of State Forester Wilber.

Oklahoma State Fair, at Oklahoma City, from September 25 to September 30, in charge of the Long-Bell Lumber Co.

Texas State Fair, at Dallas, from October 14 to October 29, in charge of W. H. Bell.

WEST COAST LUMBERMEN'S ASSOCIATION MEETS AT BRIDAL VEIL.

Portland, Ore., Aug. 25.—Traveling in automobiles forty miles out the old Oregon trail, now, for many miles, a grand scenic highway costing $50,000 per mile, one hundred representative lumbermen of the Pacific northwest were today guests of the Bridal Veil Lumbering Co. in the cooling shadows of the timber-clad Cascades. It was the regular monthly meeting of the West Coast Lumbermen's Association, with thrillingly pleasant variations.

At Bridal Veil the visiting lumbermen showed the officers of the Bridal Veil Lumbering Co. how to appreciate ho[illegible] by completely wrecking one of the finest planked-salmon dinners ever concocted by persons proficient in that sort of gastronomic uncertainty.

In return the officers of the Bridal Veil company exhibited a fine lumber manufacturing property run by water power. The visitors saw in operation a water turbine with a stream one and a half inches in diameter, delivering 400 horsepower; a baby turbine, with a stream the size of a lead pencil, delivering twenty-five horsepower, and twelve other equally interesting turbines, many connected directly to the machines, furnishing combined power for the manufacturing of 150,000 feet of lumber in ten hours.

Scarcely less interesting was the fire protection service of the plant, comprising two giant monitors delivering forty-two tons of water per minute through a three-inch tip and throwing the water 500 feet.

The association at its meeting adopted resolutions urging the committee of railroad presidents, then in conference with President Wilson, at Washington, D. C., to stand pat on the principle of arbitrating the railway wage dispute. In the consideration and adoption of this resolution there was no lack of appreciation of the gigantic problems confronting President Wilson, the railroad presidents, the railroad employees and the country. The lumbermen felt that the proposition to advance freight rates to absorb increased railroad operating costs, and all for the benefit of the organized railway trainmen, would paralyze the lumber industry of the northwest, now greatly depressed on account of restricted markets. There were appreciative words for President Wilson personally, but the vote on the resolution was unanimous.

In accordance with the instructions of the meeting, Secretary Babcock wired Hale Holden, chairman of the committee of railroad presidents, as follows:

"Resolved, That the West Coast Lumbermen's Association, representing eighty-five percent of the lumber production of the Pacific northwest, unanimously requests the committee of railroad presidents acting in the present wage controversy, to adhere strictly to the principle of arbitration in the proposed settlement with railroad employes, this association pledging the committee its unanimous support of its membership in a positive stand for this principle; be it further

"Resolved, That this association unanimously ratify and approve the telegram sent to President Woodrow Wilson on August 23, by J. H. Bloedel, president of this association, which telegram is as follows:

" 'The West Coast Lumbermen's Association, representing the lumber industry of the Pacific northwest, employing 40,000 men in sawmills and 95,000 men in all allied industries, including sawmills, logging camps, shingle mills and woodworking factories; shipping approximately 200,000 carloads of forest products annually, protests against any increase in the cost of railroad operations.

" 'Our industry is depressed owing to inability to expand into new fields, on account of our long distances from consuming markets, and on account of freight rates, which are proportionately greater than those of competitors.

" 'We have been working for a reduction in existing freight rates, in order to get increased distributing markets, but an increase in railroad operating costs will not only forestall the probability of such reduction, but will possibly mean an increase in lumber freight rates from north Pacific producing points to eastern and local markets.

" 'We respectfully urge that the wage difficulties between the railroad employees and the railroads be submitted to arbitration wherein the interests of the whole public may be properly represented and protected.' "

Secretary Babcock, just back from the foreign trade conference, held in Chicago, on August 21, submitted a report covering that conference, the association not taking action pending a report from the committee of lumbermen appointed at the Chicago conference to work out details of the government's proposed co-operative plan for developing a demand for American lumber, in export markets.

Immediately following the association meeting there were several informal discussions of marketing conditions. It was the opinion that uncertainty regarding the railroad strike and regarding crop results was retarding buying. The general idea was that mill stocks were slightly increasing and many manufacturers, speaking along lines of individual manufacturing policy, favored vigorously curtailed production, until such time as the law of supply and demand should adjust conditions.

RITE-GRADE SHINGLE MANUFACTURERS MEET AT ABERDEEN.

Aberdeen, Wash., Aug. 25.—Rite-grade shingle manufacturers met at Aberdeen on Saturday, August 19. Most of the members arrived in Aberdeen in time for breakfast Saturday morning, and afterwards visited the Grays Harbor Shingle Co. and the Wilcox Shingle Co.'s mills, where rigid inspection was made of the manufacture of Rite-Grade red cedar shingles.

After the inspection at the mills, the delegation were driven to the Aberdeen Town and Country Club where they were the guests of W. J. Patterson of F. G. Deming Lumber & Shingle Co., Markham, Wash. Mr. Patterson as host made a speech of welcome to the visiting mill men, responded to by several of the visitors.

After lunch, E. C. Miller, president of Gray's Harbor Shingle Co., announced that a cup was to be presented by him to the winner of the afternoon golf game. This cup was won by J. E. Sampson of the W. L. Smith Lumber & Shingle Co., of Seattle. Mr. Sampson was a "dark horse," as it was fully expected that either Mr. Patterson or Mr. Merritt, of the Hunting-Merritt Lumber Co., Ltd., would win it. Both of these gentlemen were scratched. Although making the nine in 42 and 43 respectively, Mr. Sampson was able to get a stroke or two under, showing that the handicap committee knew their business by providing such a close contest.

After lunch, E. C. Miller, president of the Gray's deen to attend a dinner and business meeting at the Washington Hotel. At the dinner the members were the guests of E. C. Miller, president of Gray's Harbor Shingle Co. After the various details of business were discussed and settled, the meeting developed into an enthusiastic expression from all members as to their satisfaction with the Rite-Grade movement. They were all enthusiastic at results which had been achieved in the past and were prepared to push Rite-Grade harder than ever for the fall business. Proofs of the fall advertising campaign were submitted and approved and letters read from interested parties from all parts of the world inquiring for Rite-Grade red cedar shingles.

RITE-GRADE SHINGLE MEN IN ATTENDANCE AT THE ABERDEEN MEETING, AUGUST 19.

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FEDERAL EFFORT FOR EXPORT TRADE

Effort to Pass Webb Bill Fails at this Session—June Report Bureau Foreign Commerce Showing Deplorable Export Trade—Text of Webb Bill—Requirements of the "To Be" Trade Commissioners—Our Webb Bill Effort

The universal desire of the lumber interests of the United States that the so-called Webb bill—that law, which, when passed, will permit lumber manufacturers in this country to combine in their efforts to handle the foreign trade in this country—has been the one thing of universal interest since the possibility of accomplishing such an undertaking was born of the efforts of the Federal Trade Commission, which began in July, 1915, to discover some way in which the foreign trade in lumber might find some relief.

No interest in lumber, in an association way—or in an individual way, for that matter—has been in any sense derelict in advocating and urging the passage of this bill.

If any argument has been needed to indicate that something must be done—legislative or otherwise—to save the foreign trade in lumber, any fair-minded man who is not a pernicious politician of the LaFollette stripe, can easily achieve information by perusing, for three minutes, the June report of the Bureau of Foreign and Domestic Commerce—from which we reprint herewith the whole division related to "Wood and manufactures of."

That report tells the sad story that an export lumber trade, which amounted to over ONE HUNDRED AND THREE MILLION DOLLARS ANNUALLY prior to the war in Europe, has now shrunk to a shade above SIXTY MILLION DOLLARS ANNUALLY.

The Bureau of Foreign and Domestic Commerce has spent a considerable volume of money in its endeavor, prior to this time, to find what were the reasons for and against the use of lumber in foreign parts, by sending trained observers to find the facts, and is even now co-operating with the lumbermen of the United States, and with the Forest Service and with the Federal Trade Commission, to send into Europe several trade commissioners to ascertain just what are the wants of Europe in regard to lumber.

It is rather a startling coincidence, all around, that all of the many efforts to relieve the lumber trade of the country by remedial legislation should be brought to a climax in one day, September 8, 1916, and just in time for the LUMBER WORLD REVIEW—which has been the most active quantity in a lumber newspaper way to further all these plans—to print in one article the text of the Webb bill, which we are all fighting for: the report of the Bureau of Foreign and Domestic Commerce, which indicates why we are fighting, and what we are fighting for, and the announcement of the Bureau of Foreign and Domestic Commerce as to the requirements of the men who will be chosen from those who present themselves for examination on September 22, to represent jointly the government and the lumber interests concerning lumber requirements in Europe.

THE "WEBB" BILL.

The so-called "Webb" bill is the result of the work, really of the Federal Trade Commission, and was introduced by Edwin Y. Webb, of North Carolina, chairman of the judiciary committee, in the house of representatives, as H. R. 17350, on August 8, 1916, and referred to the committee on judiciary, and ordered to be printed. On August 15, 1916, it was committed to the committee of the whole house on the state of the Union, and ordered to be printed.

Before discussing the LAST and eleventh hour rush of the lumber interests in their desire to help the president pass the constructive legislation known as the Webb bill, we desire to print herewith for the exact information of our readers, the full text of that bill:

A BILL

TO PROMOTE EXPORT TRADE, AND FOR OTHER PURPOSES.

BE IT ENACTED BY THE SENATE AND HOUSE OF REPRESENTATIVES OF THE UNITED STATES OF AMERICA, IN CONGRESS, ASSEMBLED, that the words "export trade," wherever used in this act mean solely trade or commerce in goods, wares, or merchandise exported, or in the course of being exported from the United States or any territory thereof to any foreign nation; but the words "export trade" shall not be deemed to include the production or manufacture within the United States, or any territory thereof, of such goods, wares or merchandise, or any act in the course of such production or manufacture.

"That the words, 'trade within the United States,' wherever used in this act mean trade or commerce among the several states or in any territory of the United States, or of the

REPORT OF THE DEPARTMENT OF FOREIGN AND DOMESTIC COMMERCE OF THE UNITED STATES ON THE EXPORTS OF "WOOD AND MANUFACTURES OF" TO JUNE 30, 1916—SHOWING THAT OUR FOREIGN TRADE HAS FALLEN OFF OVER 60 PERCENT IN THE LAST TWO YEARS.

ARTICLES, AND COUNTRIES TO WHICH EXPORTED.	JUNE—				TWELVE MONTHS ENDING JUNE—					
	1915		1916		1914		1915		1916	
Wood, and manufactures of—Contd.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.	Quantity.	Value.
Firewood and all other unmanufactured		$5,884		$14,083		$201,099		$156,231		$161,532
Wood, and manufactures of:										
Logs and other round timber—										
Hickory M ft.	100	3,947	777	21,167	8,425	267,613	2,020	72,786	2,862	75,668
Oak M ft.	16	809	285	9,311	1,872	63,550	226	10,563	2,010	85,666
Walnut M ft.	221	12,430	63	3,303	6,961	355,059	1,090	76,338	1,114	88,955
All other M ft.	4,842	75,678	5,641	76,070	120,819	2,512,801	41,175	720,836	38,921	758,527
Total logs, etc. M ft.	4,979	92,607	6,736	109,851	138,067	3,256,023	44,511	883,523	44,856	974,046
Timber—										
Hewn M ft.	396	9,665	571	21,618	29,859	788,327	6,118	163,106	9,628	232,576
Sawed—										
Pitch pine M ft.	16,280	289,758	14,010	253,983	390,149	7,821,364	159,064	2,785,379	175,763	3,473,686
All other M ft.	740	20,993	1,309	41,891	21,158	562,720	8,607	228,491	15,814	440,345
Total hewn and sawed timber M ft.	17,416	320,416	15,890	347,492	441,166	9,172,411	173,789	3,177,976	201,205	4,066,607
Exported to—										
France	402	8,060	50	1,454	32,047	636,765	6,192	133,461	2,959	60,806
Germany					17,506	384,035	2,337	45,928		
Italy	1,884	29,425			65,314	1,203,642	25,783	393,216	29,946	495,794
Netherlands	1,858	31,151			57,770	1,201,211	6,733	139,693	9,098	181,937
United Kingdom	10,695	198,110	10,928	224,292	186,909	3,929,629	99,318	1,756,789	117,221	2,413,168
Other Europe			1,632	26,090	31,363	511,737	3,023	58,514	10,173	178,595
Canada	746	23,514	1,491	56,019	37,846	1,047,441	15,342	382,945	12,812	356,065
Central American States and British Honduras	1	45	18	615	182	9,634	1	45	717	11,532
Mexico	877	12,007	697	16,160	3,231	48,764	5,045	106,878	10,902	194,713
Argentina			41	819	1,609	31,376	513	7,168	994	17,850
Other countries	1,263	18,104	1,033	22,103	7,348	154,847	9,482	153,446	6,483	160,697
Lumber—										
Boards, planks, deals, joists, and scantling—										
Cypress M ft.	1,172	41,982	890	30,791	14,006	420,962	10,078	319,065	10,521	366,510
Fir M ft.	33,207	401,556	23,410	285,578	690,340	8,720,140	368,886	4,251,620	284,455	2,984,948
Gum M ft.	2,068	67,217	1,345	35,105	70,714	2,161,017	24,584	715,756	32,165	969,338
Oak M ft.	10,287	514,378	6,634	268,165	231,338	10,641,310	97,397	4,870,864	98,990	4,665,527
Pine—										
White M ft.	1,461	50,051	2,111	81,060	43,878	1,606,964	18,398	662,786	34,206	1,139,537
Yellow—										
Pitch M ft.	47,809	874,041	37,059	721,273	911,223	19,521,710	403,254	7,565,272	504,952	9,150,115
Short leaf M ft.	302	11,580	77	3,075	22,453	631,103	5,261	160,219	2,745	79,147
All other M ft.	4,140	99,587	5,260	110,539	127,290	3,091,399	49,716	1,123,212	47,236	1,164,090
Total pine M ft.	53,792	1,035,568	45,107	926,956	1,104,813	21,761,045	476,629	9,511,489	588,579	11,524,889
Poplar M ft.	1,816	86,640	2,084	85,264	39,860	1,418,622	19,881	962,248	23,356	1,044,583
Redwood M ft.	2,851	94,388	2,638	79,050	67,155	1,917,315	36,419	1,102,532	34,739	1,169,975
Spruce M ft.	1,967	67,246	4,701	246,021	18,107	537,834	15,610	462,097	37,332	1,611,492
All other M ft.	8,194	349,515	5,553	270,094	187,833	6,948,230	79,707	2,925,984	78,639	3,591,338
Joists and scantling M ft.	258	5,619			12,143	200,919	6,007	103,456		
Total boards, planks, deals, joists, and scantling M ft.	115,615	2,654,109	92,342	2,238,522	2,417,439	57,781,467	1,135,212	25,225,101	1,176,765	27,012,900
Exported to—										
Denmark[1]			15	2,180					3,800	175,441
Belgium					62,772	2,077,615	8,793	286,782	12,722	476,705
France	2,514	48,899	1,165	62,035	39,563	1,134,145	6,145	148,036		
Germany					69,852	1,911,093	7,963	218,544		
Italy	1,761	31,093			53,623	1,196,846	20,662	430,070	40,531	758,070
Netherlands	460	11,200	17	595	120,061	3,311,712	17,218	482,219	2,789	60,408
Norway[1]			16	1,603					3,432	208,221
Spain[1]			386	6,560					22,000	420,648
United Kingdom	41,367	1,179,954	21,771	709,699	332,437	13,231,027	260,098	8,413,222	273,726	9,547,716
Other Europe	1,216	49,038	202	15,644	54,365	1,734,523	18,042	412,958	4,714	155,016
Canada	13,442	346,457	11,506	337,467	431,399	10,431,000	182,734	4,653,184	140,650	4,028,636
Central American States and British Honduras	3,090	89,553	4,909	111,904	81,251	1,633,319	45,777	958,036	59,351	980,039
Mexico	1,578	31,707	2,079	52,152	69,111	1,394,902	31,296	588,540	45,616	901,117
Cuba	9,793	157,088	19,307	373,154	122,938	2,344,247	88,000	1,470,953	174,676	3,156,807
Other West Indies and Bermuda	2,743	59,214	3,999	102,544	52,092	1,255,293	24,862	572,924	30,014	712,987
Argentina	14,696	287,539	5,349	106,002	208,177	4,647,182	66,754	1,263,391	86,884	1,766,572
Brazil	2,575	49,018		27,904	38,123	915,624	10,370	208,676	8,107	190,066
Peru[1]			2,702	30,039					20,529	323,499
Uruguay[1]			32	1,940					10,315	216,692
Other South America	3,356	53,404	3,707	48,514	156,573	2,495,203	54,566	742,748	18,804	272,547
China	1,672	16,746	2,126	36,187	107,115	1,161,740	56,238	535,190	30,746	286,850
Australia[2]	11,900	183,706	9,794	170,021	293,009	4,917,468	187,439	2,950,987	148,858	2,410,654
Philippine Islands	51	525	146	2,655	22,485	313,687	6,623	85,678	4,833	58,598
Africa	1,140	36,072	684	22,723	50,338	1,200,730	13,401	374,431	15,993	437,526
Other countries	2,039	22,796	2,362	16,991	48,031	760,139	28,411	378,542	10,225	265,606
Railroad ties No.	290,811	170,714	352,468	250,442	5,123,004	2,564,513	3,874,298	2,036,200	4,086,721	2,435,094
Shingles M.	826	2,860	1,643	5,050	46,964	112,463	11,291	30,578	20,590	55,604
Shooks—										
Box		143,266		99,495		1,270,477		1,303,127		1,908,643
All other No.	159,327	229,133	30,916	73,479	867,903	1,542,272	620,013	1,024,083	583,724	1,024,348
Staves No.	3,748,022	330,603	5,683,916	308,822	77,150,535	5,852,230	39,297,268	2,481,592	57,820,610	3,533,181
Heading		31,059		15,549		332,662		258,670		298,587
All other		193,430		415,951		3,028,642		1,650,760		3,197,217
Doors, sash, and blinds		35,206		24,802		1,139,378		559,258		311,614
Furniture		228,735		247,421		6,529,249		2,923,203		3,090,809
Exported to—										
United Kingdom		30,919		8,671		710,942		356,912		337,194
Other Europe		4,947		3,989		703,965		109,229		106,071
Canada		41,963		44,153		1,479,319		636,594		472,589
Central American States and British Honduras		13,160		14,331		273,734		152,890		171,561
Mexico		5,093		17,503		241,162		71,393		140,364
Cuba		$61,309		$76,761		$713,690		$618,919		$856,307
Other West Indies and Bermuda[1]				12,927						170,178
Argentina		12,633		8,854		770,215		187,979		192,965
Brazil		3,527		1,726		138,106		29,898		40,073
Other South America		9,904		17,178		397,292		163,154		171,548
Asia and Oceania		25,464		15,908		538,776		341,249		243,116
British Africa[1]				24,050						163,959
Other countries		26,816		1,372		562,048		254,988		25,884
Hogsheads and barrels, empty		41,070		168,535		914,493		1,114,861		684,949
Incubators and brooders		10,849		2,205		207,235		117,657		83,436
Trimmings, moldings, and other house finishings		19,305		31,737		654,635		265,809		462,662
Woodenware		40,035		35,581		572,764		450,514		502,435
Wood pulp tons	185	7,170	3,204	169,586	12,036	529,741	8,410	369,969	35,994	1,703,374
All other manufactures of		552,291		819,037		7,516,878		5,884,112		8,007,789
Total wood, and manufactures of		5,208,714		5,368,980		103,179,640		49,787,303		60,707,229

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District of Columbia, or between any such territory and another, or between any such territory or territories and any state or states, or the District of Columbia, or between the District of Columbia and any state or states.

"The word 'association' wherever used in this act means any corporation or combination, by contract or otherwise, of two or more persons, partnerships, or corporations.

"Section 2. That nothing contained in the act entitled 'An Act to Protect Trade and Commerce Against Unlawful Restraint and Monopolies, approved July second, eighteen hundred and ninety, shall be construed as declaring to be illegal an association entered into for the sole purpose of engaging in export trade and actually engaged in such trade or an agreement made or act done in the course of export trade by such association, provided such association, agreement, or act is not in restraint of trade within the United States.

"Section 3. That nothing contained in Section 7 of the act entitled 'An Act to Supplement Existing Laws Against Unlawful Restraints and Monopolies, and for Other Purposes,' approved October fifteenth, nineteen hundred and fourteen, shall be construed to forbid the acquisition or ownership by any corporation of the whole or any part of the stock or other capital of any corporation organized solely for the purpose of engaging in export trade, and actually engaged solely in such export trade, unless the effect of such acquisition or ownership may be to restrain trade or substantially lessen competition within the United States in articles of the kind exported by the association whose stock is acquired or controlled.

FINAL WORD FROM OUR WASHINGTON CORRESPONDENT, LYNN M. LAMM, STAFF CORRESPONDENT OF THE LUMBER WORLD REVIEW, CONCERNING THE HOLDING OVER OF THE WEBB BILL UNTIL THE NEXT SESSION.

Washington, D. C., 11 A. M.,
Sept. 8, 1916.

Lumber World Review,
608 S. Dearborn Street,
Chicago, Ill.

Congress adjourned this morning at 10 o'clock. No action was taken on the Webb bill by the Senate and it will therefore go over until the December session.

LYNN M. LAMM.

"Section 4. That the prohibition against 'unfair methods of competition' and the remedies provided for enforcing said prohibition contained in the act entitled 'An Act to Create a Federal Trade Commission, to Define its Powers and Duties, and for Other Purposes,' approved September twenty-sixth, nineteen hundred and fourteen, shall be construed as extending to unfair methods of competition used in export trade against competitors engaged in export trade, even though the acts constituting such unfair methods are done without the territorial jurisdiction of the United States.

"Section 5. That every association now engaged solely in export trade, within sixty days after the passage of the act, and every association entered into hereafter for the sole purpose of engaging in export trade, within thirty days after its creation, shall file with the Federal Trade Commission a verified written statement setting forth the location of its offices or places of business, and the names and addresses of all of its officers, and all of its stockholders or members; and if a corporation, a copy of its certificate or articles of incorporation and by-laws; and if unincorporated, a copy of its articles or contract of association, and on the first day of January of each year thereafter it shall make a like statement of the location of its offices or places of business and the names and addresses of all of its officers and all of its stockholders or members and of all amendments and changes in its articles or certificate of incorporation or [illegible]rticles or contract of association, a[illegible]cts, agreements and understandings had with any foreign or domestic association in regard to the conduct of or practices in foreign trade. Any association which shall fail so to do shall not have the benefit of the provisions of Section 2 and Section 3 of this act, and it shall also forfeit to the United States the sum of $100 for each and every day of the continuance of such failure, which forfeiture shall be payable into the treasury of the United States, and shall be recoverable in a civil suit in the name of the United States, brought in the district where the association has its principal office, or in any district in which it shall do business. It shall be the duty of the various district attorneys, under the direction of the Attorney General of the United States, to prosecute for the recovery of the forfeiture. The costs and expenses of such prosecution shall be paid out of the appropriation for the expenses of the courts of the United States."

OUR OWN MODEST "WEBB" BILL EFFORT.

The LUMBER WORLD REVIEW learned on Monday of this week that President Wilson was anxious to see the Webb bill pushed through the senate at this session, and at once started a little campaign help in this direction, by first sending a wire to the president of the United States as follows:

"Chicago, 6:30 P. M., Sept. 4, 1916.

"President Woodrow Wilson,
"Washington, D. C.

"As editor and publisher of the LUMBER WORLD REVIEW, speaking as I can for a majority of the lumber manufacturing interests of the United States, the unanimous desire is that the momentum which congress has just achieved in creating labor legislation be now utilized to pass the Webb bill through the senate before this session of congress adjourns. Lumber is the second largest industry in the United States and plans for lumber exportation, which should amount to three billion feet annually, are at a standstill until the Webb bill becomes a law. The lumber interests depend upon your quick action in this matter. What may we expect?

"BOLLING ARTHUR JOHNSON."

At the same time we sent a wire to the secretaries of the various lumber manufacturers' associations as follows:

"Chicago, 7 P. M., Sept. 4, 1916.

"Have direct information President Wilson willing to push Webb bill through senate immediately. Consider it desirable you get every business interest in your section to wire the president urging this action now, rather than wait until December. Transmit by night press wire to me news features of what you have done.

"BOLLING ARTHUR JOHNSON."

THE PRESIDENT'S ANSWER AND "OTHERS."

We print a facsimile of the president's friendly answer herewith in this article, also the LAST WORD on the subject for this session from our Staff Correspondent in Washington, L. M. Lamm.

Up to the hour of going to press, six o'clock P. M., September 8, 1916, the following replies have been received from lumber associations:

FROM THE SOUTHERN PINE ASOCIATION.

New Orleans, La., Sept. 5, 1916.

Bolling Arthur Johnson,
LUMBER WORLD REVIEW,
Chicago, Ill.

Advising subscribers as follows: We have received information that President Wilson is willing to push through the senate immediately H. R. 17350, commonly known as the Webb bill, which legalizes selling agencies for export business. Subscribers are requested to urge the president to take this action now rather than wait until December. W. J. Drewry, foreign representative of the Southern Pine Association, has returned from Europe and will attend a meeting of directors at Chicago, September 7. Mr. Drewry reports excellent prospects for the marketing of southern yellow pine in Europe.

SOUTHERN PINE ASSOCIATION.

THE WHITE HOUSE
WASHINGTON

September 5, 1916.

My dear Mr. Johnson:

The President directs me to acknowledge the receipt of your telegram of September 4th, and to say to you that he not only has this matter very much at heart, but has taken an active part in attempting to find the right solution for it. He feels confident that legislation of this sort can be accomplished, if not at this session of Congress, at any rate in time to meet the necessities of the case.

Sincerely yours,

Secretary to the President.

Mr. Bolling Arthur Johnson,
The Lumber World Review,
Chicago, Illinois.

FROM THE CALIFORNIA REDWOOD ASSOCIATION.

San Francisco, Cal., Sept. 6, 1916.

LUMBER WORLD REVIEW,
Chicago, Ill.

Thanks for message. Redwood and pine manufacturers have wired individual congressmen urging their vote for Webb bill. San Francisco Chamber of Commerce is putting big pressure on western congressmen. This bill means much to Pacific coast lumber industry and any delay would seriously interfere with the plans for developing foreign business.

CALIFORNIA REDWOOD ASSOCIATION.

FROM THE HARDWOOD MANUFACTURERS' ASSOCIATION.

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Cincinnati, Ohio, Sept. 5, 1916.
Bolling Arthur Johnson,
LUMBER WORLD REVIEW,
Chicago, Ill.

The Hardwood Manufacturers' Association has already through its membership urged the passage of the Webb bill. I am promised by the local Chamber of Commerce and Lumber Exchange that the matter will be immediately taken up by them with President Wilson.

W. H. WELLER, Secretary.

FROM THE NORTH CAROLINA PINE ASSOCIATION.

Norfolk, Va., Sept. 5, 1916.
Bolling Arthur Johnson,
608 South Dearborn Street,
Chicago, Ill.

Our association has been keeping in touch with Mexico have been asked to wire their congressmen and senators urging the passage of the Webb bill and I think practically all have done so. Hope filibuster as reported morning papers can be avoided.

E. A. BLOCKLINGER, Secretary.

FROM THE NORTHERN PINE ASSOCIATION.

Minneapolis, Minn., Sept. 6, 1916.
Bolling Arthur Johnson, Editor,
LUMBER WORLD REVIEW,
Chicago, Ill.

Have notified members Webb bill passed through house, some danger may go over to next session; called attention to necessity for wiring president and senators urging passage of Webb bill this session.

H. S. CHILDS, Secretary.

ANNOUNCEMENT OF EXAMINATION FOR EUROPEAN LUMBER INVESTIGATION.

The Bureau of Foreign and Domestic Commerce, of the Department of Commerce, announces an examination to be held in the various cities of the country on September 20, 1916, for the position of Trade Commissioner to investigate lumber production in Europe and European markets for lumber. Four or five men will be appointed to make this investigation.

The salaries for these positions will not exceed $10 a day for every day in the year. In addition, all transportation expenses will be paid, and $4 per diem will be allowed for subsistence expenses.

Applicants must be citizens of the United States.

Appointees to this position must be available for two years' service.

Competitors will be examined in the following subjects, which have the relative weights indicated:

	Subjects	Weights
1.	Practical questions	3
2.	Thesis	1
3.	Languages	2
4.	Education and experience	4
	Total	10

PRACTICAL QUESTIONS: This paper will cover the three fundamental subjects of the investigation, that is, (a) forestry, or timber production; (b) manufacture of forest products; and (c) marketing of forest products. Each applicant will be required to answer questions covering two of these subjects.

THESIS: Competitors will be required to write, in the examination room, a thesis on investigation methods.

FOREIGN LANGUAGES: Competitors will be required to translate a passage in at least one of the following foreign languages: French, German, Italian, Dano-Norwegian, Swedish, Spanish and Russian.

EDUCATION AND EXPERIENCE: Competitors may prepare this statement in advance of the examination and deliver it to the examiner at the time of taking the examination. The statement must show that the applicant has had technical training or practical experience of an adequate character or has conducted extensive research in at least two of the three fundamental subjects indicated above.

Ability to write good English is an essential qualification for this position and will be judged on the basis of the written examination papers. In addition to the qualifications which the written examination will bring out, applicants should have good address and appearance and be able to address public gatherings. Candidates who successfully pass the written examination may be required to appear before an oral examining board in Washington.

Applications to take this examination should be made direct to the Bureau of Foreign and Domestic Commerce, Washington, D. C., giving a complete statement of the applicant's education, and particularly of his experience in the fundamental subjects of the examination.

the Webb bill and have been individually and collectively urging our representatives and senators to put it through this session. Replies have been encouraging, but realizing the need of an eleventh hour push we have today had wires sent the president and senators from this section impressing on them the absolute necessity for this legislation before any effective work can be done towards getting our share of the export trade. The present condition of the lumber industry shows plainly the need for a safety valve of large enough capacity to carry off the excess production. The president has given labor what they want. Let us hope he will be equally solicitous for business.

WM. B. ROPER, Secretary.

FROM CALIFORNIA PINE ASSOCIATION.

San Francisco, Cal., Sept. 6, 1916.
Bolling Arthur Johnson,
Editor, LUMBER WORLD REVIEW,
Chicago, Ill.

Telegram received. Pleased to advise that all redwood mills and all white and sugar pine mills in southern Oregon, California, Arizona and New

THIS YEAR'S CROPS AND THE BUSINESS OUTLOOK.

The annual crop report and business review of the Continental & Commercial National Bank of Chicago of September 1, gave the following estimated crops of the principal farm products:

Wheat	628,000,000 bushels
Corn	2,684,700,000 bushels
Oats	1,247,000,000 bushels
Rye	41,150,000 bushels
Hay	85,000,000 tons
Cotton	10,500,000 bales

The report shows that the world's harvest of wheat last year was the largest of record, being 4,127,000,000 bushels. This year the countries thus far harvesting their wheat show a loss of 800,000,000 bushels. In this country the spring wheat acreage was reduced 1,600,000 acres by the unfavorable weather of the early months and the entire spring wheat region promised a crop of only 168,000,000 bushels, compared with 356,000,000 bushels last year. In winter wheat the reduction of acreage was 7,000,000 acres and the usual yield was greatly curtailed by insect damage and hot weather. The result was a crop of only 460,000,000 bushels, as compared with last year's crop of 655,000,000 bushels. The total wheat crop is, therefore, 628,000,000 bushels, while last year it was 1,011,000,000 bushels. Of this, 625,000,000 bushels will be used for domestic purposes. There is, however, an estimated quantity of 145,000,000 bushels carried over from last year, making the total average surplus for export apparently 148,000,000 bushels. However, the exports in 1916 were 240,000,000 bushels and in 1915, 330,000,000 bushels. The advancing prices of wheat may decrease the home consumption and increase the quantity needed for export.

The total corn crop is estimated by the Continental & Commercial National Bank at 2,684,700,000 bushels, which is a decrease from last year of 369,300,000 bushels, or about 12 percent. The area planted to corn was reduced by 4,000,000 acres owing to the lateness of the season. The high prices of cattle and hogs is one of the inevitable results of the increased values of corn.

In oats the estimate of 1,247,000,000 bushels is the third largest crop ever raised in the country and will help supply the deficiency in other grains. The market for oats is naturally strong by reason of the high prices of wheat and corn.

The crop of barley is but 187,000,000 bushels, as compared with 237,000,000 bushels a year ago. The potato crop is up to that of last year, or about an average yield and, according to the bank's report, the production will be ample for all needs.

The hay crop will be about the same as last year, 85,000,000 tons and the quality is much better than last year. One of the fortunate features of the hay crop is that it is large in those sections where corn and oats have been damaged.

The cotton crop is disappointing and will be the smallest of any outturn in recent years, excepting 1909, when the crop was only 10,000,000 bales. Last year it was also disappointing, being 11,100,000 bales. This year the estimate is for 10,500,000 baes, or 600,000 bales less than last year. The domestic and foreign demand last year called for 13,000,000 bales and this absorbed both the last year's crop and the carry-over.

Regarding general business conditions, the Continental & Commercial National Bank says that the steel business is phenomenal. There was a temporary relaxation of foreign demand in the early summer, but recent reports indicate a healthier condition than existed earlier in the year. There is sufficient tonnage on the books to enable the steel mills to run full capacity well into 1917. The chief laggers in the business world are lumber and farm implements. Lumber showed signs of a decided revival in the early part of the current year, but this spurt did not last, owing necessarily, as suggested by some correspondents, to the inability to obtain shipping facilities for export trade. As is well known, it is the surplus production that affects market prices and with the export of lumber curtailed, necessarily the industry as a whole reflects this condition.

BROOKMIRE'S FORECAST ON BUSINESS.

An interesting study for lumbermen is that of the analysis and forecast of fundamental conditions published by the Brookmire Economic Service, of 56 Pine street, New York. The issue for September 4 states that there is a rally in banking resources after eight months of decline. The banking index in November, 1915, stood 120 degrees above normal. Since that time it has registered a climb in every month up to and including July, 1916, and at the end of the eight month period stood at only plus 25. The first four banking statements of August indicate that the average for that month was about plus 40 degrees, or fifteen degrees higher than July. This rise in the banking index is the direct and necessary result of the huge gold imports of recent months.

The review of financial conditions states that a large decrease in gold imports may be expected for the next three or four months. It is made apparent from a study of the chart accompanying the forecast, which shows that since December 1, 1915, gold exports from this country have been a steady stream, which can be depended upon to continue, regardless of the ease or tightness of money in this country, and also regardless of the foreign exchange market. At first glance it seems absurd that we should export gold when the balance of trade is so overwhelmingly in our favor, but the explanation is found in the fact that outside of Europe the balance of trade, with a few minor exceptions, is decidedly against the United States. Thus, for the twelve months ended June, 1916, the balance of trade against us in South America was $211,206,000; Asia (except Russia), $286,664,000; Africa, $21,348,000; Mexico, $49,368,000; Cuba, $101,930,000, a total of $67,416,000.

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The Latest News of the Lumber World

TESTIMONIAL TO G. D. CRAIN.

Louisville, Ky., Sept. 1.—The Louisville Hardwood Club, on accepting the resignation of G. D. Crain, Jr., secretary of the club for more than six years, elected R. R. May, manager of the Louisville branch of the Southern Hardwood Traffic Association, as secretary, his term of office to commence with the weekly meeting held on Tuesday, August 29. At this meeting, which was in the nature of a farewell dinner to Mr. Crain, upon the eve of his departure for Chicago, where he has made his headquarters, Mr. May in behalf of the club presented Mr. Crain with a handsome gold watch, which was suitably engraved.

MR. CHRISTIAN MAKES CHANGE.

Tom J. Christian, who has been sales manager for the hardwood manufacturing firm of Maley & Wertz, Evansville, Ind., during the last ten and a half years, resigned his position last month, effective September 2, and has secured an interest in the Wood Mosaic Co., of New Albany, Ind., of which W. D. MacLean is the president. Mr. Christian will occupy the position of sales manager for the lumber and veneer departments of this company, and assumed his new duties September 4. He is one of the best known and most popular hardwood men in the middle west, and his many friends will wish for him a full measure of success.

INCREASED SHINGLE RECEIPTS FROM BRITISH COLUMBIA.

Notwithstanding a marked decrease in the shingle demand in United States markets, there has lately been a constant increase in importations of shingles from Canada, according to the government records. In 1912, under an import duty of 50 cents a thousand, there were imported from Canada into the United States 539,434,000 shingles; in 1915, under free trade, the importation of British Columbia shingles totaled 1,775,130,000, at an invoice valuation of $3,561,917. In 1914 there were imported from British Columbia into the United States 1,248,726,000. During the first six months of 1916 there were imported from British Columbia into the United States 762,886,000 shingles, indicating nearly as large an importation this year as in 1915, the slight falling off being easily ascribed to the decreased consumption in this country.

JULY CUT OF NORTHERN PINE.

Minneapolis, Minn., Sept. 1.—The Northern Pine Manufacturers' Association has statistics gathered from 28 mills for July, showing a small decrease in production, but an increase in shipments over amounts reported by 32 mills in July of last year. Shipments showed an increase of 10.4 percent.

WOODEN FREIGHT CARS A SAVING TO THE RAILROADS.

Seattle, Wash., Sept. 2.—Millions of dollars will be saved by the railroads of this country by reverting to wooden freight cars, with properly distributed metal parts, according to a communication received here from Ralph Budd, assistant to the president of the Great Northern railroad. He declares the saving will come through the smaller coal consumption, less wear on wheels, brasses, brake shoes and in avoiding the hauling of unnecessary weight. Lumbermen here declare the advent of the steel car was a severe loss to the Pacific northwest mills, which formerly furnished large amounts of Douglas fir car material, this wood being recognized as the lightest and strongest available for car construction. Mr. Budd says:

"There is no doubt the greatest possible economy in railroad operating is in long trains and heavy locomotives, but it does not necessarily follow that the car must be heavy. From an operating standpoint a locomotive will handle one hundred cars weighing 30,000 pounds empty, as easily as it will fifty cars each weighing 60,000 pounds empty. There is no reason why cars should be built to weigh 100,000 pounds for good [illegible] which you could not possible load more th[illegible] pounds. Cars should not weigh more [illegible] they carry. General merchandise [illegible] to eight tons per car, and to [illegible] nds' capacity to carry five to eight tons seems absurd. Increasing weight and size of a freight car does not increase its strength. From an economical standpoint the freight car built just as light as possible to carry its load is the most desirable, on account of the greatly increased number of cars which can be handled in a train."

AN OLD CONCERN REBORN.

The new incorporation of the Yawkey - Bissell Lumber Co. at Wausau, Wis., brings back to old timers in the lumber business the memory of one of the oldest and largest white pine manufacturing concerns in the Wisconsin valley. The old concern was located at Hazlehurst, Wis., and cut out its timber holdings in the vicinity of Hazlehurst something like fifteen years ago. The components of the Yawkey-Bissell Lumber Co. of the earlier days were Cyrus C. Yawkey and W. H. Bissell, of Wausau, and the reincarnation of this concern comprises in its make up those two gentlemen, together with Walter Alexander, William W. Gamble, A. P. Woodson, B. F. Hammond and Ben D. Stone, of Wausau, and Charles Edgar, formerly of Wausau, and now of Essex Fells, N. J. These are familiar and potential names, not only in the Wisconsin valley, but throughout the northern, southern and western lumbering districts, in all of which they have now, or have had, important interests.

The purchase of a tract of timber near White Lake, Langlade county, Wisconsin, comprising something like 200,000,000 feet of excellent stumpage, is the mainspring of the reassembling of these pioneer forces in lumberdom. The officers and directors of the company are as follows: W. H. Bissell, president, Wausau; W. W. Gamble, vice-president, Wausau; Aytch P. Woodson, secretary, Wausau; Cyrus C. Yawkey, treasurer, Wausau; Walter Alexander, Wausau; Charles Edgar, Essex Fells, N. J.; B. F. Hammond, Wausau; Ben D. Stone, Wausau. Mr. Edgar is particularly well remembered among the older lumbermen, as is also Walter Alexander, they comprising the old established concern of the Alexander & Edgar Lumber Co., at Eagle River, and of other manufacturing interests at points in Arkansas.

W. H. Bissell, president of the company, states that Will W. Gamble, vice-president and now head of the Rib River Lumber Co. at Rib River, Wis., will be the general manager of the new operations.

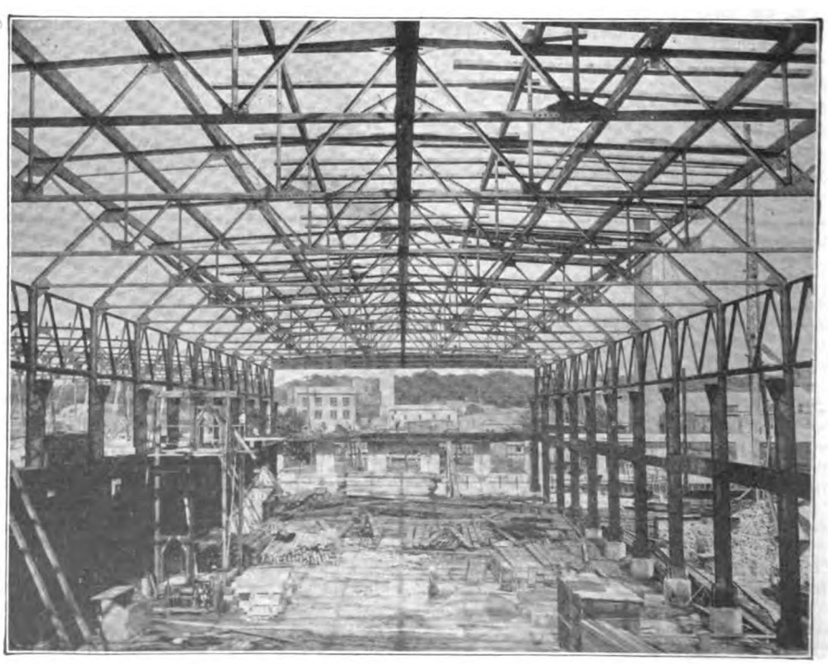
Construction work on the new plant, which is located at the town of White Lake at the junction of the Wisconsin & Northern and Chicago & Northwestern railroads, was begun this week. The mill plant will contain a band and resaw, with a production of between 25,000,000 and 30,000,000 feet annually. There will be a properly equipped planing mill sufficient to care for the product, and equipped with machinery of the latest design and most dependable pattern. The main mill building will be 50 x 172 feet in area, and it will have several large additions. It will occupy a fine mill site, right on the shore of White lake, a beautiful body of water about three-quarters of a mile long. The engines will have a capacity of 600 horsepower, which will be ample for all present needs, and will afford some leeway for future development of the plant. The timber is about one-half hardwoods, mainly basswood, birch, elm and maple; practically all of the remainder of the timber is hemlock, with a sprinkling of white pine. It is expected that the mill will be completed and ready for operation along about January.

P. B. YATES MACHINE CO. BUILDS NEW PLANT.

Beloit, Wis., Aug. 26.—To handle more efficiently a rapidly increasing volume of business and to relieve the congested condition of certain departments of its already extensive plant, the P. B. Yates Machine Co. early in the summer commenced the erection of a new factory adjacent to its present factories here.

Work on the new plant has been facilitated by favorable weather throughout the summer, and the construction work is well along toward completion.

The new building will occupy a full city block, will be 266 by 296 feet in extreme dimensions, and will contain 110,000 square feet of working floor space. This will increase the total working floor space by 38 percent and greatly facilitate the annual production of the institution. The building will be of the latest approved machine shop design, with main floor, working balconies, and saw tooth design roof. A distinctive feature of the building will be a vast craneway, sixty-four feet wide, two hundred and seventy-six feet long and thirty feet in the clear. Up and down this vaulted avenue will ply a 10-ton electric crane. Lateral craneways, with 2 and 3-ton cranes lead away from this central avenue to the interior of the shop. The balcony floor will front the main craneway, and will be



LOOKING DOWN THE MAIN CRANEWAY OF THE NEW PLANT OF THE P. B. YATES MACHINE CO., NOW IN PROCESS OF CONSTRUCTION. THIS CRANEWAY IS OF SIXTY-FOUR FEET SPAN, TWO HUNDRED AND SEVENTY-SIX FEET LONG AND THIRTY FEET IN THE CLEAR. UP AND DOWN THIS VAULTED AVENUE WILL PLY A 10-TON ELECTRIC CRANE.

provided with six loading platforms. In addition three large freight elevators will provide additional facilities for prompt handling of materials.

At the rear of the main floor are located the shipping platforms. A switch at the railroad entrance admits cars to either leg of the "Y" shaped shipping spur, which can accommodate five cars at one time. These additional shipping facilities will enable the P. B. Yates Machine Co. to load and dispatch 9 cars every day—an item which customers will doubtless appreciate.

While the erection of the plant as a whole will go on in the regular manner, concerted action will be brought to bear on certain portions of the building to have them ready for occupancy by the several departments in advance of the completion of the entire building. This will at an early date relieve the congested condition of certain departments, and prevent the disorganization that would occur were the work of occupation left until the entire building was completed.

A full force of men is at work, and the building will be ready for complete occupancy by the time cold weather sets in.

EFFORT TO RELIEVE CAR SHORTAGE.

Little Rock, Ark., Sept. 5.—A practical effort for ameliorating the threatened car shortage has been undertaken by Ray M. McWilliams, of Little Rock, general freight agent of the Iron Mountain road, and W. I. Jones, of St. Louis, general freight agent of that line. These gentlemen recently visited the principal lumber manufacturing plants in Arkansas and Louisiana for the purpose of studying conditions. They have since devised and submitted a plan to the shippers which they think may aid in increasing the supply of cars in this territory, although they admit that the relief can be but partial.

Their plan is that the shippers bill their cars going east only to East St. Louis, leaving the routing of the shipments from that point to the carriers. They state that several roads can handle these shipments from East St. Louis and that some of them have empty cars which may be traded for by giving them the routing of the goods. Of course, where shipments are routed all the way through, the delivering carrier has no option when they reach St. Louis but to turn them over to the routing given. However, if the routing is left open, the delivering carrier is in position to trade with the road over which the shipments are sent east.

LUMBER VALUES IN 1916.

Secretary R. S. Kellogg, of the National Lumber Manufacturers' Association, has sent out to his members a valuable table showing prices on various kinds of lumber in 1916, as compared with 1915, which was compiled by the Forest Service at Washington. The secretary states that while lumber has gone up in price to some extent, as compared with last year, the percentage of increase is far below that of almost any other article in the world of commerce. In fact, in some woods values are actually lower than last year, western pine being one of those. He says: "The lumber trade was in a state of depression for many years, and manufacturers were cutting and selling lumber at a loss, in order to secure money to pay fixed charges on their investments. What slight advance has been made in lumber in the past year should be compared with prices of food, clothing and other material to give the lumber trade its comparative relation to the rest of the nation's commerce." The prices prepared by the Forest Service are as follows:

	—Average Values— f. o. b. mill,	Per M.
SOFTWOODS.	1915.	1916.
Yellow pine	$12.50	15.02
Douglas fir	10.50	14.20
White pine	13.00	13.32
Hemlock	13.00	15.31
Western pine	14.50	14.01
Spruce	16.50	17.33
Cypress	20.00	21.94
Redwood	13.50	16.64
Cedar	15.50	18.12
Larch	11.00	11.91

	—Average Values— f. o. b. mill,	Per M.
HARDWOODS.	1915.	1916.
Oak	$19.00	21.76
Maple	15.00	15.53
Yellow poplar	22.50	24.21
Red gum	12.50	13.46
Chestnut	16.00	17.49
Birch	16.50	17.24
Beech	14.00	14.05
Basswood	19.00	18.66
Hickory	23.50	30.42
Elm	17.00	18.08
Ash	22.50	24.35
Cottonwood	17.50	17.15
Tupelo	12.00	14.13

AN ATTRACTIVE TIMBER LOAN.

The James D. Lacey Timber Co., of the McCormick building, this city, has lately offered to investors an unusually attractive and well secured timber loan, based on 1,100,000,000 feet of redwood timber, belonging to the C. & O. Lumber Co., of Brookings, Ore. The loan offered comprises $900,000 of first mortgage 6 percent serial gold bonds, and these are secured by the timber referred to, which is situated in Del Norte county, California, and 90 percent of it is redwood, the balance, or 10 percent, being Douglas fir. The bonds are issued on the basis of 90 cents a thousand feet, which is one-third the present value of the timber, while the sinking fund is $2 a thousand fund, and this is sufficient to retire all of the bonds when only 45 percent of the timber has been cut. As there is no fire risk in redwood timber, the security is thus regarded as first class.

The C. & O. Lumber Co. was organized in December, 1915, for the purpose of combining the properties of the Brookings Timber & Lumber Co. in Curry county, Oregon. The plant comprises a modern electric-driven mill, with all equipment, the plant being valued at $725,000.

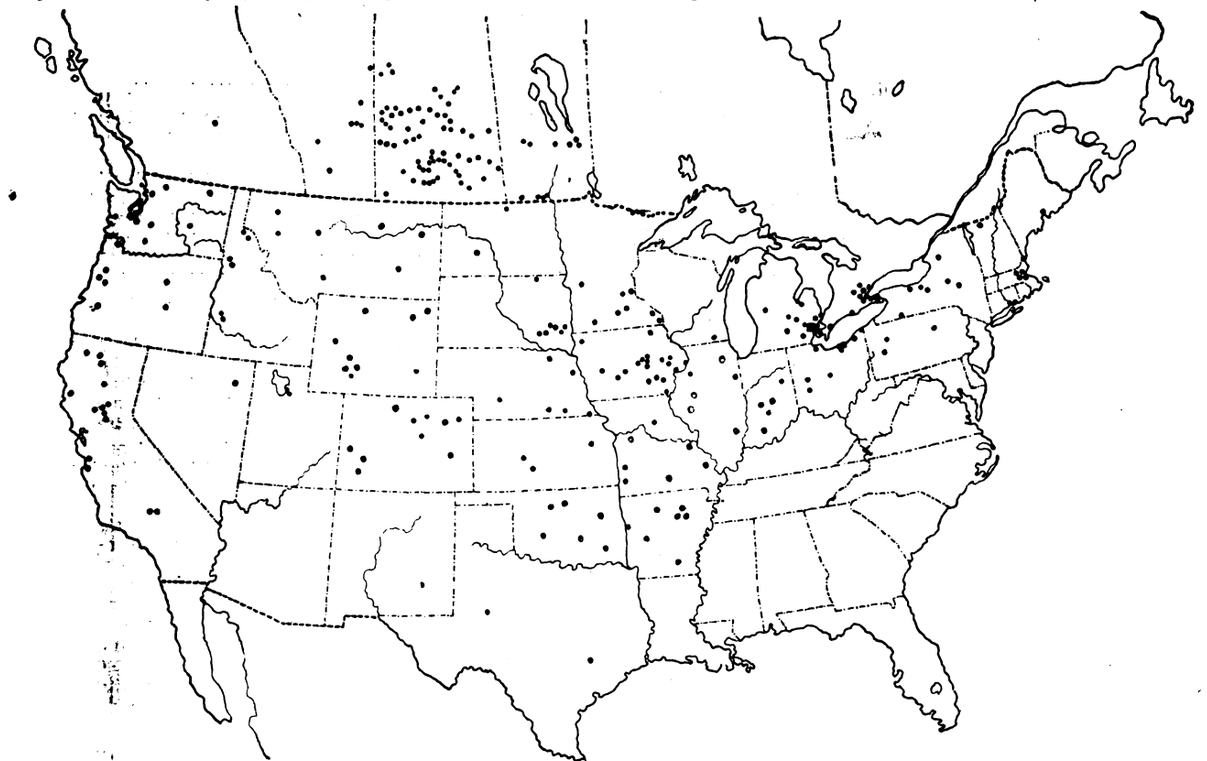
Frank D. Stout, of Chicago, is president and treasurer of the company; William Carson, of Burlington, Ia., is vice-president; John S. Owen, of Eau Claire, Wis., secretary; James H. Owen, of Brookings, Ore., is vice-president and general manager, and W. D. Brookings, of San Francisco, is vice-president and sales manager. Robert S. Brookings, of St. Louis, and N. C. Foster, of Fairchild, Wis., are directors.

The bonds are issued in denominations of $1,000 and $500 each, and mature in June and December of each year, beginning June 1, 1919, at the rate of $30,000 every six months, up to December 1, 1922, when they mature at the rate of $35,000 each six months, continuing at that rate up to December 1, 1930, with a final payment of $95,000 June 1, 1931.

ACTUAL SALES OF HARDWOOD LUMBER.

The monthly report of sales of hardwood lumber during July was issued by the Hardwood Manufacturers' Association of the United States, on August 15. The principal feature of the report is the strong demand shown for plain oak, as compared with the other woods. The report gives a splendid record of values on this commodity. For instance, inch firsts and seconds, plain white oak, regular widths and lengths, brought during the month from $61 to $62, delivered in Detroit, while No. 1 common brought around $36, delivered in Detroit, and from $33 to $37, delivered in Chicago. Plain red oak brought in the neighborhood of $54 to $56.50, delivered in Chicago. Eastern mills, however, were obtaining for the same grade around $61, delivered in Detroit. Southern mills sold considerable No. 1 common red oak at $33, delivered in Chicago or Indianapolis.

Quartered white oak sales were reported in inch at $77, delivered in St. Louis, and up to $81, delivered in Des Moines, Ia. Sales of 10-inch and up widths, with regular lengths, were made in Chicago on the basis of $104, delivered. No. 1 common quartered sold in Chicago at from $46 to $50. Sales of inch sound wormy chestnut were reported in Chicago at $24.50, and of cottonwood box boards at $45.50. Firsts and seconds sap gum were delivered in considerable quantities in Chicago in July, on the basis of $26 to $28, while firsts and seconds, red gum, is reported to have sold, Chicago delivery, around $43. Firsts and seconds inch poplar was an active commodity, many sales being reported for New York delivery on the basis of $60 to $61 and around $58, delivered in Pittsburgh.



THE MAP SHOWS THE WIDE DISTRIBUTION OF "RITE-GRADE" SHINGLES IN THE UNITED STATES AND CANADA.

FOUR MONTHS' DISTRIBUTION OF RITE-GRADE RED CEDAR SHINGLES.

Every dot on the map represents a "Rite-Grade" dealer, and as every dealer is well supplied with six foot outdoor sign, individual office shingle signs, newspaper electrotypes, plan books to attract the attention of the prospective builders, one can begin to realize the steady advertising influence which is gradually being exerted for the sale of Rite-Grade red cedar shingles. This distribution represents approximately 350 carloads, or seventy-five million red cedar shingles. Besides these actual sales, the West Coast Lumbermen's Association has received thousands upon thousands of inquiries about "Rite-Grades" from prospective builders not only in the United States, but from all parts of the world.

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A NEW ORGANIZATION OF RETAILERS

Retail Dealers in Large Distributing Markets Form Potential Association—Edward Hines, of Chicago, Inaugurates New Movement—Fred. J. Robinson, of Detroit, Chosen President

As one of the more important results of the recent World's Salesmanship Congress held at Detroit, a new lumber association was organized at Chicago last week under the title of the National Retail Lumber Dealers Association, whose purpose it is to better the condition of retail lumber dealers in the large cities of the country. The organization of this congress is due in large measure to the efforts of Edward Hines, of Chicago, who was one of the speakers and an interested listener at the Detroit meeting referred to.

While attending the sessions he heard many of the big sales experts state that in their opinion the prosperity of the country depended upon the volume of home building and that it should be the patriotic duty of the salesmen to encourage the building of homes. The idea was also brought out prominently at that meeting that the local merchants of the cities and towns should be given some measure of protection by the manufacturers. This suggested to Mr. Hines the thought of an organization with the purposes above outlined as its principal objects.

When in Detroit Mr. Hines was invited by the retail lumber dealers of that city to a luncheon and made an address, in which he gave them the benefit of this idea. It met with instant encouragement. Later Mr. Hines went to Pittsburgh, where he met a committee of the lumber dealers and again outlined his idea, which was received most favorably. Upon returning to Chicago he consulted with his associate, L. L. Barth, and at his suggestion Mr. Barth visited the cities of Cincinnati, St. Louis, Louisville, Indianapolis and Milwaukee, where he submitted the plan to the retail lumbermen of those markets and an equally enthusiastic reception was given to the project by the lumbermen of those cities. Accordingly a conference was called, the lumbermen of each city being asked to send their own committees and this resulted in the conference which was begun last Thursday at the Congress hotel. The lumbermen responded with from five to seven delegates from each of the large markets and the meeting was composed of the most representative retail lumbermen of the principal cities of the United States. In all there were eighty-five present from outside of Chicago.

At the opening of the session at 10 o'clock Thursday morning Mr. Hines called the conference to order and explained the purposes of the meeting. Fred J. Robinson, of the Lowrie & Robinson Lumber Co., Detroit, was selected as chairman of the conference and J. V. O'Brien, secretary of the Cleveland Board of Lumber Dealers, was chosen secretary.

A committee of one member from each state, of which Mr. Hines was made chairman, was selected for the purpose of waiting on the meeting of manufacturers, which was being held in an adjoining room at the same hotel. This latter meeting was made up of representative manufacturers of yellow pine, white pine, hemlock and officials of the National Lumber Manufacturers' Association.

The retailers' committee presented to the manufacturers the purposes that the retail lumber dealers were seeking and they met with their instant approval. A joint session of the two bodies was then held at which there was considerable discussion of ideas looking to the general betterment of the lumber business and particularly with the object of devising ways and means of stopping the practice of buying lumber in transit cars. Also it was decided that the retail lumber business should be recognized as a public necessity in order to serve the public properly and promptly.

Many features of the trade that needed improvement were taken up and thoroughly discussed, after which the retailers again went into executive session. At this session a committee was appointed for the purpose of formulating plans and drawing up articles of constitution and by-laws with which to effect a permanent organization.

This committee was as follows: Julius Seidel, Julius Seidel Lumber Co., St. Louis, Mo., chairman.

Fred J. Schroeder, John Schroeder Lumber Co., Milwaukee, Wis.

A. M. Melone, Melone-Bovey Lumber Co., Minneapolis, Minn.

Edwin M. Hill, Pittsburgh, Pa.

R. B. Burns, Burns Lumber Co., St. Paul, Minn.

Fred Wuichet, Gebhart-Wuichet Lumber Co., Dayton, Ohio.

W. M. Delaplante, Buffalo, N. Y.

J. H. Doppes, J. B. Doppes' Sons Lumber Co., Cincinnati, Ohio.

Guy Gray, Gray Lumber Co., Cleveland, Ohio.

C. D. Huyette, H. W. Harding Lumber Co., Detroit, Mich.

L. L. Seibel, Kansas City, Mo.

Henry Koehler, Henry Koehler & Co., Louisville, Ky.

E. L. Thornton, Thornton-Claney Lumber Co., Chicago, Ill.

O. L. Huey, Capitol Lumber Co., Indianapolis, Ind.

Edward Hines, Edward Hines Lumber Co., Chicago.

This committee reported at the afternoon session of the congress on Friday and a summary of its work will be published hereafter.

The election of officers under the permanent organization resulted as follows:

President, Fred J. Robinson, Detroit, Mich.

First Vice-President, Julius Seidel, St. Louis, Mo.

Second Vice-President, E. M. Diebold, Pittsburgh, Pa.

A secretary will be elected later.

R. B. Burns, of St. Paul, Minn., took occasion to highly compliment Edward Hines, stating that no other individual in the lumber trade could have brought together so many prominent lumbermen for a single purpose in so short a space of time

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A RECENT RHINELANDER DEAL.

Rhinelander, Wis., Sept. 4.—The recent sale of the saw mill plant of the Brown Bros.' Lumber Co. here to the Brown Land & Lumber Co., has created general interest throughout this section, as while the transfer of the property is a distinct deal and the ownership is still vested in members of the old lumbering family of Brown, it marks the passing of the former heads of the concern as active lumber manufacturers.

The Brown Bros. Lumber Co., composed of Anderson W. Brown, president, E. O. Brown, secretary, and Hon. W. E. Brown, erected the sawmill in 1882 and it has been operated steadily ever since. A disastrous fire visited the plant in 1905, destroying the entire stock of lumber, but the mill was left intact. It has now cut the last of the Brown Bros. Lumber Co.'s timber and the new concern, having provided itself with a comfortable amount of stumpage, will begin sawing its own logs very shortly. It proposes to add to its stumpage holdings from time to time and will also contract extensively with loggers, there being an assured supply for many years.

The sale did not include the stock of lumber on hand and this the vendors will have a year to remove from half of the yard, it being understood that the old company will retain the other half for the present at least. There is ground for the report that it will continue in the lumber business, perhaps in a wholesale way.

Both Luther E. Brown and Webster A. Brown are sons of Anderson W. Brown. They are young men of exceptional ability and energy. It is greatly to their credit that although their father is rated as a wealthy man and the family is one of the soundest from a financial standpoint of any in the north, they have built up the large business of the Brown Land & Lumber Co. without any outside aid whatever.

CHICAGO HOO-HOO HOLD SPLENDID MEETING.

The loyal Hoo-Hoo of the Chicago district held a most interesting and inspiring concatenation on the evening of Friday, September 1, at the rooms of the Lumbermen's Association of Chicago in the Lumber Exchange building. There were about fifty present at the dinner, which preceded the concatenation, and the repast was punctuated by some good singing, led by George J. Pope, of the D. S. Pate Lumber Co., and until recently president of the association. The affair was arranged for by M. E. Botts, Vicegerent Snark.

J. L. Lane, one of the early members of the Hoo-Hoo order, was master of ceremonies. As soon as the repast was concluded Mr. Lane made a brief address, in which he told of his connection with the order in its early days. He called upon Bolling Arthur Johnson, founder of the order, who made an interesting and humorous talk regarding the early days of the order and its progress from the time when it was instituted in Gurdon, Ark., in 1892.

Herman H. Hettler, president of the Lumbermen's Association of Chicago, was called upon for a speech, and made a point of the good fellowship which seemed to characterize the lumbermen's order. All of the addresses were interesting, and were warmly received.

At the concatenation, which followed, the officers who officiated were as below:

Bolling Arthur Johnson, Snark.
Edw. A. Lang, Senior Hoo-Hoo.
Harry B. Darlington, Junior Hoo-Hoo.
George Wilson Jones, Scrivenoter.
Royal S. Kellogg, Bojum.
A. L. Ford, Jabberwock.
Tom A. Moore, Custocatian.
Stacy C. Bennett, Arcanoper.
F. M. Baker, Gurdon.

The following candidates were initiated:

Herman Henry Hettler, president of the Lumbermen's Association of Chicago, and president of the H. H. Hettler Lumber Co., Chicago; Harry C. Williams, Harry Lee Potter, Ernest Albert Sterling, manager trade extension bureau, National Lumber Manufacturers' Association; Charles S. B. Smith, retail lumber dealer; George Glenn King, manager credit department, Lumbermen's Association of Chicago; Lambert J. Pomeroy, manager Landeck Lumber Co.

At the close of the concatenation the officiating snark, Mr. Johnson, called the attention of the members to the annual meeting, to be held at Memphis, September 9, and urged all present to be in attendance, or if found impossible to be there, to send a letter or a telegram.

It was decided as the sense of the meeting that Julius Seidel, of St. Louis, Snark of the Universe, should be re-elected, and the scrivenoter was instructed to notify Secretary E. D. Tennant of that fact.

HOO-HOO IN UTAH.

Salt Lake City, Utah, Sept. 1.—Thanks to T. H. Hudson, treasurer of Morrison, Merrill & Co., this city, and Vicegerent Snark for Utah, there was a splendid concatentation of Hoo-Hoo held in the Commercial Club rooms here on August 18. Mr. Hudson had most efficient help from the loyal Hoo-Hoo of this vicinity, and through the efforts of all combined they made it one of the most successful meetings ever held in this section.

Those who officiated were the following: Thomas H. Hudson, Snark; Chas. E. Murphy, Senior Hoo-Hoo; George E. Merrill, Junior Hoo-Hoo; Ray H. Felt, Bojum; H. M. Rhodes, Scrivenoter; H. M. Culbertson, Jabberwock; Wm. Service, Custocatian; W. E. Losee, Arcanoper; W. S. Burton, Gurdon; S. W. Morrison, Director.

There were fifteen candidates, all representative lumbermen, as follows: Richard Stanley Johns, Bingham Coal & Lumber Co., Bingham; Howard Marcus Jones, Morrison, Merrill & Co.; Peter Alexander Shaver, Sugar House Lumber Co.; Frank E. Losee, McConaughy-Losee Lumber Co.; George Cottan Chase, Parker-Warner Lumber Co., Tooele; Frank McLean, Morrison, Merrill & Co.; Richard Wheat, Eastern & Western Lumber Co.; Carl D. Shufelt, Rio Grande Lumber Co.; Irvin Lowery, Utah Lumber Co.; Joseph Richard Shelton, Sugar House Lumber Co.; William David Oliver, Rio Grande Lumber Co.; Walter Montgomery Bird, Morrison, Merrill & Co.; Henry Milton Leggart, Sugar House Lumber Co.; Earl Tucker, Bingham Coal & Lumber Co., Bingham; Frederick Carl Kanzler, Utah Lumber Co.

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Personal News Notes

Jacob Slimmer, of this city, will remove his retail lumber yard from West Twenty-Second near Jefferson to 2247 South Loomis Street, which will give him about double his present yard space.

The Creosoted Materials Co., Inc., has succeeded the Creosoted Wood Block Paving Co., at 301 Queen & Crescent building, New Orleans, La. R. S. Manley is president and D. E. Roach, secretary-treasurer of the new company.

J. A. McIntosh, manager of the Stuart Lumber Co., Brinson, Ga., has been lately visiting his associate, George J. Pope, of the D. S. Pate Lumber Co., this city. Mr. McIntosh recently spent considerable time in Detroit visiting a daughter.

Harry C. Walker, of Columbus, Ohio, representative in this territory of the Standard Lumber Co. of Sonora, Cal., was a recent visitor in Chicago. He reported that trade conditions were fairly good in his line.

John M. Richards, manager of the Idaho White Pine Manufacturers' Agency of Spokane, Chicago and Pittsburgh, has removed his headquarters office from Spokane to the McKnight building, Minneapolis, Minn., and is thereby enabled to keep in closer touch with the eastern trade.

Secretary Frank F. Fish, of the National Hardwood Lumber Association, this city, is spending a three weeks' vacation in the lake region surrounding Hayward, Wis. Mr. Fish is "some angler" and doubtless he will have a few stories to tell upon his return.

Clarence Boyle, Inc., has removed his offices to 1205 Lumber Exchange from 1211, the same floor. Mr. Boyle has larger offices which will better accommodate his increasing business. He has recently been on a selling trip in Indiana and Michigan and reported having had a good trade.

Charles J. Kinzel, head of the Kinzel Lumber Co. at Merrill, Wis., was in Chicago recently on a business trip. Mr. Kinzel's mill has been shut down several weeks for the purpose of overhauling and is expected to start up this week, having lately secured a considerable supply of logs. He stated that the outlook for business in the northern Wisconsin district was excellent.

The W. R. Pickering Lumber Co. of Kansas City, Mo., has located Chicago offices at 807 Lumber Exchange in charge of W. L. Godley, formerly of Kansas City, who has been selling lumber in this territory for the Pickering interests for several months. Mr. Godley is a valued accession to the lumber trade of Chicago.

Henry M. Stack, secretary and manager of the Stack Lumber Co. at Masonville, Mich., was in Chicago Tuesday of last week while on a trip to Indiana points. Mr. Stack has been able to keep his mill running constantly this summer, although some difficulty was experienced for a time in keeping together a crew of men. He states that shipments are active and that prices are improving.

W. J. Harrigan, president and general manager of the Scotch Lumber Co., Fulton, Ala., and who is also vice-president of the Milwaukee Lumber Co., of St. Maries, Ida., has been lately making his annual visit to his old home at Rhinelander, Wis., and other points in that section, where he formerly operated extensively in the lumber business. Mr. Harrigan was very warmly greeted by his numerous old friends in the north during his visit.

Bert E. Cook, sales representative in this territory for the Missouri Lumber & Land Exchange Co. of Kansas City, Mo., has joined with Lou M. Bayne, of Ottawa, Ill., formerly president of the Illinois Lumber & Builders' Supply Dealers' Association, in organizing the L. M. Bayne Lumber Co. with headquarters at Ottawa, with Mr. Cook as president and Mr. Bayne as secretary and treasurer. The new corporation is operating three retail yards, one at Grand Ridge, La Salle county, Ill.; one at Strawn, Livingston county, Ill., a third at Emington in the same county. Mr. Cook will continue in his capacity as Chicago representative of the Missouri Lumber & Land Exchange Co. and will be assisted by K. E. McGill, who will cover the territory in northern Indiana.

C. H. Ketridge, the venerable writer of the retail department of the Mississippi Valley Lumberman, who makes his home at Evanston, Ill., Chicago's leading suburb, arrived home from a trip to the Inland Empire, where he went to visit his son and to see the country. Mr. Ketridge was returning east from Spokane by way of Denver and while on the train was taken ill with ptomaine poisoning. He was taken to a hospital at Denver and after a few days' treatment was able to resume his journey, arriving at his home in Evanston, August 14. While he has been distinctly better during the last three weeks, he has not been able to leave the house, but his many friends in the lumber trade and the members of the lumber press are all boosting for him and hope for his early reappearance in his accustomed walks.

R. C. Clark, the local representative of the Tremont Lumber Co., Winnfield, La., who has an office in room 608 Harris Trust building, Chicago, telephone Central 217—and we are including the telephone number in this personal notice so it will be easy for his friends to call him up and confirm the statement—is soliciting his trade now from the vantage point of an Oldsmobile, we believe it is. Anyway, he has a nice, new, glittering, fast moving automobile, and is making great use of it, and naturally from the start of the difficulty has not had much fear personally of getting tied up anywhere on account of an impending strike. There is a good thought in Mr. Clark's move, and we should think nearly anyone who has to get around to see the Chicago lumber trade would find it necessary to ride in a machine in order to accomplish work and do it well.

CHANGE AT MINNEAPOLIS.

The Bartelme Co., of Minneapolis, Minn., which is composed of Tonnies T. Bartelme and F. M. Bartelme, sons of Ferdinand E. Bartelme, president of the Keith Lumber Co., this city, has disposed of its retail lumber yard at 730 Hennepin avenue, Minneapolis, to the Bartelme-Lloyd Co., Inc. The new company not only takes over the entire stock of lumber, but the equipment pertaining thereto and the retail yard and buildings. The Bartelme Co. has built up a large retail business at this location and the new company is formed for the purpose of handling this department, while the wholesale business will continue as before.

OBITUARY

F. E. PARKER'S TRAGIC DEATH.

Members of the lumber trade throughout the country were shocked beyond expression by the

THE LATE F. E. PARKER, OF BAY CITY, MICH.

telegraphic news in the daily press last Monday stating that Franklin E. Parker, of Bay City, Mich., had been shot and killed by a highwayman on the streets of that city. Later details have been furnished by Secretary E. F. Perry, of the National Wholesale Lumber Dealers' Association, New York, of which organization Mr. Parker was formerly president. He said that the deceased was walking in the residential district of Bay City, about 10:30 o'clock Sunday evening, September 3, when he was confronted at a street corner by two men, who ordered him to throw up his hands. He refused to do so, and two bullets were fired into his breast. He died at 8 o'clock on Monday evening September 4.

Franklin E. Parker was born in Bangor, Me., in 1865. He attended the public schools and was graduated at Harvard college. He distinguished himself in athletics, and was one of the members of the famous Harvard boat crew during his undergraduate period. He first became associated in the lumber business with the Eddy-Sheldon Co., of Bay City, and when that concern joined with the Mershon interests at Saginaw he was made president of the Mershon-Eddy-Parker Co., which for many years has been one of best known lumber concerns in the middle west. About a year ago he resigned from that institution to accept the position of vice-president and managing director of W. C. Edwards & Co., Ltd., of Ottawa, Ont., a concern which is among the largest timber holding and lumber manufacturing institutions in Canada. Mr. Parker continued his residence, however, at Bay City.

Mr. Parker became associated with the National Wholesale Lumber Dealers' Association at the time of its organization, and in 1906 was elected a member of the board of trustees, in which capacity he continued for ten years. He served on many important committees, was very active in the work of the association, and at the time of his death was chairman of the board of managers of the bureau of information. In 1910 he was elected vice-president of the association, and two years later was elected its president, an office which he filled with creditable vigor and enthusiasm. He was greatly respected by all the members of the organization, as well as by lumbermen everywhere with whom he came in contact.

Upon learning of Mr. Parker's tragic death, President W. W. Knight, of the National Wholesale Lumber Dealers' Association, appointed a committee of members to attend the funeral at Bay City, representing not only the association, but the scope of his friendship among the representative lumbermen of the country. The names of the committee follow: W. W. Knight, president, Indianapolis, Ind.; M. E. Preisch, vice-president, North Tonawanda, N. Y.; E. F. Perry, secretary, New York; Gordon C. Edwards, W. C. Edwards & Co., Ltd., Ottawa, Ont.; N. H. Walcott, L. H. Gage Lumber Co., Providence, R. I.; F. R. Babcock, Babcock Lumber Co., Pittsburgh, Pa.; R. C. Lippincott, Philadelphia, Pa.; Lewis Dill, Lewis Dill & Co., Baltimore, Md.; J. M. Hastings, J. M. Hastings Lumber Co., Pittsburgh, Pa.; Robert W. Higbie, Robert W. Higbie Co., New York city; George F. Craig, George F. Craig & Sons, Philadelphia, Pa.; C. H. Prescott, Saginaw Bay Co., Cleveland, O.; Lewis C. Slade, Saginaw, Mich.

DEATH OF ROWLAND H. ERVING.

Rowland H. Erving, president of the West Penn Lumber Co., Pittsburgh, Pa., and for many years a leading factor in the Pennsylvania wholesale trade, and equally well known in northern lumber manufacturing circles, died August 11 at the residence of his mother-in-law, Mrs. James McKay, in Pittsburgh. Mr. Erving had closed his Pittsburgh residence, and was about to leave for his summer home at Beaumaris, Canada, when he was taken ill at the home of his mother-in-law. He held his own at first, but during the latter part of his illness failed rapidly.

Mr. Erving was born at Mt. Clemens, Mich., forty-eight years ago. While still a young man he became connected with Henry Stephens, then located at St. Helens, Mich. Later he was associated with Miller & Lewis, of Bay City, Mich. In 1889 he went to Pittsburgh, where he had a situation with E. V. Babcock & Co. as salesman. He continued with that firm until 1895, when he aided in the organization of the wholesale firm of Flint, Erving & Lindsay, at Pittsburgh. In 1900 this concern was succeeded by Flint, Erving & Stoner. In 1913 the members of this concern formed the West Penn Lumber Co., of which Mr. Erving was made president, and built up a successful business. Mr. Erving became well acquainted with the lumbermen of northern Wisconsin and Michigan through his frequent visits to the mills of that section, from which he purchased large quantities of lumber. During the last winter and spring he attended several meetings of the Northern Hemlock and Hardwood Manufacturers' Association, and with his friend, E. H. Daley, of the E. H. Daley Lumber Co., New York, was a conspicuous figure at the meetings. He was a courteous and genial gentleman, and was recognized as an excellent authority on lumber matters.

Mr. Erving is survived by his widow, who was Miss Carrie Isabel McKay, and by three sons, James McKay Erving, Rowland H. Erving, jr., and Robert William Erving. He is also survived by a brother, George B. Erving, of Detroit, Mich., and by four sisters, Mrs. V. N. Dennison, of Detroit; Mrs. M. E. Greer, of Royal Oak, Mich., and Misses Jennie and Carrie Erving, of the same city.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

COMMISSIONER DAVIES' REPORT COVERING THE TRUST LAWS.

Washington, D. C., Sept. 2.—An interesting report has been transmitted by Joseph E. Davies, one of the Federal Trade Commissioners, in his former capacity as Commissioner of Corporations covering the trust laws of the United States and foreign countries and unfair competition.

In this monograph Mr. Davies goes deeply into the effect of legislation on business organizations and the suppression of competition; the scope of the Sherman anti-trust laws, and the indications of recent decision in connection therewith. Three deductions are made from the more recent decisions; the first is that it is adapted to prevent all kinds of contracts or combinations which directly or hurtfully restrain trade or commerce subject to federal control or which monopolizes or attempts to monopolize it, although the means of restraint employed are so various and changing, that, says the report, "it would be difficult to define all of them specifically, by statute." The second made is that the present judicial interpretation of interstate commerce is such as to leave practically no twilight zone which cannot be reached either by federal or state law. Third, that combinations of persons in whatever walks of life insofar as they are engaged in such commerce are within the scope of the provisions of the Sherman anti-trust law; and in particular that combinations of manufacturers engaged in such commerce are comprehended by the law notwithstanding that an early decision of the supreme court gave rise to some doubts as to the extent to which manufacturing combinations were contrary to the law.

Other points touched on in the report are recent federal anti-trust legislation; state anti-trust laws, the trust laws in foreign countries, the relation of the Federal Trade Commission to unfair competition and its control over the same; the meaning of unfair methods of competition, not only as it has been determined by the department of justice but as it is regarded by business men economic writers and public men in the United States. It likewise covers unfair competition in foreign countries and the relation of unfair competition to monopolistic practices.

The problem of monopoly is not confined to the present day or to our own country. This is evidenced by an exposition contained in the report covering legislation which has been enacted from the time of the Tudors in England down to the latest amendment of our own anti-trust laws.

The most rapid growth of trusts in this country was between the years 1898 when eight large trusts were formed down through 1899 when twenty-six companies were formed into 1900 when four companies were formed and down into 1901 which showed up with six, the six being the largest of the trusts formed in the United States.

The creation of the Federal Trade Commission and supplemental anti-trust legislation in 1914 was the result of public agitation for the modification of the Sherman law, growing out of the very drastic decisions of the supreme court in the years just preceding.

The conclusion of Mr. Davies is that the general purposes of trade association activities are laudable and beneficial not only to their members but to the public welfare; nor is there any question of legality as to many of their professed activities, so far as they are constructed in a bona fide manner; for example, their activities in standardizing materials and products, in devising more reliable cost accounting methods, in communicating technical industrial information, and in promoting friendly social intercourse.

POMERENE BILL BECOMES A LAW.

Washington, D. C., Sept. 7.—The Pomerene bill, affording federal protection against fraudulent bills of lading, signed by the president last week, is a great step in the interest of American business engaged in interstate and foreign commerce. For the first time, it establishes the carrier's liability for the validity of order bills of lading issued by its agents. It will put an end to the present uncertain and unsatisfactory conditions in this important feature of the commerce of the United States.

Secretary McAdoo, as president of the International High Commission, urgently recommended that congress enact the measure which has had the hearty support of the present administration from the outset. The secretary's particular attention was drawn to the bill as a result of the meeting of the commission in Buenos Aires in April last. One of the purposes of the commission is to secure the simplification and uniformity of inter-American commercial law and the Buenos Aires conference gave special consideration to the question of safeguarding bills of lading with ample protection. As soon as the secretary returned to the United States, he took up the Pomerene bill wtih members of congress, urging its passage, and its enactment is one of the most important of the practical benefits resulting from the activities of the commission to improve financial and commercial relations between the United States and Latin America.

THE SEPTEMBER CROP REPORT.

The monthly crop report compiled by the government as of September 1, 1916, was given out for publication Friday, September 8th, at 1:15 p. m.

It shows a decrease in the spring wheat estimate of 43,000,000 bushels from the August report, meaning a spring wheat crop of 156,000,000 bushels, as compared with a crop of 357,000,000 bushels last year. Were it not for the large carry-over from the 1915 crop, the United States would not have a bushel of wheat for export this year.

The corn crop is estimated September 1 at 2,710,000,000 bushels, as compared with 2,777,000,000 bushels indicated August 1 and a crop of 3,055,000,000 bushels last year.

The oats crop is 1,231,000,000 bushels as against 1,274,000,000 bushels indicated August 1.

The potato crop August 1 was forecasted at 364,000,000 bushels. On September 1 it was estimated at 318,000,000 bushels, a loss of 46,000,000 bushels.

EXAMINATION FOR FOREST ENGINEER ANNOUNCED BY CIVIL SERVICE COMMISSION.

Washington, D. C., Sept. 5.—Announcement has just been made here that the United States Civil Service Commission will hold an examination on October 4 and 5 for assistant engineer in forest products. From the register of eligibles resulting from this examination certification will be made to fill a vacancy in this position at the Forest Products Laboratory, at Madison, Wis. Speaking of the work the commission says:

"The Forest Products Laboratory deals with economic and technical problems concerning the utilization of the products of the forest of the United States. The work is conducted largely by experimental and research methods and consists principally of investigations of the mechanical and physical properties of wood, processes for the preservation of wood against decay and other destructive agents, practical problems of the pulp and paper industry, the wood distillation industry, other industries utilizing wood by chemical means, and the naval stores industry." The position pays from $900 to $1,200 per annum.

INTERSTATE COMMERCE COMMISSION HEARINGS

The following lumber hearings are now on the docket of the commission between the date of this issue and the next:

On September 11, at Macon, Ga., before Examiner Burnside, in case No. 8967 of the G. H. Evans Lumber Co. et. al. vs. the Central of Georgia et. al. Also on the same date case No. 9028 of the Georgia Hardwood Lumber Association vs. the same road.

On September 16, at Salina, Kans., before Examiner McCawley, in case No. 8924 of the J. L. Kruger Lumber Co. vs. the St. Louis & San Francisco et. al.

On September 18, at Helena, Mont., before Examiner Waters, in case No. 8942 of the Libby Lumber Co. vs. the Great Northern.

On September 18, at Nashville, Tenn., before Examiner Gibson, in case No. 8065 of the Anderson-Tully Co. et. al. vs. the Illinois Central et. al.

On September 25, at New Orleans, La., before Examiner Burnside in I. & S. Docket No. 864, taking up lumber rates from New York.

On September 25, at South Bend, Ind., before Examiner Spethman, in case No. 8882 of the C. C. Shafer Lumber Co. vs. the St. Louis, Iron Mountain & Southern et. al.

INTERSTATE COMMERCE COMMISSION APPLICATIONS.

The commissioners have authorized the Chicago, Rock Island & Pacific to establish a rate on lumber and articles taking the same rates or arbitraries higher from Hamburg and Monticello, Ark., to Memphis, Tenn., via their longer routes, the same as the rate contemporaneously in effect on like traffic from and to the same points via the more direct line of the St. Louis, Iron Mountain & Southern.

The commissioners have refused the same road their application which asked for authority to continue a proportional rate of 24 cents per 100 pounds for the transportation of lumber from El Paso, Texas, to Leavenworth, Kans., and Beverly, Mo.

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until December 30 the operation of certain schedules asking increases for the transportation of lumber from Louisiana stations. The tariffs were filed by the Louisiana Western, the Lake Charles & Northern and Morgan's Louisiana & Texas R. R. & Steamship Co.

The commissioners have also suspended until December 30 the operation of certain schedules which contained proposed increases in transcontinental commodity rates to and from the Pacific coast points. These schedules were the subject of an informal hearing held before the Board of Suspension here August 14 to 19, inclusive, on applications of shippers from various parts of the country for suspension thereof.

The operation of the second paragraph of Rule 18, page 12 of Official Classification No. 54, I. C. C., No. 12, of R. C. Fyfe, agent, has been suspended until December 30.

The proposed rule provides that the charge for a less-than-carload shipment must not exceed the charge for a minimum carload of freight at the carload rating. The charge for a car fully loaded must not exceed the charge for the same lot of freight if taken as a less-than-carload shipment. If, in instances of shipments tendered in less than carload lots, but upon which the carload rate and minimum is applied; and the loading or unloading service is performed by carriers' agent, a charge of 1¼ cents per 100 pounds will be made for such loading and like charge for unloading, such charge to be based upon the established carload minimum weight. The present rule does not provide that such charge of 1¼ cents per 100 pounds must be based upon the established carload minimum weight.

The commissioners have also suspended until January 2, 1917, the operation of Rule 4-A of the Louisville & Nashville I. C. C. tariff No. A-13296. The suspended rules provides for an increase of 1¼ cents per 100 pounds in rates on lumber, carloads, from Falco, Ariz., to all points in central freight association territory.

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Business Changes, Incorporations and Fires

New Mills

Pyatt, Ark.—The Redus Lumber Co. will rebuild planing mill recently burned.

Stephenson, Miss.—The Foster Creek Lumber & Manufacturing Co., of Madison, Wis., has let contract for sawmill plant to the Prescott Co., of Menominee, Mich.

St. George, S. C.—Farr-Barnes Lumber Co. will build planing mill.

Knoxville, Tenn.—J. Marion Miller, of the Miller Lumber Co., has purchased a large tract of timber land; will build large sawmill.

Clanton, Ala.—The planing mill of John M. Robinson, which was recently burned, will be rebuilt at once.

White Lake, Wis.—The Yawkey-Bissell Lumber Co., of Wausau, has started the erection of a large sawmill, comprising a band and resaw with a daily capacity of 70,000 feet of softwoods or 50,000 feet of hardwoods.

Crossett, Ark.—The Crossett Lumber Co. will install a new double band mill for the manufacture of hardwood lumber, which will have a daily capacity of 150,000 feet.

Stockton, Cal.—F. T. Fisher and A. H. Fisher will build a planing mill here.

La Fayette, Ind.—The La Fayette Lumber Co., newly organized, will build a planing mill.

Whitesburg, Ky.—S. M. Bradley, of Morehead, Ky., George S. Clark and Joseph Cundiff will build a sawmill.

New Concerns

Montreal, Que.—Provincial Lumber Co. (Ltd.); $20,000 capital.

Vancouver, B. C.—Johnson Straits Timber & Trading Co.; $500,000 capital.

Spooner, Wis.—Crocker Lumber Co.; $20,000 capital.

Tacoma, Wash.—Elsworth-Bishop Logging Co.; $25,000 capital.

Jacksboro, Tenn.—Zickgrof-Jensen Lumber Co.; $50,000 capital. W. C. Zickgrof, N. Jensen and others.

Cincinnati, O.—Springer-Wood Co.; $200,000 capital. M. E. Springer, H. C. Wood and others.

Tippecanoe City, O.—The Miami County Lumber Co.; $5,000 capital. Peter Kuntz, sr., Peter Kuntz, jr., Martin Kuntz, Edward H. Timmer and others.

Geiger, Ala.—American Veneer Co.; $25,000 capital.

Roselake, Ida.—Mica Creek Timber Co.; $100,000 capital.

Shortleaf, Ala.—The Commercial Hardwood Co., $50,000 capital; $15,000 paid in.

West Jefferson, N. C.—The Hice Manufacturing Co., to manufacture and sell building material, deal in timber and timber lands, etc.; $25,000 capital. J. W. Hice, R. L. Hice, M. C. Parsons and others.

Richmond, Va.—The Clark-Rhodes Lumber Co.; $50,000 capital. P. E. Clark, president and treasurer; I. Rhodes, secretary.

Jersey City, N. J.—Pacific Lumber & Navigation Co.; $100,000 capital. R. A. Van Voorhis, A. R. Oakley and Paul Brilsch.

Troy, N. Y.—Cutting-Block Lumber Corporation; $360,000 capital. R. Cutting, C. C. Wager and others.

New York, N. Y.—Falcon Chicle & Lumber Exploitation Corporation; $100,000 capital. F. Garcia, J. O. Perez, A. Lamont, of New York.

Staunton, Va.—Augusta Wood Products Corporation; $50,000 capital. E. A. Eager, president; F. M. Brown, secretary, both of Philadelphia.

Augusta, Me.—Nupro-Gum Co.; $200,000 capital. Ernest L. McLean, S. L. Fogg, Frank E. Southard, E. J. Noble and E. M. Leavitt.

Chicago, Ill.—The Inland Empire Lumber Co. Henry L. Porter, president, and Dorr Skeels, vice-president; O. L. Willis, manager.

Paris, Tex.—Boland Lumber Co.; $10,000 capital. Thomas E. Boland, J. M. Braswell and E. A. Lyon.

Palestine, Ill.—Palestine Lumber Co.; $25,000 capital.

Fort Worth, Tex.—R. H. Kemp Lumber Co.; $204,000 capital. R. H. Kemp, Arthur Deffebach and A. D. Boice.

Kenova, W. Va.—Kenova Hardwood Flooring Co.; $50,000 capital. W. O. Haughton, M. M. Moore and others.

Tacoma, Wash.—Marine Lumber Co.; $100,000 capital. F. A. Leach, F. H. Skewis.

Milwaukee, Wis.—The Federal Window Co., to manufacture sash and doors; $200,000 capital. G. W. Carrothers, E. M. McVicker and E. G. Nehls.

Chicago, Ill.—Burnaby Bros. Lumber Co.; $25,000 capital. Frank H. Burnaby, Lela Berriman, Fred H. Burnaby.

Gary, Ind.—Broadway Lumber & Supply Co.; $60,000 capital. H. W. Richter, J. C. Richter and M. L. Kline.

Salisbury, Md.—The Benjamin & Graham Co., Inc.; $30,000 capital. Samuel A. Graham, president; William S. Moore, vice-president; A. F. Benjamin, secretary, treasurer and manager, and William A. Outten, superintendent.

Palmetto, N. C.—Cape Fear Lumber Co.; $50,000 capital. R. H. Roth, of Philadelphia; L. R. Lewis, of Beverly, N. J., and others.

Fires

Clanton, Ala.—Planing mill of John M. Robinson burned; loss $15,000.

Cleveland, O.—The big planing mill of the Mills-Carlton Lumber Co. and a section of the Peters Mill Work & Lumber Co.'s plant was burned; loss $175,000.

Caledonia, N. Y.—The large lumber shed of the Henderson Lumber Co. burned; loss $5,000, partly covered by insurance.

Cedar Rapids, Ia.—Yards of the Canfield Lumber Co. burned; $25,000 loss.

Salem, Mo.—Planing mill and lumber yard of the Roberts-Judson Lumber Co. burned; $25,000 loss, $8,000 insurance.

Shelldrake, Mich.—Sawmill and other property belonging to the Bartlett Lumber Co. damaged by fire to the extent of $80,000 to $100,000.

Harrison, Ida.—The sawmill of the Duluth Lumber Co. burned; loss $45,000; insurance $15,000.

Fesserton, Ont.—The plant of the Fesserton Timber Co. burned; loss $80,000, partly covered by insurance.

Argenta, Ark.—The plant of the McBride Stave Co. burned; loss $5,000. No insurance.

Business Changes

Buhl, Ida.—The Milner-Perrine Lumber Co. has been succeeded by the Nibley-Channel Lumber Co., with headquarters at Twin Falls.

Hazlehurst, Miss.—E. J. Roberts has sold his interterest in the Hazlehurst Box Factory to W. S. Slaughters.

Rhinelander, Wis.—The Brown Bros. Lumber Co. has disposed of its mill plant to the Brown Land & Lumber Co.

Menasha, Wis.—The Menasha Wooden Ware Co. has been reorganized on account of the death of C. R. Smith, and new officers and directors elected as follows: F. D. Lake, president; W. H. Miner, vice-president; J. D. Schmerein, secretary; W. M. Elliott, treasurer; Carlton R. Smith, assistant secretary; C. J. Oberweiser, assistant treasurer; H. S. Smith, F. D. Lake, W. H. Miner, Mowry Smith and J. D. Schmerein, directors.

Landrum, S. C.—The Finger Lumber Co. has increased its capital from $6,000 to $30,000.

Philadelphia, Pa.—The Henrico Lumber Co. has increased its capital from $100,000 to $300,000.

Springfield, O.—Goode & Hayward have been succeeded by the L. M. Goode Lumber Co.

Chardon, O.—F. B. Sarles has sold his interest in the Chardon Lumber Co. to J. M. Johnson.

Temvik, N. D.—The Temvik Lumbor Yard has been succeeded by the Thompson Yards, with headquarters at Minneapolis, Minn.

Loveland, Nunn, Timnath and Windsor, Colo.—The Gilcrest Lumber Co. has sold out to the Boise-Payette Lumber Co., with purchasing department at Boise, Ida.

Grand Ridge and Utica, Ill.—L. M. Bayne has been succeeded by the L. M. Bayne Lumber Co.

North Anson, Me.—The New Castle Lumber Co. has changed its name to the North Anson Manufacturing Co.

Neepawa, Manitoba.—Thos. Harrison & Son have sold out to the Dutton-Wall Lumber Co., with purchasing department at Winnipeg.

Mobile, Ala.—The Kirby Lumber Co., of Houston, Tex., has opened an office here.

Bloomfield, Ky.—J. A. Allen has sold out to the Long-Bell Lumber Co., of Kansas City, Mo.

Graf, Neb.—N. M. Davidson has sold out to Clarence R. Wright.

Memphis, Tenn.—George C. Brown & Co. (Inc.) has increased its capital to $300,000.

Nashville, Tenn.—The Morford Lumber Co. has sold out to the J. M. Whitson Lumber Co.

Mondamin, Ia.—A. Spooner & Son have sold out to the Brown Lumber & Coal Co.

Garfield, Kan.—The A. H. Hill Lumber Co. has sold out to Marquardt Bros.

Moran, Kan.—G. L. Merrill has sold out to the W. J. Rumbel Lumber Co.

New Orleans, La.—The Creosoted Materials Co., Inc., has succeeded the Creosoted Wood Block Paving Co., of which R. S. Manley is president and D. E. Roach, secretary-treasurer.

Minneapolis, Minn.—The Bartelme-Lloyd Co. has purchased the retail yard, together with equipment and entire stock of hardwood lumber, of the Bartelme Co., of 730 East Hennepin avenue.

Bentonville, Ark.—The Benton County Lumber Co. has increased its capital from $15,000 to $35,000.

Willows, Cal.—The Diamond Match Co. has bought out the Brown & Doane Lumber Co.; also the Woodland plant of Brown & Doane.

Holbrook, Ariz.—The Carbon City Lumber Co. has been succeeded by the Cooley Lumber Co.

Johns Wood, Mich.—The H. C. Johnson Co. has been succeeded by the Kreetan Co.

Lavina, Mont.—The Gunnary-Collins Lumber Co. has sold out to J. F. Slegle.

Greensboro, N. C.—The South Atlantic Lumber Co. has removed its main office to New York.

McCanna, N. D.—J. C. McWilliams has been succeeded by J. F. Sheehan.

Memphis, Tenn.—The C. M. Kellogg Lumber Co. is moving its yard to Cairo, Ill.

Ilimo, Mo.—A. B. and D. B. Perkins have been succeeded by E. H. Moore.

Galesville, Wis.—The Galesville Lumber Co. has been succeeded by the C. L. Colman Lumber Co., of La Crosse.

Viola, Wis.—The Nuzum-Hunter Lumber Co. has been succeeded by the John E. Nuzum & Sons Co.

Marion, Ala.—The firm of Christenberry & Wood has been dissolved. The business will hereafter be conducted by R. E. Christenberry.

New Orleans, La.—S. T. Alcus & Co. have bought the plant of the Tylertown Box & Manufacturing Co. at Tylertown, Miss.

Nashville, Tenn.—Baker, Jacobs & Co. have changed name to Henderson, Baker & Co.

Pine Bluff, Ark.—C. C. Handley, E. A. Howell and J. Jordan, jr., bought from G. M. Anson, L. N. Anson and F. E. Donohue, 55 percent of the corporate stock of the Arkansas Oak Flooring Co.

Wabash, Ark.—The Howe Lumber Co. has removed its headquarters to Helena, Ark.

Cincinnati, O.—Duhlmeier Bros. have changed the style of their firm name to Duhlmeier Bros. & Co.

Bluefields, W. Va.—The McClellan-West Lumber Co. has removed its headquarters to Philadelphia, Pa.; mill at Fayerdale, Va.

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News Miscellany of the Lumber World

Ohio Valley News

Louisville, Ky., Sept. 8.—The Hillerich & Bradsby Co., successors to the old house of J. F. Hillerich & Sons Co., for years a large bat manufacturing concern, has announced that in addition to manufacturing the old line of goods the company will start manufacturing a full line of golf clubs, including about twenty-five models. In drivers nothing but choice persimmon heads will be used, while all shafts will be of selected, second growth, air dried hickory. The company will specialize on cork grips.

LOUISVILLE, KY.

A long felt need has been filled in the organization of the Louisville Industrial Traffic Managers' Association, a department of the Louisville Board of Trade, organized for the purpose of discussing matters of importance to shippers, demurrage, car service, etc. Meetings are held twice a month by the body. The Churchill-Milton Lumber Co., the Wilson Furniture Co., the Mengel Box Co., and a number of other lumber handling concerns are represented.

J. E. Barton, for many years Kentucky State Forester, has been reappointed for a term of four years by the State Board of Forestry. Mr. Barton has done excellent work while in office, and lumbermen of the state generally favored the reappointment. Incidentally the state board has authorized the distribution of trees from state nurseries for use on public highways, the distribution to be made through Mr. Barton, and to responsible parties.

As the result of the embargo placed on all freight shipments by the roads entering Louisville, at the time of the threatened trainmen's strike, many of the local concerns were unable to load any shipments for several days, and as a result of the congestion, cars have been scarce, and shipments delayed somewhat. Several roads refused to take shipments at all during the last few days of August, while others accepted shipments only subject to delay.

* * *

Evansville, Ind., Aug. 22.—The Evansville Band Mill Co., with F. M. Cutsinger, G. H. Foote of Indianapolis and Joseph Waltman of Evansville as directors, was incorporated at Indianapolis. The company will operate the mill formerly owned by Young & Cutsinger at the C. & E. I. railroad and Columbia street. It will manufacture hardwood lumber. Operations will begin in about thirty days as soon as repairs have been made.

EVANSVILLE, IND.

J. C. Greer, of the J. C. Greer Lumber Co., reports his company's stave mills at Louisa, Tenn., Cumberland Furnace, Tenn., and Lone Oak, Tenn., being operated on full time and business good.

F. J. Moore of Hoquiam, Wash., is in Evansville, endeavoring to promote a new by-product that can be made with veneer. He is working with George O. Worland of the Evansville Veneer Works and it is stated that special machinery is being installed at the Evansville plant to give the new product a thorough tryout.

The first meeting of the Evansville Lumbermen's Club will meet Tuesday evening, September 12, at the New Vendome Hotel.

South Atlantic News

Mobile, Ala., Sept. 6.—Zimmerman Manufacturing Co., of Jackson, is increasing its dry kiln capacity. The company has now under construction—two kilns 20x104 ft., with capacity of 30,000 ft. per day. The kilns are being built by L. Moore Dry Kiln Co., of Jacksonville, Fla.

MOBILE, ALA.

The mammoth planing mill of the Robertson Planing Mills Co., at Clanton, which was recently destroyed by fire will be rebuilt at once.

During the month of July there was exported through the Mobile district lumber in the following amounts, expressed in money:

Yellow pine lumber and timber, $281,236; hardwood, $19,348; ties, $41,235; manufactures of wood, $179,815, and rosin, $54,715.

The outward movement of wood came with a rush during the latter half of August, and has exceeded any shipments for the year. Daily records were broken Friday, the 25th, when fifty-five cars of lumber came into Mobile over the Louisville and Nashville. Other railroads are also doing a big business now hauling lumber into Mobile for export.

Northern States News

Minneapolis, Minn., Sept. 8.—Building operations for the first eight months show a healthy lead over the corresponding period of 1915. The total for last year of $16,349,940 will be smashed in the next four months, lumbermen predict, for Minneapolis has joined the year 'round class in outdoor work, and the season never closes.

MINNEAPOLIS, MINN.

The big sawmill of the Northland Pine Co., Minneapolis, which was shut down temporarily by the bursting of a flywheel, is again operating at full blast. The company has enough logs in the millpond and in drive down the Mississippi river to keep going until freeze-up.

Otto Neumann has severed his connection with the Neumann-Carpenter Lumber Co., which operates a line of retail yards in North Dakota and maintains headquarters in Minneapolis. Mr. Neumann has sold his stock to C. H. Carpenter, and with Mrs. Neumann plans to travel for a time, after which he expects again to go into the retail lumber business.

Retail lumbermen and building material dealers of Minneapolis had their annual outing, August 31, at the Water Cress club house near this city. Roast corn and watermelons alternated as the star attractions.

Retail lumbermen in Minneapolis gained some knowledge of what sections of the city has furnished, and hence may continue to furnish, the best market for lumber, in figures made public by the city assessor, showing the value of assessable real estate for 1916 as $411,026,105, an increase of $25,340,663 over 1915. The thirteenth ward, the great home-building district, showed an increase of $1,017,750.

Great and varied interest has been displayed by visitors to the Minnesota State Fair, where the lumber interests have been represented by a unique exhibit consisting of a number of model houses complete in every detail.

William E. Sears has been appointed sales manager for the Curtis-Yale-Howard Co., sash and door manufacturers of Minneapolis.

Middle States News

Buffalo, N. Y., Sept. 8.—The general lumber situation here is that hardwood dealers are complaining of most woods except maple and mahogany, largely because the furniture manufacturers are not very active. The main difficulty is that yard stock as such is not very profitable, because prices sometimes sag after it is put in. The white pine dealers are fairly active. One of them said this week that he had a pretty good trade in all grades and was not looking for much change right away. There is a scarcity of lath. This market is turning over from the old white pine and taking to hemlock and that in turn is in competition with the lower-priced spruce from Canada. One difficulty with lath is that handling is expensive and men are scarce.

BUFFALO, N. Y.

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As soon as ocean freights get below $50 there will be an increase in certain movements that way, but the present rates are practically prohibitive. It is said that as soon as the war is over it is expected that promoters and exploiters of timberland propositions will be in the field again, and now that South American trade is being organized the outlook for timber propositions there is being looked into.

Taylor & Crate are getting ready to develop their recently-purchased hardwood yard on Elmwood Avenue, near Hertel, but it is expected to be some months yet before the yard is ready for use.

The steamers L. Edward Hines and Norwalk have been made ready here for ocean navigation, having been bought some time ago by the Otis Mfg. Co., rebuilt and fitted with condensers. These two vessels, both of which were built about 25 years ago, have had a long service on the Great Lakes and are now in good seaworthy shape for salt water.

Building work in Buffalo has been on a large scale during the past month and the year as a whole compares favorably thus far with last year. A large amount of factory extension work has been carried on this year and some of the city's leading industries are preparing to do business on a larger scale as the result of prosperity caused by the war.

Reports to the effect that shingle shipments on the lakes are to be curtailed early this year are denied by the Great Lakes Transit Co., which says the traffic will go on steadily to the end of the lake season.

Gulf Coast News

NEW ORLEANS, LA.

New Orleans, La., Sept. 6.—Although no definite steps have yet been taken in this direction, it is rumored that the dock board is planning to put down yellow pine sheet piling manufactured under the A. A. Martinez patent along the river frontage of the public cotton warehouses here. If this work is undertaken, it will necessitate the use of nearly 2,000,000 feet of yellow pine.

Ed. Hemenway, of this city, has been awarded contract for lighthouse service to put in bulkheads at the New Basin canal light on Lake Pontchartrain, near here. About 75,000 feet of Martinez interlocking wood sheet piling will be used along with timber entering into the construction.

The Adey-Johnston Lumber Co. of this city announces that it has just concluded a contract for furnishing the Boston and Maine railroad 100,000 hewn heart pine cross ties. Delivery probably will be made by schooner to Boston.

Announcement is made of the placing of an additional order for 700,000 feet of cross ties with the J. J. Newman Lumber Co. of Hattiesburg, Miss., by the Chicago Surface Lines, for immediate delivery. This will make a total of 2,240,000 feet purchased by the Chicago street car companies from the Newman plant this season. All the material was manufactured at Hattiesburg and Sumrall, Miss.

Announcement is made here that the Hurst saw mill, recently built at Henderson Point, two miles west of Pass Christian, Miss., will commence operations this week. The mill's product will be sent to New Orleans.

It is officially announced that the Robinson Lumber Co. of this city has chartered the steamer June, a vessel of about 1,000 tons recently completed at Tacoma, Wash., and that the June would shortly be placed in the lumber-carrying trade between New Orleans and Latin-American ports.

* * *

BEAUMONT, TEX.

Beaumont, Tex., Sept. 2.—The feature of the lumber market in Beaumont the past week was the receipt of another big government order by the Beaumont Lumber Co. This order was for 800,000 feet of yellow pine lumber, mostly boards, and it was sent to the local office by Ben S. Woodhead, president of the company, who has been in El Paso for several weeks. The new order arrived the day the last shipment of the 1,000,000-foot order was shipped to El Paso. The first shipment of the new order went forward Friday.

All of this material is being supplied by the mills, whose output is handled by the Beaumont Lumber Co., and is being used in the United States army camps near El Paso and at other points along the border.

The pine lumber shipped from Beaumont is used in preparing the army camps in and about El Paso. The Beaumont Lumber Co. has received some of the big orders because it was in a position to ship quickly.

A portion of the 800,000-foot order secured by Mr. Woodhead was on its way sixty hours after the order was issued. The rest of it is now being loaded at the Beaumont Lumber Co.'s mills and will be shipped by the end of the week.

The company has had no serious difficulty in quickly getting cars to handle these unusual shipments.

The 800,000-foot order now being filled will go forward in from fifty to fifty-five cars.

* * *

ORANGE, TEX.

Orange, Tex., Sept. 2.—The Keechi, steamer of the Gulf Export and Transportation Co., reached Havana, Cuba, Wednesday. A considerable cargo for Tampico will be on hand ready for the trip as soon as the Keechie returns from Havana.

The Keechi and two barges carried over three-quarters of a million feet of lumber to Cuba on this trip. The barges were loaded at Orange, and the Keechi went from Beaumont to Orange on her first trip up the Sabine channel and picked up the barges there.

The Orange lumber manufacturers have the assurance of at least five steamships to load at this port with lumber within the next two or three weeks.

This means there will be about seven and a half million feet of lumber exported, besides the regular business.

Saw mill workers visiting Orange recently declare that the Texla saw mill, fifteen miles north of Orange, is one of the steadiest running plants in southeast Texas. The plant is being operated now day and night, averaging twenty-one hours' operations out of every twenty-four for the week.

Inland Empire News

SPOKANE, WASH.

Spokane, Wash., Sept. 5.—Reports reaching Spokane this week state that the Milwaukee railroad has a force of surveyors seeking a route for an extension of its line from Elk River, Idaho, to the Pierce country and that it is found that the road can be built within an expenditure of $1,500,000, construction may begin early next year.

The unusual gain of 49 percent was registered in the clearings of the Spokane banks for the last week, as compared with those of the corresponding week last year, and for the same period the transactions through the various banking institutions of the city moved up to a total that topped those of one year ago by almost 37 percent.

The sawmill for the Export Lumber Co., at Harrison, Idaho, is now in operation and sawing 125,000 feet of lumber daily. F. Herrick of the Milwaukee Lumber Co. is president of the new concern, E. E. Goodwin is superintendent, A. B. Carson is sales manager, and Joe Lavigne, formerly with the Milwaukee Lumber Co., is master mechanic. This sawmill, formerly the property of the Lane Lumber Co., has been enlarged, in fact is practically a new mill and the plant is said to be one of the best in the Spokane country. The planing mill is also being enlarged to meet the requirements of the increased capacity of the mill.

Announcement was made at Winchester, Idaho, this week, that the sawmill and camps of the Craig Mountain Lumber Co. will be closed down for a period of three weeks while repairs to the milling plant are being made. The planing mill will be operated continuously. The company now has a large supply of lumber and logs on hand. The lumber in the yards and sheds will make possible for the company to fill orders in any quantities during the period the mill is shut down.

* * *

BONNERS FERRY, IDA.

Bonners Ferry, Ida., Sept. 2.—Don Lawrence, for the past three years sales manager of the Bonners Ferry Lumber Co. of this place, has tendered resignation. Mr. Lawrence will take a similar position with the Idaho White Pine Manufacturers' Agency, of Minneapolis. This concern is the selling agency for several of the largest mills of the Spokane

Kentucky Lumber Co.

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Hardwood Lumber

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The Branning Mf'g. Co.

North Carolina Pine Lumber

Rough and Dressed

Plastering Lath and Bed Slats

EDENTON, N. C.

Horton Corwin, Jr., Pres. and Treas. W. D. Pruden, Secy.

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This Is What They Say

From a Dealer in Redding, Cal.

From our present experience we do not see how any dealer can do without these shingles. So many shingles have been packed and shipped and branded without any care as to grade in the past that it is now a pleasure to be able to assure a customer that he is getting just what he buys. Also, under no condition would we do without the Bungalow Books and the Distinctive American Homes and Farm Buildings. We learn by experience that it is best to keep and sell the best, and find them all right and we are much pleased with them.

From a Dealer in Cottonwood, Idaho.

Have got your letter yesterday, and also one some time ago, in regard to Rite-Grade Red Shingles, and got my second car today. I must say they are dandy. My customers are asking me every day, "Ben, when are you going to get some more of them Shingles?" So I am telephoning them tonight. I thank you for the advertising sign, and the Shingle, the roof of ages. These shingles are packed and branded to the grade and it is a pleasure to sell to our customers.

From a Dealer in St. Peter, Minn.

We bought 25 M of the Rite-Grade Shingles just to see what they looked like and to see if they were enough better than the other shingles to stand the extra cost. We sold three thousand of them before we had the car unloaded and have sold them all since and have an order for some more. Think they are all right and a good deal.

40 Mills want your Orders for Rite-Grade Red Cedar Shingles, *and so does your Wholesaler.* Make that next car Rite-Grade.

For dealer helps, booklets, etc., and all other information write

SHINGLE BRANCH

West Coast Lumbermen's Assn.

[illegible], (White Bldg.) Wash.

country. Mr. Lawrence plans to leave for Minneapolis to take up his new duties as soon as his successor here can be secured.

The Bonners Ferry Lumber Co. is enjoying the best of success in the handling of summer logging this season. Logging Superintendent J. W. Stewart states the company is working a camp east of Moyie where 6,000,000 feet of timber will be cut. A crew of 50 men is working at this camp. The company has logging contractors getting out timber in three other camps. One is on Lake Creek, Mont., with Bob Holmes in charge. Mr. Holmes is now completing a contract for nearly 4,000,000 feet. P. J. Wilson is about half through working on a contract for getting out 5,000,000 feet on the Moyie river. He has a large crew at work and is shipping the logs to the mill over the Spokane International railway. John McLana has a camp two miles west of Troy, Mont., and is about half through with a contract to cut 3,000,000 feet of logs. These are being floated to the mill on the Kootenai river.

Pacific Coast News

TACOMA, WASH.

Tacoma, Wash., Sept. 5.—A fire of unknown origin completely destroyed the plant of the Midland Lumber Co. the night of August 31. The mill was located at Midland, five miles from Tacoma, on the Tacoma Eastern Railway. The sawmill, planing mill, dry kilns and sheds were burned, and more than 1,500,000 feet of piled lumber was destroyed. The loss was estimated at $75,000 by D. H. Swan, the owner of the mill.

An inquiry for more than 8,000,000 feet of lumber for foreign shipment was received on September 2 by the Tacoma water front mills, which are figuring on the business. The order is somewhat of a mystery, as the exact destination of the lumber is unknown. Most of the material required is for car manufacture, and this, with other indications, has caused local manufacturers to believe the order emanates from Russia. The order came in by wire, and further details are expected in a few days.

Building permits in Tacoma for the month of August showed a tremendous gain over those for the same month last year. This year in August there were 154 permits issued for a total of $180,675, while in August, 1915, the permits were valued at only $54,378. This is a gain of 333 percent.

Major Everett G. Griggs, president of the St. Paul & Tacoma Lumber Co., returned September 1 from a trip through northern Washington and British Columbia. Major Griggs reports a marked improvement in the lumber business, especially on the Canadian side of the line, where the mills are busy getting out many large orders.

* * *

SAN FRANCISCO, CAL.

San Francisco, Cal., Sept. 4.—The recently organized California Redwood Association has installed a splendid display of this wood in its offices in the Newhall building on California Street, San Francisco, showing various uses to which it can be put and different ways in which it may be finished.

The shipping situation is largely without change, there being but little lumber leaving California ports for foreign countries, due to the scarcity of available charters and the high freight rates prevailing. There are many inquiries for lumber, indicating that stocks at foreign ports are low, but only a few of these develop into actual sales.

The Board of Public Works of San Francisco, Cal., has awarded a contract for the paving of Battery Street; from California to the Embarcadero with wooden blocks to the Pacific Creosote Co. The first two blocks on this street were paved with wooden blocks recently and this pavement has proved so satisfactory that the property owners further down the thoroughfare insisted on a similar type.

The E. K. Wood Lumber Co. of San Francisco has just completed the construction of a motor lumber carrier, the Sierra, with a cargo capacity of 1,225,000 feet.

* * *

SEATTLE, WASH.

Seattle, Wash., Sept. 5.—To make permanent the open shop conditions that have prevailed in loading cargoes of lumber in Puget sound ports since early in June, and at the same time to bring about greater co-operation in the work, cargo mills and stevedoring companies have completed the organization of the Puget Sound Stevedoring Co., with headquarters in Seattle. The stockholders of the company consist of the cargo mills at Seattle, Everett, Mukilteo, Bellingham, Tacoma, Port Ludlow, Port Blakeley, Port Angeles and Port Gamble, and the Washington Stevedoring Co. and Griffiths & Sprague, stevedores. The new stevedoring firms will handle all loading of lumber and lumber products in Puget sound ports on an open shop basis, and in thus adopting the plan that has been followed in Grays Harbor for the last four years and in Port Angeles since the plant of the Puget Sound Mills & Timber Co. has been in operation.

Central Southern News

MEMPHIS, TENN.

Memphis, Tenn., Sept. 8.—Demand is good for southern hardwoods and members of the trade are looking forward to an unusually active business this fall and winter at full quotations.

The shortage of cars is a handicap with which lumber interests are having to contend throughout most of the hardwood producing territory. At large railroad points, like Memphis, there is comparatively little trouble so far but at outlying points in the valley states where there is little railroad competition great difficulty is already being encountered in getting cars and having them removed promptly after they are loaded.

F. B. Robertson, sales manager of the lumber department of the Anderson-Tully Co. since 1907, will be associated with Earl Palmer, of the Ferguson-Palmer Co. at Memphis, after October 1.

* * *

NASHVILLE, TENN.

Nashville, Tenn., Aug. 23.—H. B. Bond, wholesale dealer in yellow pine, has received notice that he has been the successful bidder for supplying the United States navy department with about 1,000,000 feet of yellow pine lumber. Mr. Bond has figured in a number of large deals in yellow pine.

The Interstate Commerce Commission has sustained the complaint of Count R. Boyd against the Alabama, Tennessee & Northern Railroad, alleging that the rate of 20 to 25 cents on yellow pine lumber from Climax, Ala., to Nashville, was excessive. The commission has ordered a rate of 16 cents, effective Oct. 16.

Southwestern News

KANSAS CITY, MO

Kansas City, Mo., Sept. 7.—Lumber dealers here who know that their prosperity is largely dependent on the financial condition of the agricultural districts of the middle and southwest are much pleased with the report of W. W. Bowman, secretary of the Kansas Bankers' Association. His figures show total deposits of $252,238,397.15, a gain of nearly $5,000,000 over the March reports, which at that time had reached the high deposit mark. Deposits in Kansas state and national banks are also in excess of $250,000,000, the record for the state.

These figures lumbermen say reflect the general prosperity of this entire section of the country.

Lumbermen are also flattered at the news that one of their number, F. J. Bannister, owner of the La Cima Farm near this city and vice-president of the Long-Bell Lumber Co., has the honor of owning the premier Jersey cattle herd of the United States.

* * *

SHREVEPORT, LA.

Shreveport, La., Sept. 7.—The mills are still curtailing under the precautionary steps taken by the bulk of them months ago in order to guard against accumulation and it is stated that the curtailment will be continued until the market justifies normal conditions at the mills.

The local building situation is quite favorable. During the month of August permits were issued for building operations costing $84,204 against only $34,670 during July. The total since January 1 has been $634,227, making the monthly average about $80,000. August showed better than the monthly average.

The car shortage has become serious with a number of companies. Many orders have been rejected and are still being turned down because the mills have no assurances that they can get the necessary cars for shipping.

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The Current Trend of the Lumber Market

General Market Review

The general lumber market has been rather choppy for several weeks, due to numerous trade uncertainties, lack of ballast, magnetic variation, freight entanglements and a series of peculiar contingencies permeating all business calculations. Even yet, with the labor strike temporarily settled and with more conservative sentiment prevailing generally, the lumber market does not seem to have found its bearings, although the tendency is in the direction of an early simmering down of many of the boiling over features of the last few months.

Taken as a whole, the lumber market seems to be in good condition for increased business, as well as a fairly well maintained schedule of prices. The supply of dry lumber is not large in either the north or south. In practically every variety of lumber for which statistics have been obtained, the percentage of production, as compared with last year, is far below normal. In the north a scarcity of men has been the contributing factor to a decided shortage of log and lumber production. In the south adverse weather, as well as other natural handicaps, has contributed to a reduced output. The upper grades of lumber in almost every lumber item, north or south, are below normal in visible supply. The lower grades in the same varieties of lumber are above the normal supply. The problem has been and continues to be the moving of the lower grades at anything like a profitable price.

Unfortunately, during the last several months there has been a steady accumulation of low grade stock. This, to some extent, has been checked, but as a rule, the surplusage of low grade is a drag on the industry at large. Within recent weeks developments have arisen which lead to the expectation that there will be a livelier movement of low grade lumber within the next few weeks. In fact, this movement has already begun, and it would not be surprising if before the close of September there would be an old time revival of demand for No. 3, with corresponding rising of prices.

In both sections of the country a scarcity of cars has developed. This is likely to be the crown sheaf of all the troubles that have heretofore arisen. It is to be expected that within the next month or so what is to be probably the most serious car shortage of modern times will develop. Efforts to ameliorate or in some way to evade this inexorable feature are being constantly made, but there is little prospect that they will be of material avail.

NORTHERN AND WESTERN PINE.

The demand has been somewhat unsettled throughout the northern territory, but this week it seems to be of a more dependable character. Sales of northern pine have been effected in round quantities, and at profitable figures, the price at which sales are now made being a substantial guaranty of the stability of the market. Stocks of pine are severely broken in all territories. Many of the western manufacturers are reporting that their assortments are inadequate to the filling of large orders, while in the California field the same situation is developed on the two varieties there produced. Northern white pine manufacturers appear to be rather independent of the conditions prevailing elsewhere, and their stock is moving with delightful regularity, and at quite satisfactory prices. There is no surplus of either uppers or low grade in the northern fields. In fact, the supply of the shop and select grades are hardly up to the market possibilities. Prices on shop lumber are maintained, and there are some who are asking a dollar or two more a thousand than they were early this summer, and most of them are getting it.

SOUTHERN PINE.

No violent eruptions have occurred in the yellow pine market during the last fortnight, and there is not much probability of anything of an explosive character in the near future. The market has been, and continues to be steady, based on actual conditions of manufacture and demand, and is fairly well regulated as to these essentials. No large orders have appeared that would create undue enthusiasm in prices, nor, on the other hand, has there been any serious lack of orders to admit of pessimism.

The yellow pine situation, as a general thing, has been satisfactory to a large majority of the mill men, but none the less they are looking confidently forward to the fall months for a confirmation of their optimistic ideas. From all reports they are not likely to be disappointed, as the demand is keeping up uniformly, a good trade is coming from the country territory, and the cities are furnishing an occasional large order for the encouragement of the trade and for sustained values.

As far as can be learned, the usual discounts on dimension are not far from $7 to $9 off the list, which is a considerable steadying of values as compared with the midsummer demoralization.

Railroads are coming into the market very generally, and this trade is apt to constitute a most important feature of the yellow pine demand this fall. Yard trade is good in every direction. While the crops have not been all that could be expected, the section where there is a complete failure of all crops is not to be found. For instance, where wheat was a failure, corn, oats and hay have proved to be above the average, and in some cases the reverse of the proposition has been shown.

NORTHERN AND SOUTHERN HARDWOODS.

Chicago wholesalers and manufacturers report a steady but not particularly urgent movement in the staple hardwoods. The factories of the city are well supplied with orders for furniture, mouldings, interior trim and other staple lines. They are buying in a restricted way, however, and will not probably enlarge their requirements until later in the fall, when they will be apt to see a hardening of mill values.

In the north there is no doubt of an advance in hardwood prices, owing to the shortage in the log input and the inability to get men for even normal operation. There is no question as to the substantial character of prices on the upper grades. As to the lower grades, the situation has been rather desperate for several months, but in the last three weeks has shown a marked revival. No. 3 maple has been one of the most neglected woods, but is now coming into its own. As for No. 3 birch and basswood, the prices now being asked are generally based on $11 at the mill, which is an advance of at least $1 over the going prices of a month ago.

As to the southern hardwoods, the demand for plain oak, red and white, continues unabated. Prices are being carefully maintained around $55 to $57 for Chicago delivery on inch firsts and seconds; in some cases even higher prices than these are involved.

No. 1 common oak is not as firm as the situation would seem to justify, sales being made around $34, with the prospect that this may be increased at an early period. Red gum is holding its own, sales being effected on the basis of something like $42 for firsts and seconds, Chicago, and $24 to $26 for No. 1 common. Sap gum is selling around $28 for firsts and seconds and $22 for No. 1 common, these being the prices at which most of the transactions are concluded.

The situation of the hardwood market is favorable as regards both demand and price and there is general expectation that the early fall will witness some pronounced changes in both of these features.

CYPRESS.

The conditions surrounding the cypress market are slightly different from those affecting any other lumber commodity. The latest advices from the cypress mills are that they are running on full time and are considerably behind their orders for dry stock, a condition that might be almost regarded in normal times as ideal. Besides, prices are being maintained on the basis of the uniformly accepted list and there is no menacing feature in any quarter. In fact, the position of the cypress market is one that is envied by manufacturers of all other woods. In Chicago territory the cypress men are having a good demand from not only the yards, but from the factories. Cypress tank material is in fair request and the other channels of staple use are active.

HEMLOCK.

The hemlock demand has not been particularly heavy in the last few weeks, but it has grown and is likely to reach normal proportions by the passing of the autumnal equinox. Hemlock stocks are decidedly low because of conditions that have confronted the hemlock manufacturers during the past several months, consisting principally of a scarcity of woodsmen and a consequent inability to get logs.

A more vigorous campaign of education is being waged in the natural hemlock territory, so that consumption is being more fully maintained, to the resultant disadvantage of its principal competitor, yellow pine. For some time past the market on hemlock has not shown scarcely any variation, the uniform quotation of $2 off the list being hardly varied from. Holders are well satisfied with the situation, excepting that they are not as well provided with dry lumber as they would like to be. It would be strange, indeed, if there were no improvement in hemlock prices during the coming few weeks.

SHINGLES AND LATH.

The demand for red cedar shingles has not been altogether satisfactory thus far this month, but has been fairly good as compared with the supply. Buying is still irregular and there is no general disposition to stock up. However, there is a more favorable prospect for fall requirement and this embraces the British Columbia mills, as well as those in the Puget sound district. Stocks are reported rather above normal, especially in clears, but these are likely to be absorbed with the natural increase of demand usually visible in September and October. According to the latest reports sales of red cedars are made on the basis of $3.04 for clears and $2.59 to $2.64 for stars, Chicago delivery.

White cedar shingles are selling moderately well, but there is no change in the general conditions. Sales of extras are made around $2.90 and of standards at $2.40.

Lath are in fairly good request with no great surplus available. Prices on No. 1 hemlock and No. 1 mixed are well maintained.

New England Markets

BOSTON, MASS.

A lumberman of Boston writes us of the general conditions of trade in New England, as follows: "Business in New England in all lines is good. Lumber dealers have little to complain of, except the difficulty of securing sufficient men for their work and holding them against the higher wages offered by other industries.

"This has been a record year in building throughout New England, and the building activity will continue late in the season. In addition to heavy orders from builders on the lumber yards, the rushing business at the shipyards has furnished a heavy demand for several kinds of lumber."

* * *

PROVIDENCE, R. I.

A well known lumberman writes us from Providence as follows: "The demand for lumber has been good in New England all year. Our industries are fully employed, and it would seem as if prices should have been fully maintained. On the other hand it seems as if there are so many mills in the country, that when prices advance materially, as they did with North Carolina pine, production can be increased enough to more than offset the advantage gained, and the answer is a surplus of stock. During the last sixty days the market went to pieces badly, but is now recovering somewhat.

"The same thing applies to spruce. Unfortunately most of the mills receive their river logs and all start up at the same time, and with an increase in price the rail mills increased their capacity, and we had a set back in the spruce market.

"The hardwood proposition, however, is entirely

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YOU CAN TALK
QUALITY
in handling our
Yellow Pine
and fear no "come-back" because we ship from
OUR OWN STOCKS

A soothing balm for the most exacting customer and an infallible remedy for that CHRONIC TRADE GROUCH.

Your customers in the contracting and building lines will INSIST on renewing their orders with you.

Unfailing Resources
Uniform Quality
Untiring Attention
Unusual Satisfaction

PAEPCKE LEICHT LUMBER COMPANY
CHICAGO

Your Competitors Are Using Our Service

Find Out Why

The current Forecaster will help explain

Brookmire
Economic Service
56 Pine Street
New York City

different, as the lumber can be placed on sticks and carried for a long period, and while there has been no great advance in hardwoods and no chance for any great reaction in prices, the market is held firm and has not broken with the soft woods.

"Other productions have held fairly well with the exception of long leaf pine, and the same conditions exist in this industry as in the short leaf pine and spruce, but it is quite evident the manufacturers of long leaf pine realize the conditions and are governing themselves accordingly, so that we now have a firm market. We look for considerable activity all fall.

"There would be a great deal more doing if labor could be secured. There is a great complaint as to the scarcity and inefficiency of labor at the present time."

Pacific Coast Markets

TACOMA, WASH.

We have received this report of the Tacoma lumber market: "Considerable weakness was manifested in the Tacoma lumber market last week, though there was little change in prices recorded. Local mills have been getting plenty of business, but the fear of a general railroad strike and the desire to dispose of as much lumber as possible before traffic was tied up, caused recessions in the price list on many orders. As this is written the strike seems to be off for the moment, and the reaction is expected to lead to a substantial advance in prices after Labor day.

"Cargo business has been very light, and the water front mills are not taking much new business on at present prices. The demand for car material is good, and the building operations throughout the west show a gain.

"Shingles have held the advance registered two weeks ago, and the market is still strong. Shingle manufacturers look for a further advance, rather than any recessions in the price list."

* * *

SAN FRANCISCO, CAL.

A correspondent well informed on local conditions, writes from San Francisco as follows: "The California lumber market is in a very demoralized condition and sales are much lighter than is ordinarily the case at this season of the year. The threatened strike of railroad workers and local labor troubles are heavy contributing factors to this condition and most of the industries which consume large quantities of lumber are directly affected..

"Another strike of lumber handlers is under way at San Francisco and building operations are being seriously curtailed throughout the bay region as a result. When the longshoremen went on a strike last June most of the lumber yard owners of this city closed their places of business and refused to make sales as long as the trouble lasted. As a result of this strike the Retail Lumber Dealers' Association perfected its organization, with the open shop for a slogan, and the workers have now gone out again. The American Stevedoring Co. has been formed to furnish help for lumber yards and thirty-eight members of the retailers' association are now being supplied with all the labor needed. The strike affects practically all lumber dealers doing coastwise business out of this port, which means almost every firm in the business.

"The demand for redwood lumber continues to be relatively better than that for pine, due largely to the energetic selling and advertising campaign now under way."

* * *

SEATTLE, WASH.

The Seattle market is thus reported: "In the last two weeks the mills of the Pacific northwest have been making every effort to move as much of their product as possible, owing to the prospect of a railroad strike. As a direct result, production for the first time in several months reached normal capacity. Although shipments were slightly in excess of the previous week, they were still below production by about 13 percent. This condition is declared to be due to a freight car shortage in some Oregon districts.

"Orders at 116 mills increased 12.617,405 feet over the report of 112 mills for the previous week. This does not include an order placed this week by the Burlington railroad for upwards of 5.000.000 feet, or about 1,786,000 feet placed by the Great Northern.

"As to prices it is declared by the manufacturers that the market is rather weak, and concessions have been made in order to move stocks.

"For the first time in several weeks the orders have exceeded the shipments. The balance of unshipped rail orders at 116 representative mills is now 161,325,000 feet. In the cargo trade there was little encouragement. Only 2,156,000 feet was ordered for the foreign trade and 7,966,805 feet for the domestic trade. The balance of unshipped export business was 49,824,512 feet and for coastwise delivery 43,770,384 feet.

"Red cedar shingles show little change with stars quoted at $1.55 and clears at $1.80."

Gulf Coast Markets

NEW ORLEANS, LA.

The market situation is described as follows: "Reports from various quarters here indicate that the yellow pine market, which has been on the upgrade for some weeks, is now practically at a standstill, with no very strong move apparent toward securing staple conditions. Much of the recent crowding of the market is believed to have been due to hurry orders placed in view of the then prospective and now very real car shortage.

"The market situation is on the whole satisfactory. Timbers and No. 2 boards are strong. Prices average $1 higher than 30 days ago. The fact that the Cuban market is using many No. 3 boards is believed to have had considerable influence on this item recently.

"Export freights seem to be on a decline, though a little more tonnage is being offered at reduced prices. No inquiries for yellow pine are coming from Europe, though European governments which have been buying during the past few months still have a considerable amount of lumber on this side, which will go forward between now and the end of the year.

"Cypress shingles are in exceptional demand, and prices are up. There is also a strong call for cypress lath, prices being about the same that have prevailed for the past few weeks. Stocks are so short that only part cars are available. Demand has been so strong that there are scarcely any thick cypress plank first and second 2½, 3 and 4-inch stock left, and the dry stock is all gone.

"The labor situation is a bit tight, though no mills are said to have been greatly inconvenienced by the scarcity, and none at all have shut down. The car shortage is becoming more serious.

"Local hardwood dealers report a steadily increasing demand for gum and ash, coming principally from the furniture factories of the north, which are turning out full products at the present to meet the increased demands for furniture which have developed as a result of the great era of prosperity now existing over the country. Automobile factories are also purchasing considerable quantities of ash and elm. Oak is bringing good prices, with stocks depleted.

"Hardwood men are anticipating a brisk fall and winter business. The market has to a large extent overcome the extreme dullness which prevailed during mid-summer. A generally optimistic spirit pervades the trade."

* * *

BEAUMONT, TEX.

These comments on the lumber situation came to us in a letter recently received from a prominent Texas lumberman: "We are frank to say that we do not altogether understand the present lumber situation. There is a splendid timber business; there is a heavy volume of business from miscellaneous sources, such as industrial plants, oil fields, government requisitions and factory trade, but there seems to be very little activity among the retail dealers considering the time of year, and this is the feature that we do not comprehend.

"Less of our lumber has gone to retail lumber dealers in the last three months than for any similar period in our history. Aside from this one factor, business is very satisfactory, and, even in spite of the lack of retail volume, we observe the tendency of prices is upward, and we are getting more money for lumber than we were thirty days ago.

* * *

NAPOLEONVILLE, LA.

A well known cypress manufacturer expresses these opinions: "Regarding business, will state that it has been a little quiet during June and the first half of July, but since the middle of July there has been quite a little improvement.

"We believe existing conditions warrant the ex-

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pectation of good business during the fall months, and that is about as far ahead as one can figure these days."

Northern States Markets

MINNEAPOLIS, MINN.

The lumber situation in Minneapolis is described in a letter just received. "Stagnation instead of renewed activity marked the opening of the autumn season in the lumber trade in this section of the country. Several reasons are advanced for it, chief among them being the damage to the wheat crop in the Dakotas, but most dealers are hopeful that high prices for grain will in a measure make this up to the farmer, the big factor in fall buying of lumber.

"Retailers are getting over some of their timidity and are stocking up better on northern pine. The factories are making inquiries and future business will be booked. Box and crate makers have taken up practically all the low grade pine and hemlock of northern mills. Manufacturers are holding firm to list prices and there seems no reason why they should not do so in face of labor scarcity and with all other products skyward aimed.

"Sash and door business has had no dull season this year. Considerable fall business has been booked by local factories. City trade is ahead of that from the country, but farmer trade is expected as the crop yield curtailment is somewhat offset by better prices.

"In the hardwood lines the demand for wagon stocks and furniture has been good. Yard demand has picked up as most yards were low. Some firms have already booked orders for shipments to be made early next year, certainly a good sign. Prices of both northern and southern hardwoods are holding firm."

* * *

MENOMINEE, MICH.

A good fall trade is predicted in this letter, received a few days ago from a prominent manufacturer of Michigan: "In regard to the market outlook in this vicinity we are hardly able to think of anything at this time but the threatened railroad strike. If it were not for this cloud in the horizon and the low prices prevailing on No. 3 hardwoods we would not have any complaint to make about the present lumber market. We have enjoyed a good trade thus far during 1916 on the better grades of hardwood, although the prices on the No. 3 have been very low.

"We have no surplus of dry hemlock piece stuff at this time, nor have we had during the year, stock moving on the basis of $19 f. o. b. mill point. We are looking for a good fall trade if the railroad strike does not put us out of business altogether."

Ohio Valley Markets

EVANSVILLE, IND.

This report of conditions in the Evansville market has been received: "The local hardwood manufacturers report that business is unusually good for this time of year. Orders and inquiries are coming in, and the only thing that has worried the manufacturers has been the much talked of railroad strike, for in that event they would have been unable to get cars to handle the output. This held things back somewhat and has tied up the manufacturers. Prices are strong, and the business outlook is bright for Indiana hardwood manufacturers.

"Wood consuming factories here are being operated on full time. Building operations remain active, and architects and contractors have plenty of work on hand."

* * *

LOUISVILLE, KY.

We are in receipt of the following report of the Louisville market: "Market conditions in this vicinity have become far more satisfactory during the past two weeks, and local lumbermen are in receipt of heavy future orders for gum and other hardwoods. The east has been especially active in local buying of late, and while there is no accumulation of dried stock to speak of on hand at this time, the local yards will be in position to supply first class stock on future orders to be delivered between now and the first of the year.

"Prices on plain and quartered oak are showing very little change, and the demand is fair only. The gum market, however, is very active, with prices somewhat higher, and an especially good demand for thick stocks. The veneer mills are also hitting into an active season, there being an excellent demand from furniture factories. Walnut, chestnut, ash and elm are all holding up well, and getting a fair run, with August business upon all lines showing an increase over July, and also August of last season.

"Building operations are holding up well, and there is an excellent demand for certain grades of hardwood from the retailers and builders in this district."

* * *

CINCINNATI, OHIO.

A correspondent well informed on conditions in the Cincinnati market writes: "An increased movement has been noted recently in practically all grades of yellow pine stock, the general situation in this lumber being considerably improved. Actual ordering has not reached any voluminous stage however, but indications are that soon after the first of September a general upward trend will set in, not only in yellow pine, but other lumber as well.

"The hot weather cypress trade has held up in a gratifying manner, and indications point to a revival early in the fall. In fact, cypress dealers are preparing for an unusually busy season.

"The building industry promises to open up in a very healthy manner this fall, although the rural trade has suffered considerably owing to the dry spell which kept the farmers from thinking of building until they knew how their crops would turn out. The country yard trade, therefore, can not be expected to materialize until after harvest.

"A nice improvement is noted in the hardwood trade, the furniture demand picking up considerably after the big expositions and the factory trade in general showing signs of renewed activity. Oak, both plain and quartered, is moving in increased volume and prices are strengthening steadily. Gum is in better demand and some material price increases are reported in several items. Stocks of birch are pretty badly broken, with the call keeping up well resulting in some increases in prices. Walnut and ash are moving in fair volume, with inquiries indicating a big fall business. Poplar, in the better grades, is moving in good volume and in some cases is reported to be the leading seller in the hardwood list, although the oaks probably retain the head in this respect. Poplar prices are advancing in some items.

"The flooring concerns report a good run of business throughout the heated term, with the call for maple flooring being especially brisk."

Inland Empire Market

KALISPELL, MONT.

This report of satisfactory conditions in the Inland Empire has been received: "The manufacturers of lumber of this district are enjoying a splendid business. During the last ten days they have been unable to supply the demand, and many concerns have called in their traveling men, so as to give them an opportunity to catch up with their orders.

"The outlook for a strong fall trade is very encouraging, and it is believed that in prices there will be sharp advances on practically all items within the near future.

"The sawmills of the district will operate to full capacity, the majority of them on a day and night shift. Sufficient logs are in storage to keep the mills in operation as late in the season as weather conditions will permit."

South Atlantic Market

JACKSONVILLE, FLA.

A lumberman writes us of the Jacksonville market as follows: "There has been a marked improvement in the lumber market during the past two weeks. The call for planing mill stock has been especially heavy, with a corresponding increase in price. Most of the orders have been for quick shipment, and the mills with good rail facilities have had the advantage over those depending on water shipment.

"Reports of a heavy fall demand are coming in, and all the mills are busy."

Northland Pine

"Pine That's Pine"

We have a fine stock on hand and it's "up to you" to get your share while the getting is good and assortments unbroken.

Quotations Promptly Furnished

Northland Pine Co.

Minneapolis, Minn.

PLAIN and QUARTERED RED and WHITE OAK

and other hardwoods

Even Color—Soft Texture

We have 35,000,000 feet dry stock—All of our own manufacture from our own timber grown in EASTERN KENTUCKY.

Prompt Shipments

MADE RIGHT MR OAK FLOORING

The Mowbray & Robinson Co.
(Incorporated)
WHOLESALE LUMBER
MAIN YARD: 8th and Horne St. CINCINNATI, O.
MILLS { Jacksand, Ky. Westerfield, Ky. Viper, Ky. Hombre Ky.

NOTICE

It is to Your Advantage to Buy from

J. V. Stimson

Who Has Successfully Manufactured INDIANA HARDWOODS for a Quarter Century

HUNTINGBURG, INDIANA

"S. O. S."

In this connection, the above does not mean trouble. On the contrary it means avoidance of trouble. It means: SEND ORDERS SOUTH, for Yellow Pine to

Louis Werner Saw Mill Company

Fullerton, Bldg., St. Louis

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Timberland Loans

Loans to lumbermen or timber owners negotiated with the precision of practice which results from 36 years experience.

Long or short terms. Amounts from $50,000 up, as conditions warrant.

JAMES D. LACEY TIMBER CO.

332 South Michigan Avenue, Chicago

Continental and Commercial Trust and Savings Bank

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BOND ∴ TRUST
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DEPARTMENTS

The Capital Stock of this Bank is owned by the Stockholders of the Continental and Commercial National Bank of Chicago

CAPITAL, SURPLUS AND PROFITS
$30,000,000.00

The Grunewald

New Orleans

COST $2,000,000

European Plan
$1.00 per day and up

Largest, Newest and Best Hotel in the South

The Lumbermen's Headquarters

Central Southern Markets

MEMPHIS, TENN.

The lumber market of Memphis is reported as follows: "Lumber interests here are very much pleased with the settlement of the threatened railroad strike which looked at one time as if it would tie up every industry, including that in which they are engaged. Some dissatisfaction is expressed over the manner in which the settlement, or postponement, was effected but it is regarded as fortunate for their business that there is to be no strike.

"There is also a scarcity of labor for work at some of the mills as well as for cutting and handling timber in the woods. This, with the car shortage, the worst in years, threatens to trouble the mills for some time. In the meantime, lumbermen are of one accord in the agreement to load all cars to full capacity and to load and unload with promptness. It is believed by both the lumbermen and traffic men that this co-operation between the lumbermen and the railroads will very greatly ameliorate conditions with respect to car shortage."

• • •

NORFOLK, VA.

A lumberman of Norfolk writes us as follows: "We are optimistic of a good fall trade, as reports of increased activity in markets in which we sell our products are coming in daily.

"There has been increased activity all through this manufacturing district the last week. The demand has been general in character, and prices are holding up well, with an upward trend.

"As a rule mill men are looking forward to better business."

• • •

NASHVILLE, TENN.

A lumberman expresses these sentiments concerning the Nashville trade: "We are selling more lumber than is usual at this season of the year. Lumbermen in general have the same thing to say of their business; the market is steady and shows no sign of weakening.

"Furniture and automobile factories are buying well. Oak, walnut, ash and poplar are in steady demand at satisfactory prices."

Middle States Markets

NEW YORK, N. Y.

The metropolitan lumber market is described as follows: "There is little change in demand in the past fortnight. Yards and consumers are still slow in stocking up, but they cannot delay much longer and dealers are preparing for a good fall trade.

"Prices are steadily increasing, and are sure to continue to advance with the fall demand.

"Building continues active in the city and suburbs, and will be so long as the weather permits, labor and shipping conditions and the high price of steel products having delayed the beginning of many structures."

• • •

BUFFALO, N. Y.

We are in receipt of this report of conditions in the lumber market of Buffalo: "The lumber market has been quiet of late, though some increased inquiry was stimulated by the rise in the prices of yellow pine and a fair amount of ordering resulted. But for the most part retailers have been content to hold off their purchases until this month and the fall outlook seems to be quite favorable. Farmers have been getting high prices for their wheat and most other crops. Building is going ahead at a good scale in the towns and cities and quite a number of large concerns have been expanding their plants. The chief drawback to business is a shortage of labor, which affects all industries.

"The curtailment which has been going on for some weeks in the yellow pine producing sections is having a good effect upon prices and wholesalers say they are getting a good many more inquiries than a month or two ago. Some grades have not advanced much, but others are up about $1 a thousand.

"Other building woods are not much changed in price Hemlock has been holding quite firm and is in seasonable demand, building in this section having been fully as active this summer as a year ago. The stocks of hemlock arriving by lake have been less than ordinary, owing to the excessive freight rates, as well as the scarcity of labor for loading and unloading lumber. White pine activity has been largely in the lower grades, which have held firm. It is difficult to sell the higher grades, because of the competition of a number of other woods, including Idaho pine.

"The hardwood trade has been fair for the time of year, but the wholesalers have not been at all rushed in the past few weeks. They have been selling about as much maple, oak and ash as anything and dealers making a specialty of mahogany have done a fair trade, while prices have remained firm. Oak is said to show less firmness than maple and the latter wood is called for largely in the flooring trade, while prices are firm, with a good quantity of business on the books."

Southwestern Markets

KANSAS CITY, MO

A correspondent writes to us from Kansas City as follows: "There is now a good deal of talk, some of it apparently on good authority that the railroads which had been holding off on orders owing to the danger of the strike of the trainmen's brotherhoods, would soon be in the market for large quantities of lumber.

"Locally there is more creosoted wooden block paving going on than ever before. That pavement has demonstrated its reliability where durability and an easy riding surface are required.

"Yellow pine generally is in excellent request, both yard stock, factory business and timbers Prices are perhaps $1 higher on the average than two weeks ago. The greatest advances are in common lumber.

"West coast goods are in moderate request but bring strong prices. Cypress is selling well mostly in mixed cars at firm prices.

"There is better than a seasonable demand for hardwoods here."

• • •

LITTLE ROCK, ARK.

The lumber situation in Arkansas is reported as follows: "The demand for yellow pine lumber in this section has been fairly brisk during the past two weeks. Prices on all items remain firm, and in several instances small increases have been made. This condition is probably due to the general policy among the larger manufacturers to curtail their outputs, and keep production below shipments made. Most of the mills have orders booked in advance of production and shipments, and local conditions tend toward the belief that prices will advance further.

"The Arkansas mills, like manufacturers in most sections, are having their troubles in securing the needed cars in which to make shipments that are demanded. In most cases the mills are unable to secure anything like the quantity of cars needed, and many report that they can get only about forty percent of the required number. No relief along this line is promised by the railroads, who regard the present car shortage the worst in the history of railroading. It is freely predicted that the condition will grow worse as the season for shipping the fall crops advances."

• • •

SHREVEPORT, LA.

A correspondent well posted on lumber conditions in his territory writes us as follows: "During the past few weeks the yellow pine market in this territory has enjoyed splendid improvement, and a heavy fall trade seems assured. There has been sharp advance in demand, with unusually brisk call for yard stocks, and prices have been stimulated encouragingly by the decrease in orders. Inquiry is strong and general prospects excellent, with the expectation, from the mill standpoint, that some more sharp advances are to be enjoyed.

"Owing to the splendid increase in demand lately, some mills have their order files loaded up and are practically out of business temporarily, insofar as accepting new orders is concerned. A number of buyers are trying to place big orders for future requirements, afraid of the future developments, and some of them have placed such orders, including a line yard in Texas, which recently placed an order for 600 cars of yard stock. The Texas buying is a feature of the market situation. It has been tremendous of late.

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Advertisements will be accepted for this department at the following rates.

25c per line for one issue
45c " " " two issues
60c " " " three issues

Count 8 words to the line. A heavy type heading counts two lines. No insertion for less than $1.00 Cash must accompany the order.

For Sale

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Complete 8' Allis Band Mill. Whole or in part.
5-Block Carriage. Allis 6-Saw Edger.
9-Saw Automatic Trimmer. No. 2 Diamond Hog.
No. 19 American Moulder. Mississippi 4x15 Flooring Machine.
No. 24 Woods Matcher. No. 80 American Matcher.
All first class, at Jamestown, Miss.
22x42 Allis Chalmers Corliss Engine. Like new.
14x20 H. S. & G. Engine. 14x16 Brownell Engine.
10x15 Ide Engine. Clyde Rapid Loader.
8¼x10 D. C. D. D. Hoisting Engine with Boiler.
When You Need Something Quick, Wire Us.
RAILS—LOCOMOTIVES—EQUIPMENT

ZELNICKER
WALTER A. ZELNICKER SUPPLY COMPANY
St. Louis

FOR SALE—WISCONSIN HARDWOODS.

17,000 feet 2-inch Birch, 1s and 2s, RED, all in.
25,000 feet 1½-inch 1s and 2s, RED, all in.
62,000 feet 1½-inch No. 1 common and better.
50,000 feet 1¼-inch No. 1 common and better.
40,000 feet strips, clear 1 and 2 face, 1x4 and 1x5, 8 feet and up.
50,000 feet very nice 1½-inch Basswood, No. 1 common and better.
50,000 feet 1¼-inch Basswood, No. 1 common and better.
15,000 feet 1-inch log run Brown Ash.
40,000 feet 1½-inch Hard Maple No. 2 common.
25,000 feet Hard Maple No. 3 common.
75,000 feet 3-inch Hard Maple 1s and 2s and No. 1 common.
150,000 feet 3x4 and 4x4 sound heart Maple. Car stakes, skids, etc.

Address for prices, C. P. CROSBY, Rhinelander, Wis.

FOR SALE—MODERN SAWMILL.

And 300 million feet of standing timber in British Columbia most advantageously located on beautiful lake and main line of Transcontinental Railroad, having advantage of $3 per thousand feet in freight rates to best markets on the continent. Logging and manufacturing conditions ideal and very economical. A fortune for the right parties. Will sell on easy terms, and may accept other desirable property in part payment. Principals only. A. C. FROST CO., Corn Exchange Building, Chicago, Ill.

For Sale

WONDERFUL CHANCE
TO SECURE
YELLOW PINE
BARGAIN

Have 60 day option on mill with 15 miles of railroad contiguous to 180,000,000 feet finest long leaf pine in the South, which can be contracted at $5 stumpage, with ample time in which to cut it.

Mill and railroad cost $300,000 less than three years ago.

CAN HANDLE THIS FOR
$150,000

Address C. W., care Lumber World Review.

L. M. LAMM,

208 District National Bank Building, Washington, D. C. In charge of the Washington Bureau of the LUMBER WORLD REVIEW. In close touch with lumber matters at Interstate Commerce Commission. Able to watch for decisions, etc. Prices reasonable.

THE LUMBER WORLD REVIEW ESTIMATE BOOK should be in the hands of every dealer. It make a complete record of your sales and deliveries. Size of book, 8½x14 in. It contains 200 leaves, 100 original and 100 duplicate. Price $2 the copy, ½ dozen, $10; 1 dozen, $18. Sent prepaid on receipt of price. LUMBER WORLD REVIEW, Chicago.

LOGGING, by Ralph Clement Bryant, professor of Lumbering at Yale University, is a volume prepared as a text book for use in Forest Schools, but makes a valuable addition to the library of any lumberman. Price $3.50 net. LUMBER WORLD

PRACTICALLY NEW
2200 Tons 60 No. ASCE Section Steel
RAILS
The best we ever handled

423 First National Bank Building, Chicago
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Works: East St. Louis, Illinois

ZELNICKER
St. Louis

Wanted

WANTED—A PILE DRIVER.

Wanted—To buy a second hand pile driver; state size, condition, age and price. Address P. C., care LUMBER WORLD REVIEW.

Positions

SALES MANAGER.

Experienced (over twenty years) sales manager would like to correspond with concern with a view to position as sales manager. Has handled southern pine, white pine, cypress and Pacific coast woods. About 40, married, and will go to any section. Address "MO," care LUMBER WORLD REVIEW.

WANTED—POSITION AS SALES MANAGER.

A qualified sales manager, with yellow pine manufacturing experience, a clean record, with results, ample endorsements from former employers and well and favorably known to the lumber fraternity and has recently completed a special investigation in certain wood industries for the government with a view to trade extension, is now at liberty and desires to re-embark in the selling of yellow pine.

I do not claim the ability to set the world afire, but I can deliver the goods, as I have done heretofore.

Manufacturers know that the dependable man is not to be found every day.

If you are interested in my proposition, please address J. R., care LUMBER WORLD REVIEW.

WANTED—SALES MANAGER.

With moderate capital for new screen door factory in Michigan. Experience in sales department necessary. Position will be open in August, 1916. Correspondence invited. Address "T. M." care LUMBER WORLD REVIEW, 1740 Transportation Building, Chicago, Ill.

WANTED—POSITIONS FOR SALESMEN.

Lumber concerns desiring traveling salesmen will do well to correspond with T. H. Nelson, secretary Central Association of Traveling Lumber & Sash & Door Salesmen, State Life Building, Indianapolis, Ind.

A KIRBY LUMBER CO. DEAL OF GREAT IMPORTANCE.

Houston, Tex., Sept. 2.—What is declared to have been the second largest deal of the kind ever made by any concern is that just consummated by the Kirby Lumber Co. of this city, which has entered into a service contract with the New York Central railroad to furnish that road with all the ties it will need for a number of years. Announcement is the deal was made today by B. F. Bonner, vice-president and general manager of the Kirby company.

The Kirby company also holds the largest tie contract ever signed, a similar agreement with the Santa Fe system. The new contract will involve the delivery of millions of ties yearly, and will prove a stimulus to the tie industry throughout the southern states.

An office especially for supplying the needs of the New York Central will be established by the Kirby Co. at 836 City Bank building, Mobile. A branch office is already in operation in Hattiesburg, Miss., as well as one in New Orleans. The tie operations will be conducted in Louisiana, Mississippi, Alabama, Arkansas and Texas. Long leaf yellow pine and hardwood will be utilized in furnishing the ties, which will be hewn. Delivery of the ties has already begun.

ACTIVITIES ABOUT WASHINGTON.

Centralia, Wash., Sept. 1.—Several large lumber inquiries from transcontinental railroads have been received by local lumbermen during the past week and the local mills are figuring on the contracts and expect to get a share of the business. Included in the new inquiries is one for 1,500,000 feet from the Oregon Washington Railroad & Navigation Co., which was a large buyer of lumber early in the season. The Great Northern Railway is also in the market for 2,000,000 feet of large timbers. Several other roads are out with inquiries for smaller amounts of timber.

The McKenna Lumber Co. of McKenna is cutting between 185,000 and 200,000 feet of lumber a day at its mill.

One of the biggest logging deals in the history of Gray's Harbor was consummated last week when Geo. L. McPherson of Portland, appointed by Federal Judge Cushman as receiver for the Slade interests there entered into a contract with the Humptulips Logging Co. for the removal of the timber from the Slade lands. The land is located about thirty miles west of Aberdeen and consists of 4,800 acres and contains about 500,000,000 feet of timber. According to Mr. McPherson the timber will be sold in the open market and it is expected the revenue will be sufficient to pay off the company's obligations, and leave a large margin of assets in Mr. Slade's hands. It will require some time to prepare for the work.

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Chicago

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1231 Lumbermen's Exchange
LUMBER COMMISSION
CHICAGO

Cannon River Lumber Co.
LATH, CRATING and Lumber for Manufacturers.
Manufacturers of Straight Hardwood Handles, and Wood Specialties of All Kinds.
Main Office: Webster Bldg., Chicago.
Factory: Monroe, Wis.

CLARENCE BOYLE, Inc.
WHOLESALE LUMBER
1211 Lumber Exchange Bldg. Telephone Central 5641 Chicago
Always in the market for Oak, Gum and Poplar

ANGUERA LUMBER & TIE COMPANY
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22nd and THROOP STREETS
CHICAGO, ILL.
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Maisey & Dion
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Hardwoods
Loomis and 22nd Sts.
CHICAGO
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C. L. CROSS LUMBER CO.
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TIMBER, LUMBER, PILING AND TIES FOR ALL RAILWAY CONSTRUCTION & EQUIPMENT
RAILWAY EXCHANGE, CHICAGO

E. F. Marshall C. C. Robinson
Marshall-Robinson Lumber Co.
(Not Incorporated)
LUMBER STORAGE--HARDWOODS
Phone for Prices - Diversey 3247
1436 Cherry Ave. CHICAGO

North Tonawanda, N. Y.

The Transfer Lumber & Shingle Co.
Coast or transit shipments of Red Cedar Shingles, Bevel Siding and Fir Flooring
North Tonawanda, N. Y. East Chicago, Ind.

Transfer Stained Shingle Co., Inc.
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Inventors and Producers of
WEATHERBEST Stained Shingles
Ready to lay—Stained full length
Furnished in any shade

Indiana

GOOD GOODS FROM GOSHEN
High Grade
Sash, Doors and Millwork
"America's Only Quick Shipping House"
GOSHEN SASH & DOOR CO.
Established 1869
GOSHEN, INDIANA

West Virginia

All Kinds West Virginia Hardwoods
ESPECIALLY
Oak
Write
C. L. Ritter Lumber Co.
Huntington, W. Va.

Oregon

"Pelican White Pine"
The Finest Quality of
CALIFORNIA WHITE PINE LUMBER
MANUFACTURED BY
Pelican Bay Lumber Co.
KLAMATH FALLS, OREGON
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W. C. LANDON, Sec'y Klamath Falls, Ore.
MOULDINGS, LATH AND SIDING
Capacity 30,000,000 Annually

Mississippi

Gilchrist-Fordney Company
MANUFACTURER OF
Yellow Pine Lumber
LAUREL, MISSISSIPPI

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John D. Ross, Vice Pres. — C. C. Collins, Sec. and Mgr.

C. C. Collins Lumber Co.

Manufacturers

Cork White Pine,
Norway, Hemlock, Tamarack
and all Northern Hardwoods

Lath, Shingles and
White Cedar Posts

"Quick Service" Our Specialty

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Lumber Company

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Soft Pine, Norway
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J. E. Pinkham Lumber Co.

Soft Upland Fir—RELIABLE SHINGLES

Leaders in Silo Staves, Western Hemlock, Cedar Siding.

St. Louis

FALL TRADE

ought to be good, but will it be?

Well, don't worry "no more," as you cannot be caught short with our immense line to back you up.

We're Devils On Quick Shipping

JULIUS SEIDEL LUMBER COMPANY

ST. LOUIS MISSOURI

Massachusetts

LITCHFIELD BROTHERS

NORTH VERNON, IND.

Boston Office: 70 Kilby Street, BOSTON, MASS.

½", ⅝" and ¾" No. 1 and No. 2 and Common Grades, Plain and Quartered Oak

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Red Gum, Ash,
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Doors, Sash and Millwork

Headquarters
For Central States Territory

The Collier-Barnett Co.

TOLEDO, OHIO

We take delight in supplying our trade promptly with Good Grade Goods

Michigan

"PEERLESS"
HARDWOOD FLOORING

In Maple, Beech and Birch, is in a class by itself. Dealers tell us that **Our Flooring Helps Them to Hold Their Trade.**

We also manufacture **Hemlock** Lumber, Lath and Shingles; **Cedar** Posts, Poles and Ties; Hemlock Tan Bark; Heading, Veneers, Staves, Hoops.

We make a specialty of Mixed Cars. Try us next time.

Northwestern Cooperage & Lbr. Co.

(Member Maple Flooring Mfrs. Ass'n)

Gladstone, Mich.

S. L. Eastman Flooring Co.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

VON PLATEN LUMBER CO.

WE OFFER

100 M ft. 5/4 No. 1 and 2 Common Maple.
50 M ft. 6/4 No. 3 Common Maple.
50 M ft. 4x8 Sound Maple Hearts.
100 M ft. 4/4 No. 1 and 2 Common Birch.
50 M ft. 8/4 No. 3 Common Rock Elm.
50 M ft. 6/4 No. 3 Common Soft Elm.
22 M ft. 4/4 No. 3 Common Ash.
100 M ft. 6 ft. Coal door lumber.

IRON MOUNTAIN, MICH.

WM. HORNER

Manufacturer of "Smoothest"

Maple and Birch Flooring

REED CITY, MICH.

STACK
Stands for Service and Stability

In Northern Hardwoods

STACK LUMBER CO.

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"MARATHON"
MAPLE FLOORING
WARD BROTHERS, BIG RAPIDS, MICH.

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Lumber Mfrs. Inter-Insurance Co.
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Zelnicker, Walter A. Co.

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Clyde Iron Works.
Lidgerwood Mfg. Co.

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Lutcher & Moore Lbr. Co.
Seidel, Julius, Lbr. Co.
Werner, Louis, Saw Mill Co

MAHOGANY.

Long-Knight Lbr. Co.
Rayner, J.

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Anderson Lumber Corporation.
Branning Mfg. Co., The
Fosburgh Lumber Co.
Greenleaf Johnson Lumber Co.
Montgomery Lumber Co.
Roper, John L., Lbr. Co.
Waccamaw Lumber Co.

NORTHERN HEMLOCK.

Babcock Lumber Company.
Collins, C. C., Lbr. Co.
Hines, Edward, Lumber Company.
Lake Independence Lbr. Co.
Northwestern Cooperage & Lbr. Co.
Oconto Co.
Peterson, The D. J., Lbr. Co.
Rittenhouse & Embree Company.
Schroeder, John, Lumber Company.
Stack Lumber Co.
Stearns, J. S., Lbr. Co.
Stephenson, The I., Co., Trustees.
Schrieber, Wm. C. & Co.
Shevelin-Hixon Co.

NORTHERN PINE.

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Cannon River Lbr. Co.
Collins, C. C., Lbr. Co.
Crookston Lumber Company.
Hines, Edward, Lumber Company.
Little Lake Lumber Co.
Nichols-Chisholm Lumber Company.
Northland Pine Co.
Oconto Co.
Peterson, The D. J., Lbr. Co.
Rainy River Lbr., Company.
Rittenhouse & Embree Company.
Schreiber, Wm. C. & Co.
Schroeder, John, Lbr. Co.
Shevlin-Carpenter Co.
Shevlin-Clark Company, Ltd.
Stearns, J. S., Lbr. Co.
Stephenson, The I., Co., Trustees.
Virginia & Rainy Lake Co.
Von Platen Lbr. Co.

PACIFIC COAST LUMBER.

Chinook Lumber & Shingle Company
Pinkham, J. E., Lumber Company.
St. Paul & Tacoma Lumber Company.
Transfer Lbr. & Shg. Co.

POSTS AND POLES.

Hines, Edward, Lbr. Co.
Northwestern Cooperage & Lbr. Co.
St. Paul & Tacoma Lbr. Co.

RED CEDAR SHINGLES.

Chinook Lbr. & Shingle Co.
North Western Lumber Company
St. Paul & Tacoma Lumber Company.
Transfer Lbr. & Shg. Co.

REDWOOD.

Seidel, Julius, Lbr. Co.
Wister, Underhill & Nixon.

SPRUCE.

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Cannon River Lbr. Co.
Chinook Lumber & Shingle Co.
Pinkham, J. E., Lbr. Co.
Seidel, Julius, Lbr. Co.
Transfer Lbr. & Shg. Co.

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Gauger, John A., & Co.
Goshen Sash & Door Co.
Weed Lbr. Co.

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Atkins, E. C., & Co., Inc.
Hill, Wm. E., Co.
Simonds Mfg. Co.

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Hill, Wm. E., Co.
Yates, P. B., Machine Co.

SILOS.

Weyerhaeuser Lbr. Co.

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Soule Steam Feed Works.

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Anguera Lbr. & Tie Co.
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White, J. J., Lumber Co.

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Lemieux Bros. & Co.

VENEERS.

Barnaby, C. H.
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Hines, Edward, Lbr. Co.
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Barrett Company, The

WOOD WORKING MACHINERY.

Yates, P. B., Machine Co.

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Arkansas Soft Pine Bureau.
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Brooks-Scanlon Company.
Continental Lumber Co.
Foster Lumber Company.
Frost-Johnson Lbr. Co.
Gilchrist-Fordney Co.
Industrial Lumber Co.
Johnson, Francis L., Jr.
Kaul Lumber Co.
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Missouri Lbr. & Land Ex. Co.
Pate, D. S., Lumber Company.
Peavy-Byrnes Lumber Co.
Paepcke Leicht Lbr. Co.
Peterson, The D. J., Lbr. Co.
Ragley, W. G. Lbr. Co.
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Seidel, Julius, Lbr. Co.
Southern Pine Lumber Co.
Standard Lbr. Co.
Werner, Louis, Saw Mill Co.
White, J. J., Lumber Co.
Wistar, Underhill & Nixon.

MISCELLANEOUS.

Brookmire Economic Service.
Dalton Adding Machine Co.
Coleman Feed Roller Co.
Lumbermen's Credit Ass'n. (Rating Book).
National Cash Register Co., The.
Sealograph Co.
Semet-Solvay Co.
Zelnicker, Walter A. Co.

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Bagdad Land & Lumber Co., Bagdad, Fla.
Carpenter-O'Brien Co., Eastport, Fla.
East Coast Lumber Co., Watertown, Fla.
Great Eastern Lumber Co., Savannah, Georgia.
Great Southern Lumber Co., Bogalusa, La.
Gulf Lumber Co., Fullerton, La.
Hamilton Ridge Lumber Co., Estill, So. Carolina.
Lyon Cypress Lumber Co., Garyville, La.
McNary Lumber Co., Ltd., McNary, La.
Taylor County Lumber Co., Springdale, Fla.

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Anderson Lumber Co., Stillwater, Wis.
Ayer & Lord Tie Co., Carbondale, Ill.
Bliss & Van Auken Co., Saginaw, Mich.
Buckley & Douglas Lumber Co., Manistee, Mich.
Central Lumber & Mill Co., Hammond, Ind.
Dover Lumber Co., Dover, Idaho.
Lake Independence Lumber Co., Big Bay, Mich.
McGillis-Gibbs Lumber Co., Clark Fork, Idaho.
Paine Lumber Co., Oshkosh, Wis.
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Red River Lumber Co., Minneapolis, Minn.

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Coast Range Lumber Co., Mabel, Ore.
C. & B. Lumber & Shingle Co., Everett, Wash.
Hammond Lumber Co., Eureka, Cal.
Hammond Lumber Co., Astoria, Ore.
Inman Poulsen Lumber Co., Portland, Ore.
McCloud River Lumber Co., McCloud, Cal.
McCormick Lumber Co., McCormick, Wash.
Mumby Lumber & Shingle Co., Bordeaux, Wash.
O'Connell Lumber Co., Winlock, Wash.
Onalaska Lumber Co., Onalaska, Wash.
Pelican Bay Lumber Co., Klamath Falls, Ore.
Red River Lumber Co., Susanville, Cal., and Westwood.
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Seattle Lumber Co., Seattle, Wash.
Standard Lumber Co., Deer Park, Wash.
Stimson Mill Co., Seattle, Wash.
St. Paul & Tacoma Lumber Co., Tacoma, Wash.
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Weed Lumber Co., Weed, Cal.
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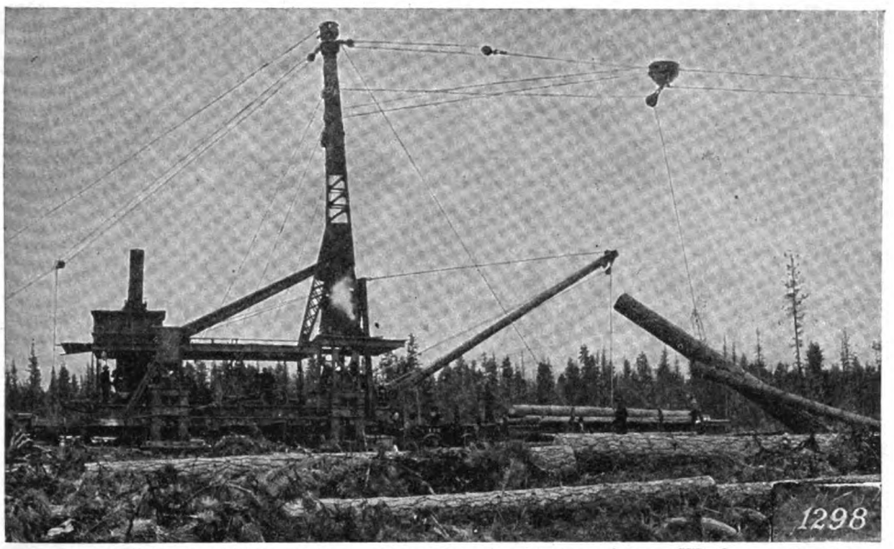

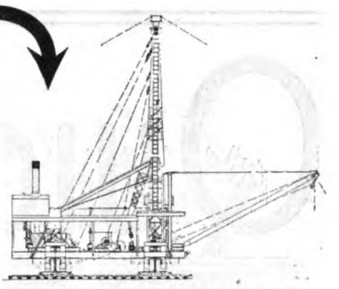

The above drawing represents the new Lidgerwood Cableway Skidder with Swinging Loading Boom which is being built for the Shevlin-Hixon Lumber Company, Bend, Ore. This machine will be larger, but of the same type as they are using at Bend, Ore., shown herewith.

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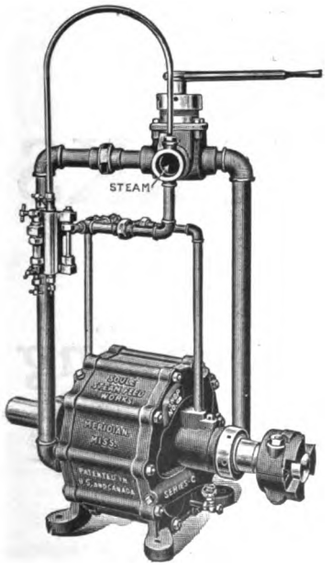

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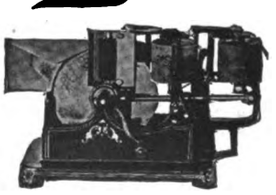

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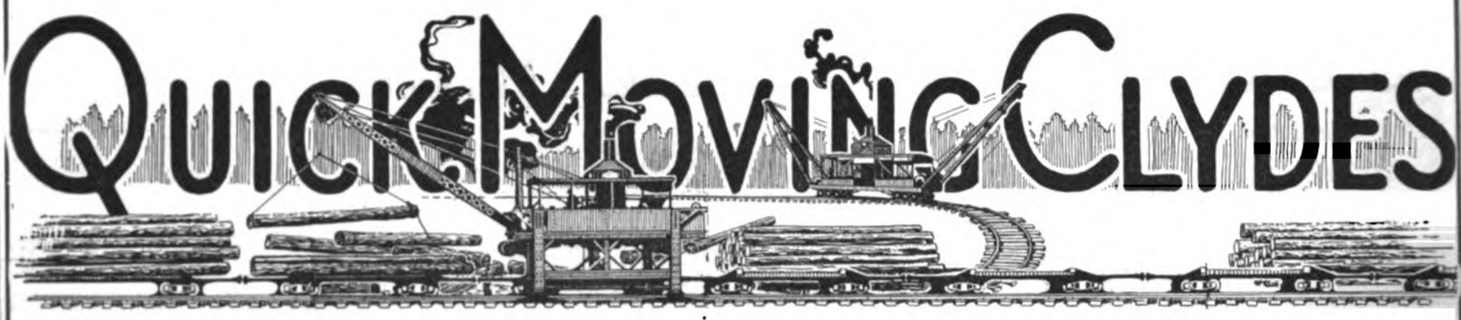
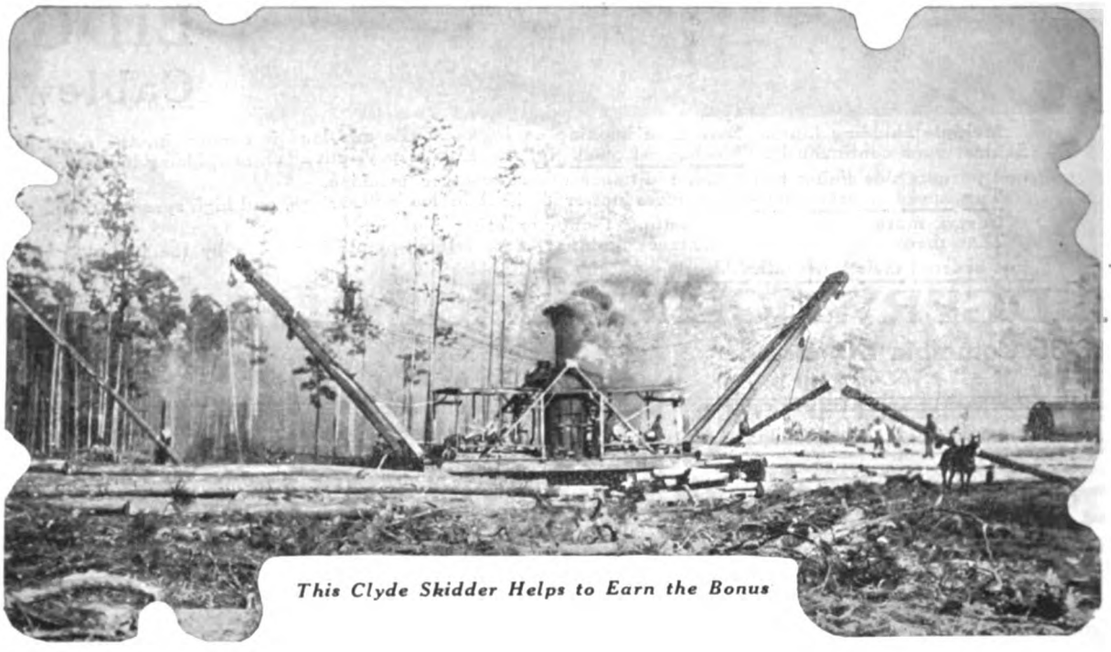


A Bonus Plan for Skiddermen

is the subject of the leading article in LOGGING for September, '16. It has worked out well and is worth your consideration



This Clyde Skidder Helps to Earn the Bonus

Send for a Sample Copy of this number of LOGGING and judge for yourself whether this or some similar bonus plan might be made applicable to your business.

CLYDE IRON WORKS

Manufacturers of

Quick Moving Clyde Logging Machinery

DULUTH, MINNESOTA, U. S. A.

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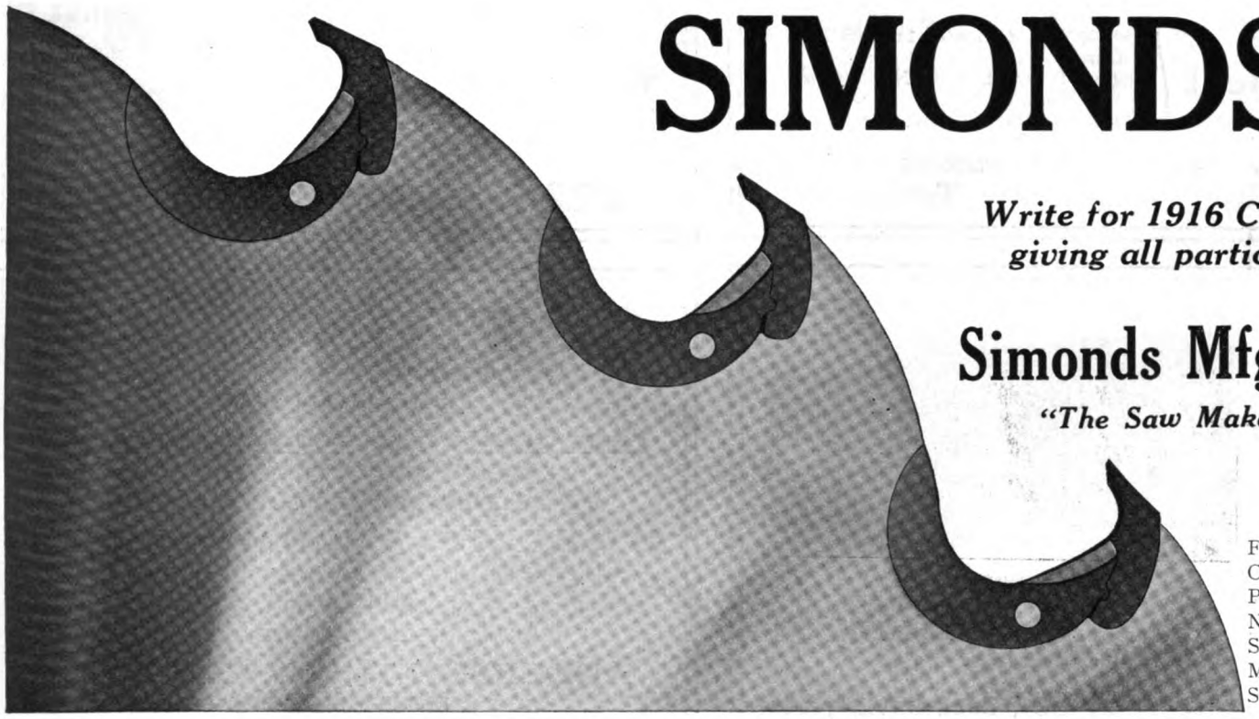
Settle the Saw Question Right

By Buying

SIMONDS

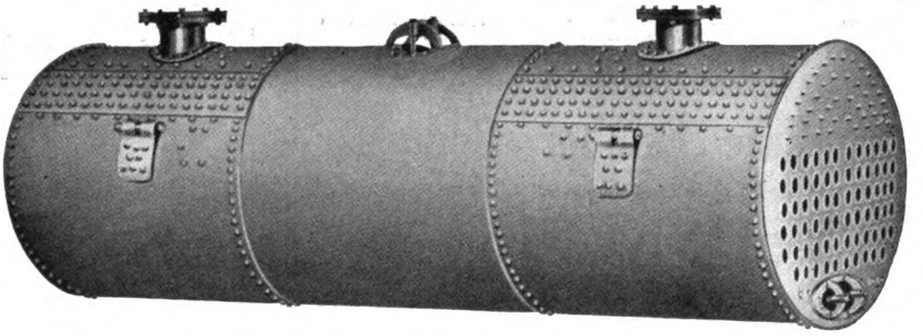


Write for 1916 Catalog, giving all particulars

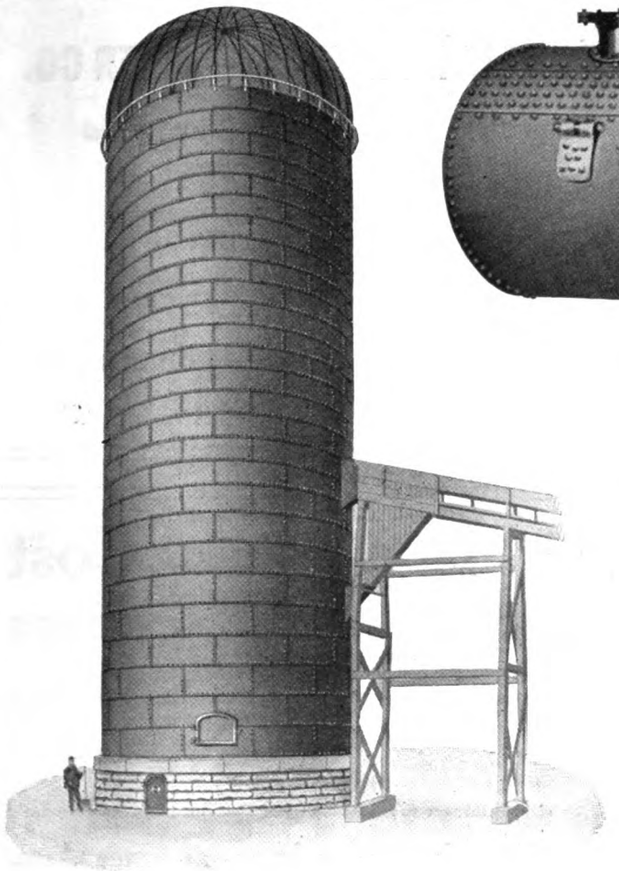
Simonds Mfg. Co.

"The Saw Makers"

Fitchburg, Mass.
Chicago, Ill.
Portland, Ore.
New Orleans, La.
San Francisco, Cal.
Montreal, Que.
Seattle, Wash.



Our Superior Boiler



Our Type of Waste Burner

Diamond Boiler Works

Minneapolis, Minn.

Manufacturers of

Boilers, Tanks, Refuse Burners, Sawdust Conveyors, Smokestacks and Breechings

All Kinds of Repair Work Done

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THREE STATES LUMBER CO.

Bone Dry Stock Quick Shipment

100,000 ft. 4/4 to 6/4" 1s & 2s Cottonwood.
50,000 ft. 4/4 x 13 to 17" Bx Bds. Cottonwood.
100,000 ft. 4/4 to 6/4" 1s & 2s Sap Gum.
100,000 ft. 4/4 to 6/4" No. 1 Com. Sap Gum.
50,000 ft. 4/4 to 6/4" 1s & 2s Red Gum.
50,000 ft. 4/4 to 6/4" No. 1 Com. Red Gum.
50,000 ft. 4/4" Com. & Btr. Qtrd. White Oak.

DELIVERED PRICES ON REQUEST

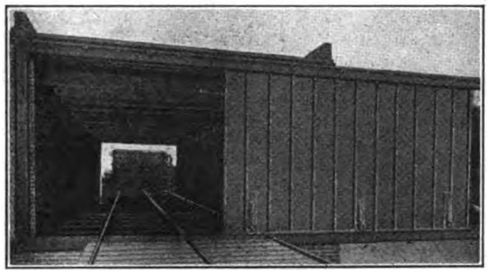
Memphis, Tennessee

Moisture

IS an essential of perfect lumber drying, and like all other such essentials, you'll find it fully provided for in the National.

The National Dry Kiln Co.
1134 E. Maryland St. Indianapolis

Moore's Moist Air Dry Kiln



The Kiln you will eventually buy.
Thirty-five years of practical experience.
Write for particulars.

L. MOORE DRY KILN CO., Jacksonville, Fla.

COTTONWOOD

OAK — PLAIN AND QUARTERED — RED AND WHITE
RED AND SAP GUM

High Grades **Band Sawn Lumber**

WE MAKE A SPECIALTY OF THIN STOCK
COTTONWOOD AND GUM VENEERS

THREE-PLY GUM PANELS

BOX SHOOKS
EGG CASES

Write Us For Prices

ANDERSON-TULLY COMPANY
MEMPHIS, TENN.

D. S. PATE, Pres. C. J. POPE, Vice-Pres. H. C. WOLTER, Secy. P. S. FLETCHER, Treas
ESTABLISHED 1873

D. S. Pate Lumber Company

Manufacturers of

Yellow Pine

We manufacture Yellow Pine for Implement and Wagon Factories

Mills at
BRUNSON, GA. WAINHURST, GA. POPLARVILLE, MISS.

Telephone Randolph 5940 General Offices: 1221 Lumber Exchange Bldg., CHICAGO

THE
COLUMBIA HARDWOOD LUMBER CO.

Kiln Dried **Air Dried**

HARDWOODS

OAK AND GUM

SHIPMENTS DIRECT FROM MILL

Office and Yard: 2048-84 Dominick St.
CHICAGO, ILL.

OUR NEW MILL

with most modern equipment in circular and gang saws, steam kilns, matchers and moulders has just commenced sawing.

With this new plant and our 31 years' experience at McComb we are finely equipped to serve our customers, old and new.

We solicit inquiry for timbers having rigid specifications. Lengths up to 50 feet, and size 24x30.

J. J. WHITE LUMBER CO.

...ufacturers

Long Leaf Ye... ...mbers and Yard Stock

...SSISSIPPI

Fire Insurance at Cost for Lumber Manufacturers

Exclusively

Careful Selection of Risks Frequent and Expert Inspection of Plants
Conservative Methods of Underwriting

Write for our Financial Statement and List of over 300 Lumber Manufacturers who are firm believers in our form of protection.

We will be glad to inspect your plant without cost and quote rates promptly

Lumber Manufacturers Inter-Insurance Assn.
WILLCOX, PECK & HUGHES, Attorney
New York, N. Y. 3 South William Street
Bailey Bldg. Seattle, Wash.

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CO-OPERATION NOT COMPETITION IS THE LIFE OF TRADE

Lumber World Review

THE LUMBER REVIEW
FOUNDED 1897

CONSOLIDATED JANUARY 1912

THE LUMBER WORLD
FOUNDED 1905

Volume XXXI
Number 6

CHICAGO, SEPTEMBER 25, 1916

Single Copies Fifteen Cents
Two Dollars a Year

Yates
-formerly BERLIN

This New Book

FREE—

EVEN though you may not now be contemplating the purchase of new equipment, this new book on Band Sawing Machinery will prove interesting and helpful.

It's the most complete treatise on Band Sawing Machinery in print.

It's more than a mere catalogue—it's an authoritative standard of reference that you need always within reach.

Its distribution will be limited strictly to those who can use it.

If you ask for a copy on your firm's regular stationery, indicating your official position, we'll send it free.

P. B. Yates Machine Co.
BELOIT, WISCONSIN, U. S. A.
CANADIAN PLANT, *with Offices*, HAMILTON, ONT.
Successors to THE BERLIN MACHINE WORKS

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GOOD WILL IS ESSENTIAL IN BUSINESS

THERE'S nothing like a common interest in a worth-while cause to make men pull together and pull hard.

We believe in co-operating with the lumber yard proprietor, giving him the best possible service, so that he, in turn, may satisfy his customers and retain their patronage.

Many years of satisfactory service to lumber dealers have proved our methods of exceptional merit. You, too, can get up-to-the-second service by dealing in Frost-Johnson yellow pine lumber. We charge only for the lumber. The fine service and square deal methods are gratis.

It costs you no more in the beginning and it's cheaper in the end.

Frost-Johnson yellow pine lumber brings to the enterprising dealer substantial advantages. It has a widespread and well-deserved reputation backed by national advertising. The lumber is manufactured from the finest grade timber grown in Texas, Louisiana and Arkansas. And the special efforts made by this company to co-operate with the dealer make a unique appeal to the best class of dealers everywhere.

Our system of assorting and grading, together with our excellent facilities for loading and shipping promptly, have minimized lumber disappointments for our customers.

Our price list is different from other price lists and you should send for your copy today.

Frost-Johnson Lumber Co.

Manufacturers of Long and Short Leaf Yellow Pine Lumber

300 Broadway St. Louis, Mo.

UNIFORMITY F-J OF GRADES AND QUALITY

TRADE MARK

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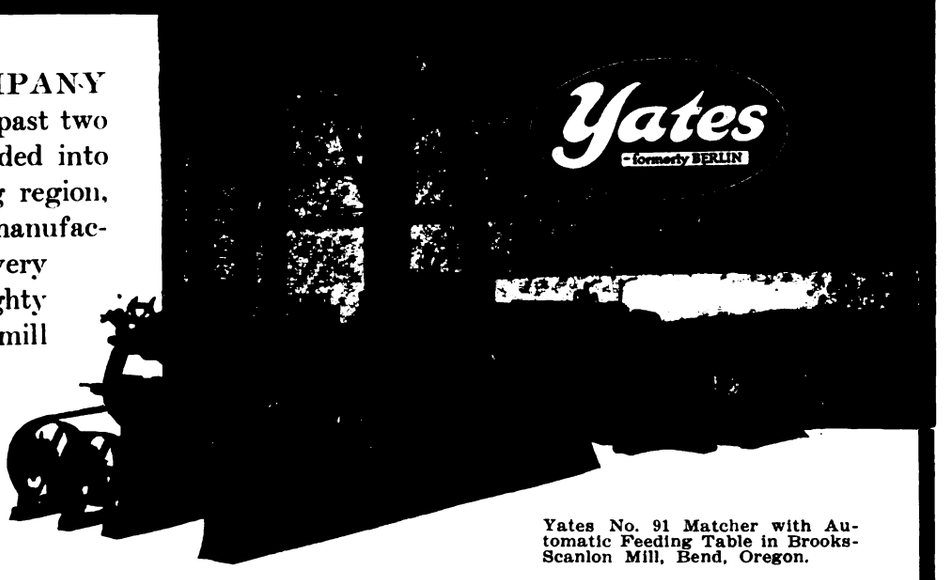
The Invariable Choice of the Man Who Knows

A GREAT LUMBER COMPANY that has operated mills for the past two decades—whose activities have extended into nearly every great lumber producing region, and whose experience includes the manufacture of lumber from practically every variety of timber, should be a mighty good judge of real merit in planing mill machinery.

—And when that company after purchasing not less than fifteen Yates (formerly Berlin) Matchers during the past ten years, selects a



Yates No. 91 Matcher with Automatic Feeding Table in Brooks-Scanlon Mill, Bend, Oregon.

Yates Planer and Matcher

for its latest operations in the famous new lumber center at Bend, Oregon, there must be something exceptionally meritorious about Yates Matchers.

The name of the Brooks-Scanlon Lumber Co. is as familiar in Lumberdom as that of Carnegie in the iron and steel industry. Read what Mr. J. P. Keyes, general manager of Brooks-Scanlon interests at Bend says about their latest Yates Planer and Matcher shown above.

Gentlemen:

In reply to yours of the 18th, we are pleased to state that the No. 91 Matcher is giving excellent results in surfacing stock two or four sides at a feed of 250 feet per minute and in running pattern stock, such as shiplap, drop siding, etc., at 150 lin. feet per minute. The machine has been giving us no trouble in operation and its work, at the speed mentioned, is, we think, beyond criticism.

Yours truly,
BROOKS-SCANLON LUMBER COMPANY,
J. P. Keyes, Gen. Mgr.

To P. B. Yates Machine Co.

Note particularly that Mr. Keyes reports that the "91" "Gives us no trouble in operation." That means a lot in the operation of high speed matchers, where every minute's delay means hundreds of feet loss in production.

Write for our circular "No. 91". It tells why the Yates is the best buy in the Matcher field.

P. B. Yates Machine Co.

BELOIT, WISCONSIN, U. S. A.

Canadian Plant with Offices: HAMILTON, ONTARIO **Successors to THE BERLIN MACHINE WORKS**

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B-S Cypress Co.
IN THE HEART OF THE BEST CYPRESS DISTRICT

We supply everything in

The New Grades of Cypress

Rough or Dressed Stock

Our Cypress is more even in Color and Texture
We solicit your inquiries and orders

Same Management
Burton-Swartz
Cypress Co.
Burton, La.

Annual Capacity
70,000,000
Feet

Burton = Swartz

Cypress Co. of Florida
PERRY, FLA.

SERVICE
QUALITY

INTEGRITY
DEPENDABILITY

Are the Foundation of the Edifice of Business Success which this Institution has built. The Satisfaction of Profitable Trade binds our Customers to us. From all Lumber Merchants who Appreciate a Product in which these Qualities are Inherent, we respectfully Solicit Correspondence.

WEYERHAEUSER LUMBER COMPANY
EVERETT, WASHINGTON

THE MILLS OF SERVICE

ISAAC STEPHENSON, Prest., Marinette, Wis.
H. A. J. UPHAM, Vice-Prest., Milwaukee, Wis.
R. E. MacLEAN, Sec'y & Treas., Wells, Mich.

IDEAL

"Ideal" Rock Maple Flooring

We cut from our own timber, manufacture at our own mill and are second to none either in quality of timber or in the manufacturing of Lath, Shingles, Cedar Posts, Poles and all kinds of forest products.

Also manufacture Wood Alcohol, Charcoal and Acetate Lime.

We make a specialty of Bill Stuff and can ship mixed cars of Ceiling, Siding, Moulding and Casings, in Pine, Basswood, Hemlock or Hardwoods. Capacity, 90,000,000 feet annually.

I. STEPHENSON CO., Trustees, Wells, Mich.

JOHN A. GAUGER & COMPANY
QUALITY CHICAGO SERVICE

Office and Warehouses: Corner Twenty-Second, Laflin and Hinman Streets

RED DRAGON BRAND — A GUARANTEE OF SUPERIORITY — GAUGER

WHOLESALE MANUFACTURERS OF
EVERYTHING IN QUALITY
MILLWORK

DISPATCH, PLUS ACCURACY, EQUALS GAUGER SERVICE
The Most Complete Stock of Millwork in the World at Your Command

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Hardwood "Electric" Flooring

MAPLE 3/8", 1/2", 13/16"
BEECH 3/8" and 13/16"
BIRCH 3/8" and 13/16"

The Reliable Kind

We are members of the Maple Flooring Manufacturers' Association

Send Us Your Inquiries

COBBS & MITCHELL (Inc.,) Cadillac, Mich.

WE OFFER:
4/4 and 5/4 Basswood in assorted widths and lengths. Basswood Mouldings, Bevel Siding, Ceiling, Etc.

Our Planing Mill is Running Entirely on

BASSWOOD

Sanford & Treadway
Menominee, Mich.

MAPLE, BEECH, BIRCH and OAK FLOORING

"Steel-Polished Perfection" Hardwood Flooring is unequaled for precision in matching. Absolutely shrink-proof. 3-8 and 13-16 inch stock on hand for quick shipment. What are your requirements?

JOHN SCHROEDER LUMBER CO.
MILWAUKEE, WIS.

Our Trademark "Rockhard" is imprinted on underside of our flooring.

We are members of the Maple Flooring Manufacturers' Association.

"How to Get Best Floors"

is the title of our new Booklet which contains practical information for the lumber dealer, builder, and prospective user of hardwood flooring.

It describes—
Best Floors for Business Buildings.
Best Floors for Educational Buildings.
Best Floors for Factories and Warehouses.
Best Floors for Houses.

Its purpose is to promote a larger demand for Maple and Beech flooring.

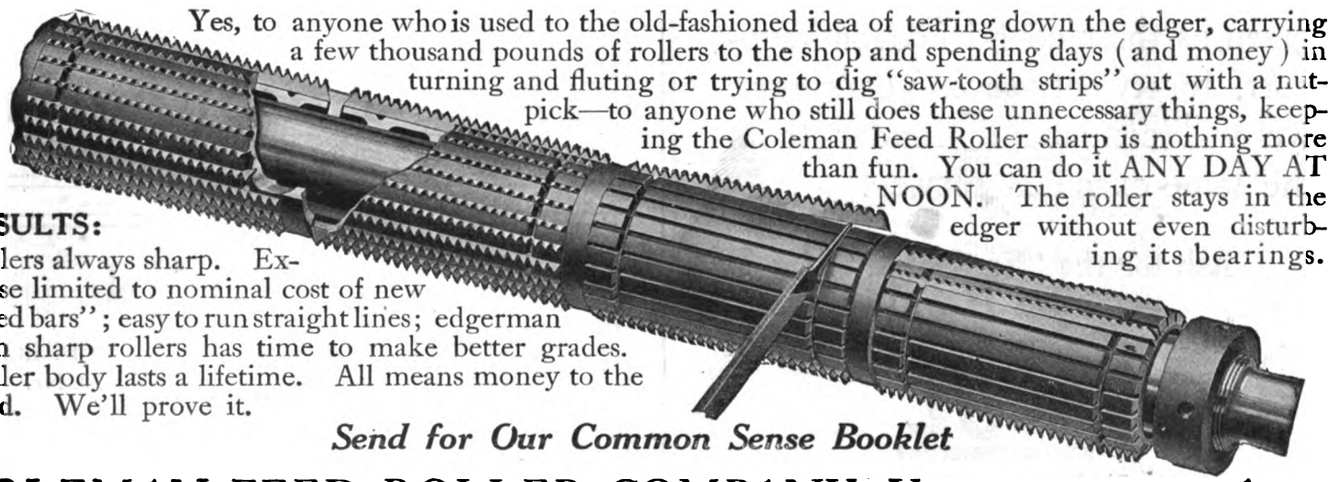
May we send you a copy?

Mitchell Brothers Co.
Sales Department, CADILLAC, MICH.

Sharpening the Coleman is an indoor sport

COLEMAN FEED ROLLER
(that never wears out)

To prove up on this: 30 days' FREE TRIAL on your edger



Yes, to anyone who is used to the old-fashioned idea of tearing down the edger, carrying a few thousand pounds of rollers to the shop and spending days (and money) in turning and fluting or trying to dig "saw-tooth strips" out with a nut-pick—to anyone who still does these unnecessary things, keeping the Coleman Feed Roller sharp is nothing more than fun. You can do it ANY DAY AT NOON. The roller stays in the edger without even disturbing its bearings.

RESULTS:
Rollers always sharp. Expense limited to nominal cost of new "feed bars"; easy to run straight lines; edgerman with sharp rollers has time to make better grades. Roller body lasts a lifetime. All means money to the good. We'll prove it.

Send for Our Common Sense Booklet

COLEMAN FEED ROLLER COMPANY, VREDENBURGH, ALA.
For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.

On exhibition at their branch houses { Atlanta, Ga. Chicago, Ill. Memphis, Tenn. Minneapolis, Minn. New Orleans, La. Hamilton, Ont. New York City Portland, Ore. San Francisco, Cal. Seattle, Wash. Vancouver, B. C. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

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THE KAUL KIND

# of Yellow Pine

has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.
BIRMINGHAM, ALA.

Fire Insurance at Cost for Lumber Manufacturers

Exclusively

Careful Selection of Risks Frequent and Expert Inspection of Plants
Conservative Methods of Underwriting

Write for our Financial Statement and List of over 500 Lumber Manufacturers who are firm believers in our form of protection.

We will be glad to inspect your plant without cost and quote rates promptly

Lumber Manufacturers Inter-Insurance Assn.
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Bailey Bldg. Seattle, Wash.

Calcasieu Long Leaf Virgin Pine Lumber and Timbers

Manufactured by

PEAVY-BYRNES LUMBER CO.

Office: Shreveport, Louisiana

Mills: Kinder, Louisiana

Have No Superior

LISTEN

OUR NEW SHINGLE — A SUPERIOR PREMIUM BRAND, AMERICAN SHINGLE, ONE THICKNESS, 3 GRADES, 5/2 16"
INSURES THE HIGHEST POSSIBLE QUALITY IN EACH GRADE

Write for Particulars. Secure Exclusive Sale.

CHINOOK LUMBER & SHINGLE CO., Inc.
Fir, Spruce, Hemlock and Cedar
1015-16 White Bldg., SEATTLE, WASH. *Salesmen Wanted*

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GENERAL OFFICES AND MILLS :: :: VIRGINIA, MINNESOTA

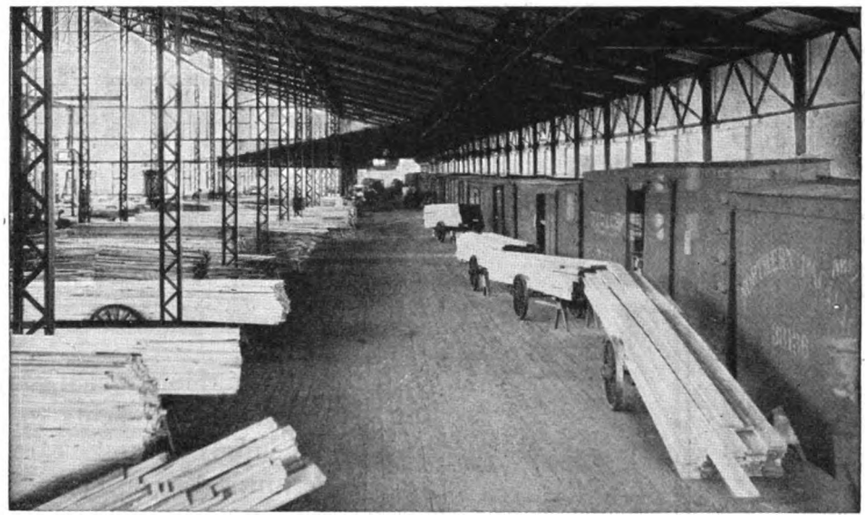
The Largest, Most Modern and Complete

WHITE PINE

Lumber Plant in the World

Annual capacity 300,000,000 feet.

Shipments by Rail or Water



Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily.

BRANCH SALES OFFICES:

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First National Bank Building Milwaukee

Lumber Exchange Minneapolis

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L. L. BARTH, Vice-President

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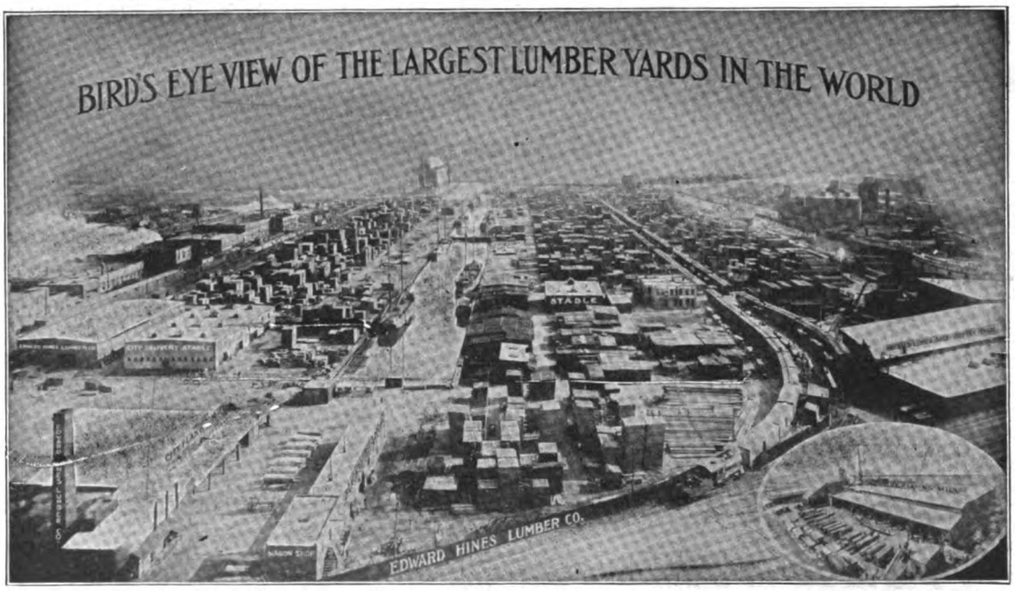
Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office. TELEPHONE "CANAL" 349

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He Who Looks Before He Leaps

There are two things which stick out pretty strongly in the present CYPRESS-OK situation, one being that more business is offered than the present car supply will take care of, and the other being that prices are on the upward trend.

Despite the fact that most people have not considered 1916 a brilliant lumber year, there has been more CYPRESS-OK sold than has been manufactured, as the people now know enough about CYPRESS-OK to insist upon it for those purposes where CYPRESS-OK is best. This condition has resulted in a gradual advance in prices, which during the past few weeks is apparently more radical, with the indications pointing to further advances in the near future. Stocks of some items are rather depleted and the manufacturers are inclined to pick and choose among those orders which are offered, there being no desire to accept at any price more business than can be easily handled.

While any lumber manufacturer feels a lot of satisfaction when he knows he is in an independent position, he feels also when stocks are declining and a car shortage prevails, that some good friend is doomed to disappointment in that he will not secure with reasonable promptness the CYPRESS-OK he has counted upon. This situation hurts us as much as it does the retail dealer and it is for this reason that we are so insistent upon warning our friends of the consequence to themselves if they do not order early.

And let us state one other thing. Have your order specify and insist upon trade-marked CYPRESS-OK, as our trade-mark campaign to the consumer is almost ready to launch. Before many months have passed you will find this trade-mark a great asset.

Be One of Those Who Are Helping T

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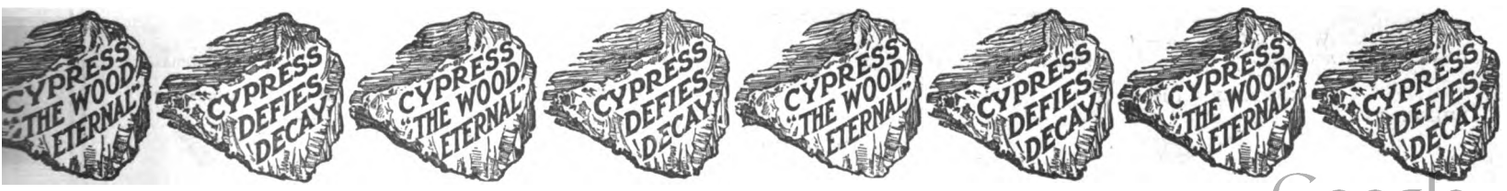
Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL"	Baker-Wakefield Cypress Co., Plattenville, La.
CYPRESS S 77 C M A "THE WOOD ETERNAL"	Baxter, G. S., & Co., Jacksonville, Fla.
CYPRESS S 4 C M A "THE WOOD ETERNAL"	Bowie Lumber Co., Bowie, La.
CYPRESS S 6 C M A "THE WOOD ETERNAL"	Burton-Swartz Cypress Co., Burton, La.
CYPRESS S 78 C M A "THE WOOD ETERNAL"	Cummer Lumber Co., Jacksonville, Fla.
CYPRESS S 11 C M A "THE WOOD ETERNAL"	Cummings-Moberly Cypress Co., Moberly, La.
CYPRESS S 13 C M A "THE WOOD ETERNAL"	Dibert, Stark & Brown Cypress Co., Donner, La.
CYPRESS S 66 C M A "THE WOOD ETERNAL"	East Coast Lumber Co., Watertown, Fla.
CYPRESS S 20 C M A "THE WOOD ETERNAL"	Albert Hanson Lumber Co., Garden City, La.
CYPRESS S 68 C M A "THE WOOD ETERNAL"	Hebard Cypress Co., Waycross, Ga.
CYPRESS S 23 C M A "THE WOOD ETERNAL"	Jeanerette Lumber & Shingle Co., Jeanerette, La.
CYPRESS S 26 C M A "THE WOOD ETERNAL"	Lutcher & Moore Cypress Lumber Co., Lutcher, La.
CYPRESS S 31 C M A "THE WOOD ETERNAL"	Opdenweyer-Alcus Cypress Co., Sorrento, La.
CYPRESS S 33 C M A "THE WOOD ETERNAL"	Ramos Lumber Co., Ramos, La.
CYPRESS S 74 C M A "THE WOOD ETERNAL"	Standard Lumber Co., Live Oak, Fla.
CYPRESS S 43 C M A "THE WOOD ETERNAL"	Whitecastle Lumber & Shingle Co., Whitecastle, La.
CYPRESS S 46 C M A "THE WOOD ETERNAL"	F. B. Williams Cypress Co., Patterson, La.

Put The PRESSure Behind CYPRESS



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White and Norway Pine

We have on hand a large stock of Northern Pine lumber, all stock up to grade and ready for immediate delivery.

QUALITY UNEXCELLED

Send in your orders to headquarters

Crookston Lumber Co.
Nichols-Chisolm Lbr. Co.
Shevlin-Clarke Co., Ltd.

Chicago Office
1986 Continental & Commercial Bank Bldg.

Minneapolis Office
900 First National Soo Line Bldg.

California White Pine

Manufactured to Shevlin Quality is Unequaled

The Shevlin-Hixon Company
Bend, Oregon

Operators Box Dept.: KNAPP-CHENEY COMPANY, Portland, Oregon

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G. W. GATES & CO., Portland-Salt Lake City

NORTHERN IOWA
WILSON-REX LBR. CO., Perry

KANSAS—NEBRASKA—SOUTH DAKOTA
BRADFORD-KENNEDY CO., Omaha

MINNESOTA
N. H. MORGAN, First Nat'l-Soo Line Bldg., Minneapolis

PITTSBURGH-PHILADELPHIA
FOREST LUMBER COMPANY

CHICAGO—DETROIT
A. W. LAMMERS, Continental Com. Bank Bldg., Chicago

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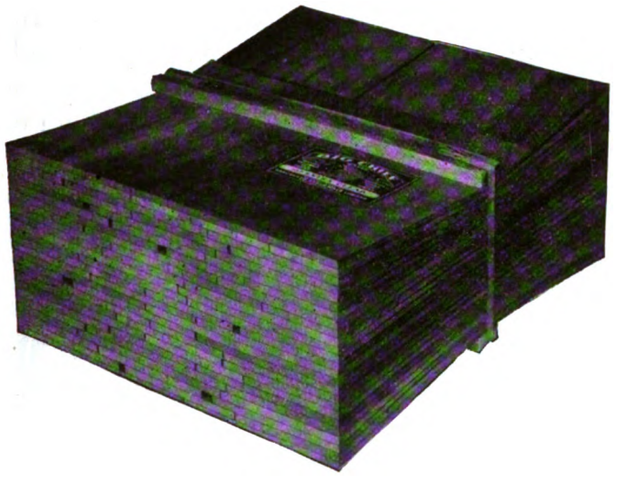
BIG

CHIEF

THE BEST SHINGLES IN THE WORLD

When you order BIG CHIEF brand British Columbia Red Cedar Shingles, you will receive shingles not equaled in quality by any other brand of shingles manufactured anywhere.

BIG CHIEF brand Shingles are DRIED—NOT COOKED—and are otherwise prepared so that when finished, they are as nearly perfect as experience, skill and equipment can make them.



Note the packing and uniform thickness

BIG CHIEF
BRAND
BRITISH COLUMBIA RED CEDAR SHINGLES

SPECIFICATIONS: 16 inches long; 5 butts measure 2 inches and each bundle measures full 10 inches in thickness when dry, and they are 100 per cent vertical grain, 100 per cent clear, 100 per cent heart and 100 per cent covering efficiency. Contain positively no sap; random widths, but no shingle less than 3 inches wide. Smoothly sawn, squarely jointed, and otherwise perfectly manufactured.

Straight cars always enroute to Minnesota Transfer and available for diversion to points taking through rate from there. Mill shipments to any point can be made on 24 hours notice.

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES: VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONT.

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Fir and Cedar Products That Give Substantial Profits to Retailers and Real Satisfaction to Users Everywhere

BIG CHIEF
BRAND

Red Cedar Shingles — Red Cedar Siding

ALSO

Fir Flooring — Fir Ceiling
Fir Finishing Lumber
Fir Construction Material

BIG CHIEF brand Shingles are made of timber from the great cedar forests of British Columbia, acknowledged the finest cedar timber grown in the world. These shingles are manufactured on upright machines specially designed to produce a vertical grain shingle, which is the only shingle made that will lay flat and smooth on the roof and not "cup" or "curl up" on the edges.

LOOK FOR THE
BIG CHIEF
LABEL ON EACH BUNDLE

The development of this company has been accomplished by strict adherence to the broad principle of giving all purchasers the full worth of their money.

Our organization and equipment are such that orders can be executed rapidly, and we aim to give every order, no matter how large or how small, prompt and careful attention.

Trade-Mark

This label is on every bundle of our BIG CHIEF brand shingles. It is your guarantee of real shingle quality.

Address Orders or Inquiries to Nearest Office

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES, VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONTARIO

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

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DO IT NOW

TWO questions are involved in the achievement of SUCCESS—WHAT to do, and WHEN to do it?

The time has arrived in the lumber game when you must decide these two points if you are to succeed. We can help you to a right conclusion.

Answering the second question first we say that NOW is the time to buy. The bottom has been touched and lumber is on the upward trend; demand is increasing, prices have already advanced; cars are scarce and becoming scarcer; there will be great difficulty getting cars for lumber shipments this Fall; therefore the sooner your orders are entered the more apt you will be to get the lumber.

The question as to WHAT to do is more easily answered:—Buy the best General Utility wood,

NORTH CAROLINA PINE

It is good for all house building purposes—especially for interior woodwork and floors. For stained finish it has no superior, by reason of its innate beauty of grain; but if White Enamel finish is preferred N. C. PINE forms a perfect base for it; holds the paint and retains its whiteness for years. You will make no mistake in urging your customers to use this wood. It's the wood that makes Good.

Any or all of the following mills will be glad to give you further information.

Anderson Lumber Corporation, Marion, S. C.
Fosburgh Lumber Co., Norfolk, Va.
Greenleaf Johnson Lumber Co., Norfolk, Va.
Montgomery Lumber Co., Suffolk, Va.
John L. Roper Lumber Co., Norfolk, Va.
Waccamaw Lumber Co., Bolton, N. C.

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Order Our
"BENFORD" STOCK
It Is
ALL KILN DRIED—DIMENSION SURFACED
"TWO SIDES and ONE EDGE"
Which Assures Even and Uniform Stock
CONTINENTAL LUMBER COMPANY
HOUSTON, TEXAS

EVERYTHING IN
Louisiana Red Cypress
250,000,000 Feet in Stock All the Time

No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.
WE WANT YOUR ORDERS
Shipments by rail or sea.
Cable Address, "REDCYPRESS"
Louisiana Red Cypress Company
Hibernian Bank Bldg. NEW ORLEANS, LA. Frank N. Snell, Sec. & Gen. Mgr.

Yellow Pine, Oak and Gum Lumber
Retailers can get from us Rough Oak Wagon Material for reaches, tongues and general repair work and gum box boards in the same car with Yellow Pine yard stock.
We have three Yellow Pine Mills; one at Pineland, Tex., and two at Diboll, Tex., which manufacture 150,000,000 feet of lumber a year. At Diboll we manufacture hardwood entirely separate from yellow pine; both operations being conducted by competent men. This enables us to furnish mixed cars of pine and hardwood manufactured in the proper way.
SOUTHERN PINE LUMBER COMPANY
TEXARKANA, TEXAS

Mississippi Lumber Co.
Manufacture
EXCEPTIONALLY FINE
SHORT LEAF FINISH
STEAM KILN DRIED
VERY SOFT AND LIGHT
Also
A full assortment of Long and Short Leaf Yard Stock,
Kiln Dried and Soda Dipped.
Also
HARDWOOD
White and Red Oak, Poplar, Sap and Red Gum,
Magnolia, Ash, Elm and Beach.
White Oak Bridge Plank and Ties.
Car Material.
Modern Fast Feed Planing Machines
The work is SLICK as GLASS.
WE SHIP WHEN WE PROMISE.
Address Inquiries and Orders to
519 Mississippi Ave.,
QUITMAN, MISS.

Geo. C. Brown & Co.
MANUFACTURERS
St. Francis Basin Hardwoods
TENNESSEE AROMATIC Red Cedar
Kraetzer-Cured Gum a Specialty
Band Mill: PROCTOR, ARK.
General Offices: MEMPHIS, TENN

COTTONWOOD
OAK — PLAIN AND QUARTERED — RED AND WHITE
RED AND SAP GUM
High Grades Band Sawn Lumber
WE MAKE A SPECIALTY OF THIN STOCK
COTTONWOOD AND GUM VENEERS
THREE-PLY GUM PANELS
BOX SHOOKS
EGG CASES
Write Us For Prices
ANDERSON-TULLY COMPANY
MEMPHIS, TENN.

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Mills and Distributing Yards at
OCONTO, WIS.
NAHMA, MICH.

WE KNOW THE RESULT!

And if you will write or wire us we will put you next

IT IS A CINCH!!

That if you don't get in your orders for

HEMLOCK YARD STOCK

Pretty Quick You'll Get Left — THE CAR SHORTAGE WILL GET YOU

We Advise Prompt Action. YOU CAN GET IT

By Writing or Wiring Us

OCONTO CO.

817 Railway Exchange **CHICAGO**

The Rittenhouse & Embree Co.

MANUFACTURERS OF

Maple and Oak Flooring

The "GILT EDGE" Brand

Kiln Dried Steel Scraped

Corner Center Ave. and 35th Street, Chicago

MARBLE CREEK WHITE PINE IDAHO

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our luxuriant timber.

Edward Rutledge Timber Co.

Coeur d'Alene, Idaho

Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

"IS IT AS GOOD AS KIRBY'S"

MANUFACTURED ONLY BY

KIRBY LUMBER COMPANY

HOUSTON CHICAGO ST. LOUIS KANSAS CITY OMAHA
OKLAHOMA CITY WACO SAN ANTONIO HAVANA

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ACCOMPLISHMENT

THE STORY OF ACCOMPLISHMENT:

To standardize lumber by making an international reputation for the manufacture of **quality** lumber.

To successfully operate ten great sawmills located in the heart of the finest forests in the South.

To produce the maximum capacity of one million, five hundred thousand feet of **quality** lumber per day.

To market all over the world four hundred and fifty million feet of **quality** lumber per annum.

To deliver to dealers, wholesale buyers and export trade twenty-four thousand, three hundred and sixty cars of **quality** lumber per annum.

To build up and maintain a selling organization of able Salesmen, meeting the lumber trade in all parts of the United States and some foreign countries.

To mass this gigantic organization, the largest lumber manufacturing institution in the world, under one administrative head, directing the growth, development and consummation of its phenomenal success, all in a short twenty-five years—**Is nothing short of a Titan Task.**

Just twenty-five years ago the company started to manufacture lumber in a small way, with three objects in view, namely:

1. The standardization of lumber which meant **quality** lumber.
2. The production of **quality** lumber in sufficient volume from several localities to take care of extensive orders, so that shipments could be made on record time.
3. And last, but most important, to build up an institution so trustworthy as to its method of business conduct as to inspire every dealer or buyer of lumber, or any commercial institution, with absolute confidence, wherever the name of The Long-Bell Lumber Company went forth.

With these three principles in mind, Mr. Long welded together the great interests which have grown from the almost forgotten miniature nucleus in 1891, into not one, but ten enormous sawmill institutions under one head. These ten sawmills, located in the States of Arkansas, Louisiana and Texas, have succeeded in standardizing lumber, placing upon the market **quality** lumber unassailable as to its uniformity and superiority. And today, when the name of The Long-Bell Lumber Company is mentioned, it is understood that the delivery of **quality** lumber will be exactly in accordance with the agreement of time of shipment and quality of the lumber, plus the satisfaction of dealing with an institution that lives up to every contract it makes.

To have accomplished this splendid task is a satisfaction to the management of The Long-Bell Lumber Company's operations, but that satisfaction of accomplishment is only an incentive to further development. An institution founded upon the principles that have made The Long-Bell Lumber Company, world famous in the production of **quality** lumber, is in an enviable position in the lumber markets of this and foreign countries.

The work is just begun. The accomplishment already made demonstrates conclusively that this organization can at all times take care of all orders for long and short leaf yellow pine and oak flooring **quality** lumber, both in this and foreign countries.

As long as the lumber industry of America will supply the trade, so long will The Long-Bell Lumber Company endure and deliver its **quality** lumber to the trade.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company

KANSAS CITY, MO.

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The Hazard of Raised Grain

Is one which some architects still use as an argument against any southern pine for white enamel treatment. This is due to their apparent belief that all yellow pine at least, is alike.

Raised grain however, is a contingency only when the enamel is put upon pine of heavy resinous content which must necessarily be shellaced before the priming coat of lead and oil is applied. When the shellac comes in contact with the rosin streaks, it causes the latter to raise, which brings about the undesirable final effect.

Arkansas Soft Pine

Interior Trim is virtually free from rosin, has a tough fibre and fine grain and *does not* require preliminary shellacing. Instead, after proper sanding, the lead and oil priming coat is applied direct to the raw wood so that a perfectly even absorption takes place. *No raising of the grain occurs.* When the enamel undercoating and finishing coats are finally completed and rubbed, the ultimate effect is a mirror-like surface which will satisfy the most exacting architect or home-owner.

Dealers who are alert to their opportunities will see that their trade is supplied with Arkansas Soft Pine Interior Trim.

All stock bearing the Arkansas Soft Pine Trade Mark is manufactured and sold exclusively by the following companies:

ON WHAT SHALL WE QUOTE?

Arkansas Land & Lumber Co	*Malvern, Ark.*
Arkansas Lumber Co	*Warren, Ark.*
Cotton Belt Lumber Co	*Bearden, Ark.*
Crossett Lumber Co	*Crossett, Ark.*
Eagle Lumber Co	*Eagle Mills, Ark.*
Edgar Lumber Co	*Wesson, Ark.*
Freeman-Smith Lumber Co	*Millville, Ark.*
Fordyce Lumber Co	*Fordyce, Ark.*
Southern Lumber Co	*Warren, Ark.*
Stout Lumber Co	*Thornton, Ark.*
Wisconsin & Arkansas Lumber Co	*Malvern, Ark.*

To secure quotations with the least delay, price inquiries should be sent direct to any of the above companies. Literature, samples and information will be supplied promptly on request, by the

ARKANSAS SOFT PINE BUREAU

LITTLE ROCK, ARK.

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"You furnished the Pole and We got the Fish"

That's the way the first dealer who used the local newspaper advertising which we furnish free, summed up the results of his spring campaign. Read these two extracts from his letters to us. They tell the story.

"My competitors on either side are tearing themselves to pieces in a vain endeavor to head off the tide of patronage which has turned to this yard for the old reliable WHITE PINE."

"It is with a great deal of pleasure that we can advise you WE HAVE RECEIVED POSITIVE AND ACTUAL RESULTS from this campaign. We have enjoyed a very nice trade on our WHITE PINE and just yesterday we were still more gratified by selling a party in ****, a point where there is no yard and which is eleven miles west of here, a bill totaling $1,200. This man knew what he wanted and sent a carpenter who, when he looked over the stock and saw how we were hooked up, did not take long after his return to conclude the deal. Certainly in this campaign the expenditure has been justified and we wish to share our pleasure and good feelings over the outcome with you. *You furnished the pole and we got the fish.*"

We have plenty more "poles" and there are plenty of "fish" in your territory. Write today and ask us about our advertising helps for dealers. They get the business.

If your WHITE PINE stock is low any of the following members of the White Pine Bureau will give your order careful and immediate attention.

The Associated White Pine Manufacturers of Idaho

Milwaukee Land Company - - - - - - St. Joe, Idaho
Roselake Lumber Company - - - - - - Roselake, Idaho
Panhandle Lumber Company - - - - - Spirit Lake, Idaho
Potlatch Lumber Company - - - - - - Potlatch, Idaho
Blackwell Lumber Company - - - Cœur d' Alene, Idaho
Bonners Ferry Lumber Company - - Bonners Ferry, Idaho
Dover Lumber Company - - - - - - - Dover, Idaho
Humbird Lumber Company - - - - - Sandpoint, Idaho
McGoldrick Lumber Company - - - - Spokane, Wash.

The Northern Pine Manufacturers' Association of Minnesota, Wisconsin and Michigan

J. S. Stearns Lumber Company - - - - - Odanah, Wis.
The I. Stephenson Company - - - - - - - Wells, Mich.
David Tozer Company - - - - - - - Stillwater, Minn.
The Virginia & Rainy Lake Company - - Virginia, Minn.
Cloquet Lumber Company - - - - - - Cloquet, Minn.
Crookston Lumber Company - - - - - Bemidji, Minn.
Johnson-Wentworth Company - - - - - Cloquet, Minn.
The J. Neils Lumber Company - - - - Cass Lake, Minn.
Nichols-Chisolm Lumber Company - - - Frazee, Minn.
Northland Pine Company - - - - - Minneapolis, Minn.
The Northern Lumber Company - - - - Cloquet, Minn.
Pine Tree Manufacturing Company - - - Little Falls, Minn.
Red River Lumber Company - - - - - Akeley, Minn.
Rust-Owen Lumber Company - - - - Drummond, Wis.
St. Croix Lumber & Mfg. Company - - - Winton, Minn.

Address **WHITE PINE BUREAU**
1940 Merchants Bank Building, St. Paul, Minn.

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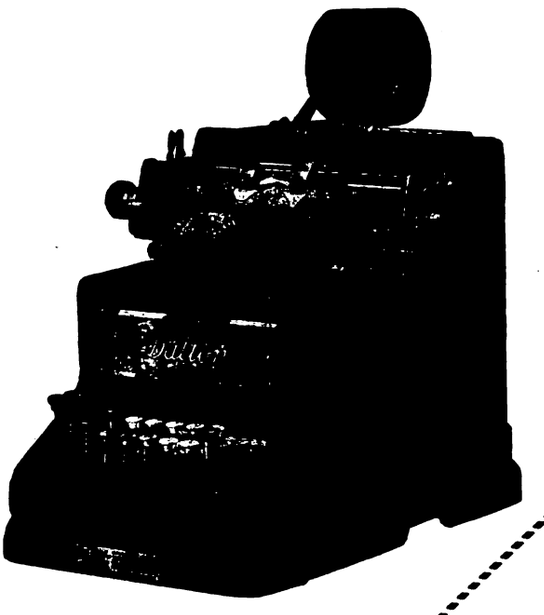
Speed in the Lumber Office

is as essential as speed in the yard or mill—only more so in that office labor costs more to start with and in most offices a whole lot more than it should at the finish. But whatever your objections may have been in the past toward mechanical aid you can't afford now to overlook the



Dalton Adding, Listing and Calculating Machine

In actual practice it has demonstrated its efficiency in the lumber office not only in addition, but in the auditing of invoices requiring multiplication. For example it took an ordinary operator on the Dalton but **67 seconds** to audit the following invoices:

464 pcs. 1x8—16 No. 2 Com. Y. P. S2S	4,949	
763 pcs. 1x8—18 No. 2 Com. Y. P. S2S	9,156	
134 pcs. 1x8—20 No. 2 Com. Y. P. S2S	1,786	
206 pcs. 1x8—24 No. 2 Com. Y. P. S2S	3,296	
Weight 2,082 lbs. M.	19.187 ft. @ $14.45 M.	$277.25
39,947 lbs.		
Rate 14.25 cwt.		$ 56.92
Total at destination		$334.17

How Long Would It Take You To Do it?

The Dalton Adding Machine Co.

Norwood, Cincinnati, Ohio

Fill out coupon attached and mail today for further information regarding use of the Dalton in the lumber office.

I should be glad to know more about the DALTON adding machine and welcome some further information on the subject, without obligation to us.

.....

.....

.....

Lumber World Review, August 25, 1916.

Don't Say "Long Leaf," Say "Ragley Long Leaf"

There IS A Difference

We specialize in structural timbers, manufactured from Calcasieu Long Leaf Yellow Pine, but can fill dealers' orders for anything in Yellow Pine : : : :

W. G. Ragley Lumber Co., Ragley, La.

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All timbers and heavy planking will bear the ***Calcasieu Long Leaf*** Trade-Mark brand shown in this advertisement.

We carry 35 million feet of well assorted one and two inch stock in all sizes and grades.

Industrial Lumber Company

Elizabeth, La.

Edw. E. Krauss Sales Manager

Build Your Own Business

by establishing such a connection with us that our high grade lumber and superior shipping facilities are at your service. We ship 30 cars every 10 hours.

Our Selling Organization.

Minneapolis—C. M. Rhone.
Denver—Dwight H. Elder.
Sioux City—J. D. Merrill.
Pocatello—R. C. Angell Co. (E. T. Sturgeon).
Salt Lake City—R. C. Angell Co. (R. C. Angell).
Walla Walla—W. E. Murphy.
Grand Island—McCormick & White (T. P. White).
Omaha—McCormick & White (F. P. McCormick).
Chicago—Geo. T. Mickle Lbr. Co. (Wilber Hattery, Jr., Mgr. Western Dept.).

Douglas Fir Lumber Company

Manufacturing Merchants **Portland, Oregon**

The MANAGER of a South Carolina Lumber Plant whose Company is a policy carrier in the

Lumbermen's Underwriting Alliance

recently remarked that he was more interested in receiving the ALLIANCE MONTHLY FIRE BULLETINS than anything aside from his salary check. He realizes that the manager who **reads** and **heeds** the warnings and suggestions along FIRE PREVENTION lines contained in these BULLETINS is more likely to continue to have a **going mill** to manage than the man who does not receive them and who is kept in ignorance of the lessons they teach each month.

The March issue should be in the hands of every Saw Mill Manager, Superintendent and Foreman. **Send for this number**—it will cost you nothing, and will familiarize you with one of the important advantages of carrying a part of your insurance with the

U. S. Epperson Underwriting Company

Suite 1116, R. A. Long Bldg., Kansas City, Mo.

We want to move quick

12 Cars 4/4 No. 1 Common

PLAIN WHITE OAK

We ship all over the world

Headquarters for

Old Fashioned Yellow Poplar

VANSANT, KITCHEN & CO.

Ashland : : Kentucky

Many Orders Now Specify

Immediate Shipment

We are prepared to comply with this requirement. When you are in a hurry for hardwoods, remember we can furnish the stock and the service, and that reasonably prompt delivery can be expected from orders placed with

LAMB-FISH LUMBER COMPANY, CHARLESTON MISS.

"The Largest Hardwood Mill in the World"

Our own reputation is the added guarantee to every bundle of Rite-Grade we ship you

RITE-GRADE RED CEDAR SHINGLES

are their own solicitor for your next order. We want your Rite-Grade business, and we respectfully ask you for your next car.

St. Paul & Tacoma Lumber Co.

TACOMA - - - - - WASHINGTON

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 6

CHICAGO, SEPTEMBER 25, 1916

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Two Dollars a Year

Lumber World Review

—A consolidation of the Lumber Review of Kansas City and the Lumber World of Chicago, January, 1912. Published the 10th and 25th of each month by the Lumber Review Co., Suite 1740 Transportation Building, 608 South Dearborn Street, Chicago, Ill.

Bolling Arthur Johnson
Editor

Lucius E. Fuller
Associate Editor

Dr. Hermann von Schrenk
E. A. Sterling
Contributing Editors

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DOMESTIC

Brentano's ..... New York
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Auditorium Hotel ..... Chicago
Congress Hotel ..... Chicago
Great Northern Hotel ..... Chicago
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Hotel La Salle ..... Chicago
Hotel Sherman ..... Chicago
Ft. Dearborn Hotel ..... Chicago
Hotel Morrison ..... Chicago
Post Office News Co. ..... Chicago
Kimball House ..... Davenport, Ia.
St. Charles Hotel ..... New Orleans
Grunewald Hotel ..... New Orleans, La.
Hollenden Hotel ..... Cleveland, Ohio
Hotel Marion ..... Little Rock, Ark.
Hotel Pontchartrain ..... Detroit, Mich.
Crosby House ..... Beaumont, Tex.
Planters Hotel ..... St. Louis, Mo.
Gayoso Hotel ..... Memphis, Tenn.
Seelbach Hotel ..... Louisville, Ky.
Huckins House ..... Texarkana, Ark.
Hotel Statler ..... Buffalo, N. Y.
Hotel Bender ..... Houston, Tex.
Coates House ..... Kansas City, Mo.
Hotel Baltimore ..... Kansas City, Mo.
Hotel St. Paul ..... St. Paul, Minn.
Vanderbilt Hotel ..... New York City
Albermarle-Hoffman ..... New York City
New Richmond Hotel ..... Seattle

WE ARE GOING TO DO SOMETHING that we have never done before and which may or may not prove an interesting experiment. It will be, however, a COURTEOUS event at ALL hazards.

We are going to permit two of our warm personal friends to sit up in our "Wide East Window Seat" and actually do the talking.

Many a man has made jocular reference to our "Wide East Windows" by word of mouth and by simple mention in correspondence and we have reason to believe that this department of the LUMBER WORLD REVIEW is read by several people each time the issues of our paper are distributed—people who boldly subscribe for the paper and pay $2 for the privilege—and people who advertise in it and thus help to furnish the sinews of war.

As this department of the LUMBER WORLD REVIEW is written entirely to please the editor, it seems a marvelous thing to us that some exception has not BEFORE been taken to the many radical principles about which we have built up our "Wide East Window" optimism.

We have never written this department to get even with anybody, nor to shock anybody; nor has it been written especially to instruct anybody. We are always reasonably sure of our facts; after which the department is WRITTEN and printed AS written. In our issue of September 10 we paid our respects to the Editor of the St. Louis Republic, who wrote that wonderful editorial, "Let The Rivers Feed Us," and paid our respects to Senator LaFollette who alone is responsible for having side-tracked the Webb bill. Now on account of those two editorials we will invite two gentlemen from Wisconsin to come straight up into our "Wide East Windows" and tell us where we are wrong. Of course we are not wrong, but we would be if we did not permit them to have their say—and we DO that.

Our first friend says:

"I noticed in your September 10 issue an editorial headed "Believe the Strike Should Have Occurred." You quote a St. Louis paper in saying that they could procure supplies by river. So they could to a limited extent, but rivers need boats, the same as railroads need cars and locomotives, and where are they? I remember when there were over 100 steamers plying the Mississippi above St. Louis. Probably now if you can hunt up a dozen, including excursion boats, you would fill your list. And where would they get supplies; from along the banks of the river? Nay, the farms are not on the river banks, and you still need the railroads to bring the food to where the boats could get them.

"The Chicago and Milwaukee papers had this same sort of stuff,

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which I surmise was printed to help keep up the hopes and spirits of the people, but Lake Michigan brings in food from towns and cities only where it is brought in by rail or trolley, and there are no wheat fields or flour mills on the banks of the lake.

"I feel that the strike should not have occurred, and that the damage that would have been done in one week would cover the cost of increase of the railroad men for years to come. I do not think that the men were entitled to ten hours' pay for eight hours' time, but if the railroad managers cannot find a way to get ten hours' work done in those eight hours, then I miss my guess. There is no piece work in the railroad business. The men are not like a bricklayer, limited to so many brick per day.

"If the railroads are given a slight advance, of 2 or 3 or 5 percent, in rates, it is not going to do the lumber business any harm. For every dollar that they gain from the lumber industry, they will expend two dollars in purchasing lumber, and raising the price, so that we will benefit, rather than lose by a raise in rate. A 5 percent raise on lumber rates for the state of Wisconsin would amount to something like 12 or possibly 15 cents per thousand feet. Is it not true that this would stimulate the purchasing agents of the railroads and the stockholders with their dividends, to buying more freely and thus causing the general advance of commodities, of which lumber is one? This is my opinion, at any rate.

"I do not believe in an 8-hour day, as there are not men enough to do the world's work in eight hours. I do believe, however, that the president was right in staying the strike till investigations could be made and till some sort of law could be passed to govern the situation. The United States was in no position to stand a general strike and no business man was in favor of one."

Our second friend says:

"I would like to write you fully concerning your editorial on La-Follette. Mr. Jeffris would, in my opinion, have received the nomination at the primaries had it not been for Democratic LaFollette support. I do not understand how you can attack Senator La-Follette when he is such a good Democrat, and you have so many warm friends in the south of that persuasion!"

And there are people who speculate on the probable length of life of this republic!

We Will Yet Get the Webb Bill.

WHOEVER MAY BE THE NEXT PRESIDENT of these United States —a fact which the morning papers of November 8 will very likely announce—we, who gain our livelihood through industry, must all remember that the Webb bill is by no means a dead issue.

There never was a session of congress presided over by any president, however forceful he might have been, which did not leave some "unfinished business."

The Webb bill was just one of the things that was left over and all of the carping of the Chicago Evening Post of September 11 is a political vaporing utterly without foundation.

The Chicago Evening Post says: "President Wilson told delegations of business men that he favored such an amendment. He seemed to be impressed thoroughly by the fact that the Clayton measure had put American business at serious disadvantage in holding its own against the rivalry of European trusts; but the Webb bill went into the discard when congress adjourned and no substitute has been enacted. So far as we know the fair words of the president were followed by no effort to remedy an ill the grievous nature of which he admitted."

Continuing in its tirade against the president and his alleged lack of sincerity, the Post proceeds to calm and salve the feelings of its readers by making what it seems to believe a REAL PROMISE. It desires to assure us that "the error is one that a Republican congress and a Republican president will correct speedily." That—we take it—gives us exactly two chances that the Webb bill will pass early in December, one which we already know about—believing in President Wilson's sincerity in this matter—and another, which the Chicago Evening Post promises us—providing Mr. Hughes is invited to a place on the bridge of the Ship of State.

Either way we win. We are obliged to the Chicago Evening Post for closing the incident so auspiciously.

National Drainage Congress Will Prevail.

EVERY LUMBERMAN, BE HE RETAILER, wholesaler or manufacturer—who lives between the two ranges of mountains known as the Alleghanies and the Rockies, should be very deeply interested in all of the propaganda of the National Drainage Congress which first met in Chicago in 1911, at New Orleans in 1912, at St. Louis in 1913, at Savannah in 1914, at San Francisco in 1915, and at Cairo, Ill., in January, 1916. We have seen the records of the proceedings of many national congresses in the last four and a half years as they flowed over the editorial table in a ma[illegible]red stream, but nothing that was quite so comprehensive or w[illegible] more sustained purpose or a greater faith in the ultimate triumph of its ideals or which contained more real information of particular interest to the average citizen than the "Official Proceedings of the Sixth Annual Meeting of the National Drainage Congress."

It is a little book which we are glad to lay away in the archives after careful reading, and one which all our readers should possess and possibly might secure; for Frank B. Knight, consulting engineer of the Lidgerwood Manufacturing Co., with offices at 1907 Fisher building, is at the head of the congress this year and surely lumbermen all over the land should show an interest in the effort of this body of earnest scientists on that account alone.

This national association has laid the foundations for a great work and the lumbermen of the country should volunteer to help it in every possible way, for this is one crutch which should be used to help us on our way to better things.

If he deserves commendation who makes two blades of grass grow where one has grown before, surely he who seeks to reclaim from miasma and jungle 74,000,000 and more acres of arable land and place it in productiveness, deserves some assistance from ALL THE PEOPLE.

And the "Wooden Car" Is Coming Back.

IT IS AN OLD SIMILE, THAT OF THE pendulum and its habit, in which it will not be necessary to indulge except by inference. Really now, the wooden car is coming back.

We are right glad that we have held to our faith throughout the years in this matter of the advocacy of the usefulness and necessity of the wooden car.

There is not an engineer who really knows, who would not have endorsed the wooden car almost any time in the last four years and many of them have done so.

Three years ago the Pullman Company, of Chicago, had no hesitancy in letting its expert in such things father an article upon this subject, which was printed in the LUMBER WORLD REVIEW, and just now it really seems that there will be a great revival in the building of wooden cars with steel underframes.

Back as far as August 25 several of the car building institutions announced the possibilities of wooden freight car building.

Chief among the railroads that have no hesitancy in coming out in the open to discuss this matter we might mention the Great Northern railroad, which believes "that wooden freight cars with properly distributed metal parts would save the railroads millions of dollars a year annually in coal consumption, wear on wheels and other parts of the under portions, and in avoiding the hauling of unnecessary weight."

Ralph Budd, assistant to the president of the Great Northern railroad, says further in this connection:

"Like many new ideas the heavy all-steel car swept like a tidal wave over the country, and when the wave rolled back, time and experience had developed many disadvantages. From an operating standpoint a locomotive will handle 100 cars weighing 30,000 pounds empty, as easily as it will fifty cars each weighing 60,000 pounds empty. There is no reason why cars should be built to weigh 100,000 pounds in which to carry goods of which you could not possibly load more than 20,000 pounds. Cars should not weigh more than the load they carry.

"General merchandise averages only five to eight tons per car and to build cars of 80,000 pounds capacity to carry from five to eight tons seems absurd. Increasing weight and size of a freight car does not increase its strength."

One railroad last week issued an inquiry that when placed will consume 5,000,000 feet of lumber, from which it will build 1,000 freight cars.

Here's to the "Land Bank."

TO THE EDITOR OF THE LUMBER WORLD REVIEW no movement for the public good has progressed in the United States during the last four and a half years which is one-half so interesting as the movement in the direction of straightening out rural credits.

Less than four years ago one of the leading lumbermen of the United States accused this writer of being muddled mentally on account of his protestations for a reform of rural credits and the statement that he, the editor, believed such a thing necessary and probable. The prominent lumberman, however, settled the matter conclusively and for himself, by the statement suggested.

We ALL, however, have lived to see this whole matter worked out, and while we are delighted that Herbert Quick, the author of the "Good Ship Earth" and other sociological studies, is at the head of the commission that will handle this matter, we are indeed puzzled that W. S. Goodwin, a congressman from Arkansas and David Lubin, of the International Congress of Agriculture at Rome and Senator Fletcher are not of this commission and prominent in the days of victory; but that is EVER the fate of the Pioneer! His to win a new country, but not his—OFTEN—to enjoy the laurels of the victor, but most usually his to emulate the fate of Moses by simply being permitted to gaze down INTO and not to actually participate IN the glory of the Land of Canaan.

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Studies in the Extraction of Rosin from Wood

Experiments Using a Petroleum Solvent, Described by R. C. PALMER, Chemist in Forest Products, Forest Products Laboratory, Madison, Wis.

From a technical viewpoint, the process of extracting rosin from wood with chemicals offers a promising possibility for the utilization of "fat" stumps and other waste resinous wood. In the simple steam distillation process only the volatile constituents of the wood are recovered and this method is no longer industrially feasible on this account. In the destructive distillation process, the products are charcoal, tar, and a turpentine more or less contaminated with products from the destructive distillation of the rosin and wood substance. This turpentine, at best, does not bring as high a market price as steam distilled wood turpentine, although the recent introduction of temperature controlled processes has removed this objection to a large extent. Compared to these two processes, the so-called solvent, or extraction process affords the recovery of wood turpentine and pine oil comparable in quality and value with the oils from steam distillation and also a medium grade rosin whose market value, under normal conditions, is practically equal to the combined value of charcoal and tar from the destructive distillation process. However, the market value is less likely to fluctuate for tar and charcoal than for rosin. Strictly speaking, the extraction and distillation processes are not comparable, because the products are quite different. These processes represent the two types which cover most of the possible products to be obtained from resinous wood.

Of the several different processes proposed for treating wood, the destructive distillation method, which is by far the oldest, is also at the present time apparently the best established from the standpoint of profitable commercial operation.* The principal difficulties that have been encountered in the extraction process have been, (1) an unstable market price for rosin, and (2) high cost of operation due largely to an excessive loss of solvent.

PURPOSE OF THE WORK.

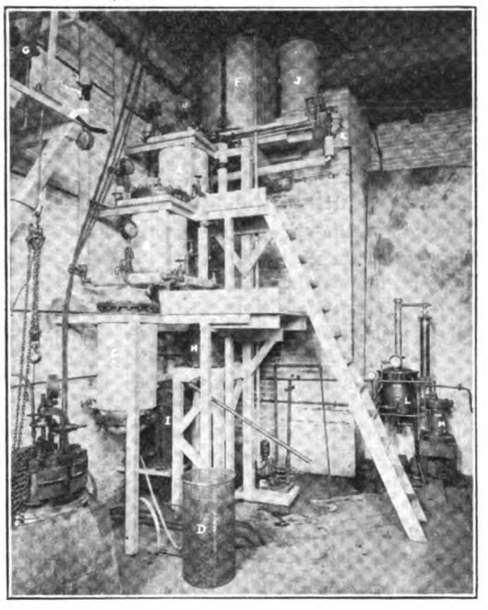
In attempting a solution of these difficulties, there are then at least two lines of attack which may give this process a better opportunity for commercial success: (1) Obtaining another product which would not be subject to very great market variations; and (2) decreasing the operating cost. The use of the extracted wood as a raw material for paper pulp has been suggested several times as a possible solution of the problem of obtaining another product. Extraction by the usual method requires wood so finely divided (shredded wood) to yield a high proportion of the rosin that the extracted material is not suitable for pulp. If the wood is large enough for pulp, the yield of rosin is decreased. Considering the high operating costs as due largely to the loss of solvent, it would seem that the problem here is largely mechanical, and its solution should not offer very great difficulties.

With these ideas in mind, it was felt that a careful study should be made of some of the fundamental operating variables of the process.

The experiments were carried on at the Forest Products Laboratory, Madison, Wisconsin. The material consisted of long-leaf pine stumps from Louisiana, donated by the Long-Bell Lumber Co. of Kansas City, Missouri. Acknowledgment is made to S. D. Wells, engineer in Forest Products, of the section of pulp and paper, for making the experiments on the suitability of extracted chips for pulp.

DESCRIPTION OF PROCESS.

About fifteen patents have been granted in the United States for the extraction processes and apparatus since 1909, and one or two plants were built and had been operated before that time. The different patents vary chiefly in the treatment of the wood before and after applying the solvent, in the manner of applying the solvent, and in the solvent itself. In general, the process, as carried out in the commercial plant, consists in first steaming the finely divided wood to recover the volatile constituents, turpentine and pine oil, followed in some cases by evaporating out of the wood as much of the condensed steam as possible. The solvent is then applied to the wood to dissolve out the rosin. After extraction, the wood is treated to recover the solvent adhering to, or absorbed by the chips. Evaporation of the solvent leaves the rosin as a residue, the solvent being recovered for subsequent extractions.



APPARATUS USED IN THE EXPERIMENTS DESCRIBED.

APPARATUS USED IN EXPERIMENTS.

The apparatus used in the experiments was an extraction battery composed of three retorts, A, B, and C, shown in Figure 1. The chips were placed in the perforated baskets D, each retort holding from thirty to thirty-five pounds of wood. The battery was so arranged that the solvent could be forced by means of a pump E to a storage tank F, from which it flowed by gravity into any one of the retorts and from that retort to each one below it. Each unit was independent of the others, so that different operations could be carried on at the same time. Each retort was also connected to a vacuum pump G, through a condenser H and receiver I. They were each equipped with an open coil for direct steam and closed coils for heating the solvent.

As it was desired to boil the solvent in contact with the chips the apparatus was so arranged that this could be done without decreasing the solvent by evaporation. This was accomplished by connecting the vapor outlet line of each unit to a condenser J and receiver or trap K placed above the battery. The trap was connected to the bottom of each retort and thus allowed the vaporized solvent, after it was condensed, to flow continuously back into the retort as in a reflux condensing apparatus. By connecting the top of each retort to the top of the trap, the vapor conditions were equalized and the solvent was prevented from backing up. With these "equalizers" open, the solvent in any retort could be boiled under pressure for any desired length of time with a constant reflow of the condensed vapors.

The simple still L was used for the evaporation of the saturated solvent to recover the rosin. The still was equipped with a steam jet and was connected through the receiver M to the vacuum pump to facilitate the removal of water and heavy oils from the rosin.

Since a petroleum distillate has been most frequently used commercially, this solvent was selected for the experimental work.

SCOPE OF EXPERIMENTS.

The experiments in this first series included a study of the more important fundamental operating variables on the efficiency of the extraction. These were the effect of (1) time, (2) pressure, (3) size of material, (4) moisture, and (5) rosin content on the percentage yield of rosin, based on the amount originally present. The tests also included a preliminary study of the suitability of the extracted material for paper pulp. Two sizes of chips, averaging $\frac{3}{16}$-inch and $\frac{5}{8}$-inch with the grain of the wood, were selected for the tests. The $\frac{3}{16}$-inch chip is larger than the usual commercial chip used in the extraction process, but is considered the minimum size for making pulp. The material was prepared in a semi-commercial pulp chipper. The wood in each case comprised the whole of the stump including the outer bark. All of the stumps had the roots removed and were practically free from earth and sand.

THE EFFECT OF TIME.

The results of the runs showing the effect of time are given in Table 1.

Table 1.—Showing Effect of Time.

Run No.	Time of Extraction Minutes	Size of Chip Inches	Pressure of Extraction Lbs.	Rosin in Wood Percent	Yield of Rosin Percent
1	15	$\frac{3}{16}$	0	29.92	72.6
2	45	$\frac{3}{16}$	0	25.10	75.0
3	15	$\frac{3}{16}$	30	23.00	91.60
4	45	$\frac{3}{16}$	30	25.92	93.70
11	15	$\frac{5}{8}$	30	12.90	68.5
12	45	$\frac{5}{8}$	30	12.23	68.9

*J. Ind. & Eng. Chem. Vol. 6, No. 2, p. 151.

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It will be seen that the effect of increasing the time from 15 to 45 minutes is slight for the three sets of conditions used, and for practical purposes 15 minutes is evidently the maximum time necessary.

EFFECT OF PRESSURE.

The results of the runs showing the effect of pressure are given in Table 2.

Table 2.—Showing Effect of Pressure.

Run No.	Pressure of Extraction Lbs.	Size of Chip Inches	Time of Extraction Minutes	Rosin in Wood Percent	Yield of Rosin Percent
1	0	1/8	15	29.92	72.6
6	30	1/8	15	27.43	94.3
5	55	1/8	15	29.35	85.3
2	0	1/8	45	25.1	75.0
4	30	1/8	45	25.92	93.7

The table shows that the rosin recovered was increased from 72.6 percent to 94.3 percent by increasing the pressure from 0 pounds to 30 pounds. At 55 pounds pressure there is a decided decrease in percent recovery as compared with 30 pounds pressure. In a study of the penetrance of creosote in longleaf pine heartwood at the Forest Products Laboratory* a decided decrease was noted as the pressure was increased from 50 to 75 pounds, so the cause of the decreased efficiency of extraction may be a physical one. It seems more probable, however, that the explanation is more of a chemical nature and may be due to an increase of the insoluble constituents of the rosin at the higher temperatures, although there was no apparent effect of the higher temperatures on the quality of the rosin recovered. The effect of increasing the pressure in the 45 minute extraction was practically the same as for the shorter time.

EFFECT OF SIZE OF CHIP.

Comparisons of the results of extracting 1/8-inch and 5/8-inch chips are given in Table 3.

Table 3.—Showing Effect of Size of Chip.

Run No.	Size of Chip Inches	Pressure of Extraction Lbs.	Time of Extraction Minutes	Rosin in Wood Percent	Yield of Rosin Percent
9	1/8	30	15	10.73	88.8
11	5/8	30	15	12.9	68.5
4	1/8	30	45	25.92	93.7
12	5/8	30	45	12.5	68.9

Increasing the size of the chip to 5/8 inch decreases the efficiency of extraction from approximately 90 to about 70 percent, and the result is practically independent of the time of extraction. In the studies of penetrance of creosote in longleaf pine heartwood referred to above, it was also shown that the ratio of longitudinal to radial penetration was 26 to 1, and of longitudinal to tangential was 100 to 1. For practical purposes the action of the solvent is, therefore, almost entirely in the longitudinal direction, which is also the same direction as most of the resin ducts, that is, with the grain of the wood. The decrease in the rosin removed from the longer chips is then undoubtedly a question of decreased penetration of the solvent into longer resin ducts. Since giving the solvent a longer time to penetrate does not increase the yield, as seen in runs 11 and 12**, it seems safe to predict that additional pressure is necessary to penetrate to the center of the longer chips. A continuation of these studies will determine the accuracy of this supposition.

*Bulletin of the U. S. Dept. of Agri. No. 101, "Relative Resistance of Various Conifers to Injection with Creosote."

**The more pronounced effect of increasing the time used in run 4 to that used in run 9 may be largely explained by the higher rosin content of the wood used in run 4.

THE EFFECT OF ROSIN CONTENT.

These tests on the effect of different variables were made on samples of quite different rosin content, one lot being comparatively rich and varying from 23 to 30 percent rosin, and another lot being comparatively low in rosin and varying from 10½ to 13½ percent. An analysis of the data from runs made under the same extraction conditions but with chips of different rosin content is of interest. These data are given in Table 4.

Table 4.—Showing Effect of Rosin Content.

Run No.	Size of Chip Inches	Pressure of Extraction Lbs.	Time of Extraction Minutes	Rosin in Wood Percent	Yield of Rosin Percent
7	1/8	0	15	13.32	70.8
1	1/8	0	15	29.92	73.6
9	1/8	30	15	10.73	88.8
3	1/8	30	15	23.00	91.6
6	1/8	30	15	27.43	94.8

It is seen from the table that a higher percentage of rosin is recovered from woods of greater rosin content and the higher recovery is evident throughout the progress of the extraction. This is probably due to the fact that there is a larger proportion of the rosin which has saturated the cells surrounding the resin ducts proper in the richer wood and this rosin is, therefore, made more accessible to the action of the solvent. The wood containing 13.5 percent rosin is about as low in rosin as could be extracted commercially.

SUITABILITY OF THE EXTRACTED CHIPS FOR PULP.

Only preliminary experiments have been made with the extracted chips. It was desired first to determine the quality of pulp that could be obtained from the 1/8-inch chip although it seemed that this size would give too short a fiber length for good pulp. By using the sulphate process the unscreened chips from runs 6 and 9 were cooked in a semi-commercial digester. The time of cooking was one hour in getting up the pressure, and two hours at 100 pounds pressure. The cooking liquor contained 15.7 pounds of NaOH and 7.5 pounds of Na_2S per 100 pounds of wood. The pulp yield was 43.2 percent of the dry chips. Two beater treatments were made on the "half stuff," the duration of beating being five hours in each case. In one run the beater roll was hard down during the last hour, while in the second run the stock was much more dilute and the roll was set so as to give a comparatively light brush. The pulp was run over the machine and the sheets from the two beater treatments gave the following strength tests. The figures for what may be considered a No. 1 Kraft are given for comparison.

	Strength factor points per lb.	Schopper Test (Breaking length in meters)	Folding Test and weight per ream
No. 1 Kraft	1.00	6000	1500 (40 lbs.)
Beater Run No. 1	.72	5425	800 (40 lbs.)
Beater Run No. 2	.65	4730	367 (38 lbs.)

While run No. 1 was stronger, the second run gave a softer sheet. Both were a very fair grade of No. 2 Kraft. Further tests will be made by using the larger chips but since the small chip gives such promise of being suitable for pulp, they are more desirable, since it is possible to get so much higher yields of rosin from them by extraction.

CONCLUSIONS AND THEIR COMMERCIAL APPLICATION.

The results of these experiments seem to indicate that a solution of the problem of obtaining another product in the extraction of resinous wood by the solvent process may be found in using a larger chip, whose minimum size is 1/8 inch, and extracting under a maximum pressure of 30 pounds by using four washes of 15 minutes each. A closed type of battery in which the vaporized solvent can be returned continuously to the retort is advantageous for extracting under pressure. Extraction under pressure for a short time is shown to give much higher yields of rosin than no pressure for a longer time.

In the results given above, the yields by petroleum extraction are based on control analyses made by using chloroform as solvent; it should be also noted that certain constituents of the rosin are insoluble in petroleum but are soluble in chloroform. Since it is also shown that increasing the time has no appreciable effect at 30 pounds pressure and since 94.8 percent were recovered under those conditions, it would seem possible that practically all of the petroleum soluble rosin was extracted at this pressure. It is probable, therefore, that a lower temperature would be as efficient as 30 pounds.

Chips as small as 1/8 inch are apparently suitable for paper pulp, as they gave a good grade of No. 2 Kraft by the sulphate process. Chips of this size could probably be most advantageously cooked commercially in a rotary type of digester. A plant extracting wood yielding about 250 pounds, or 1.08 barrels of "F" grade rosin per ton (89 percent yield of 14.0 per cent rosin), which is about the minimum for practicable commercial operation, would produce extracted chips suitable for making about 750 pounds of pulp per ton of wood. A 50-ton extraction plant would then supply a 20-ton pulp mill, or since an extraction plant might require about three-quarters of its extracted chips as fuel in case it were not advantageous to buy other fuel, a 200-ton plant would have chips for fuel and still could supply a commercial pulp mill of practicable size.

COST ESTIMATE PER TON ON 200 TON EXTRACTION PLANT.

It is difficult to give cost figures to cover the variety of contingencies met with commercially, but the following estimates of average practice show clearly the effect on the net returns of obtaining extracted chips as an additional valuable by-product.

Cost of Operation.

Wood	$2.25	
Solvent, 7½ gals., @ 12c	.90	
Fuel, ¾ ton extracted chips at no cost	0.00	
Cooperage	.65	
Superintendence and labor	.87	
Selling and shipping, including freight	.72	
Taxes, insurance and depreciation	.35	
Repairs and miscellaneous	.18	
Total		$5.92

Returns.

At average prices for past 15 years.

6 gals. turpentine and pine oil @ 40c	$2.40	
250 lbs. rosin at 1.5c ($3.77½ per net bbl. of 230 lbs.)	3.75	
Total		$6.15
Cost of operation		5.92
Net profit		$0.23
Selling price 250 lbs. extracted chips @ $1.00 per ton		.25
Net profit with chips as by-product		$0.48

The plant would pay 5.5 percent on an investment of 250,000 pounds without the chips and 11.5 percent assuming the chips to be worth $1 per ton for pulp, which is a low estimate since the material would be in condition for immediate pulping.

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Observations in the Realm of the Retailer

A Five Room Bungalow to Cost About $2,000

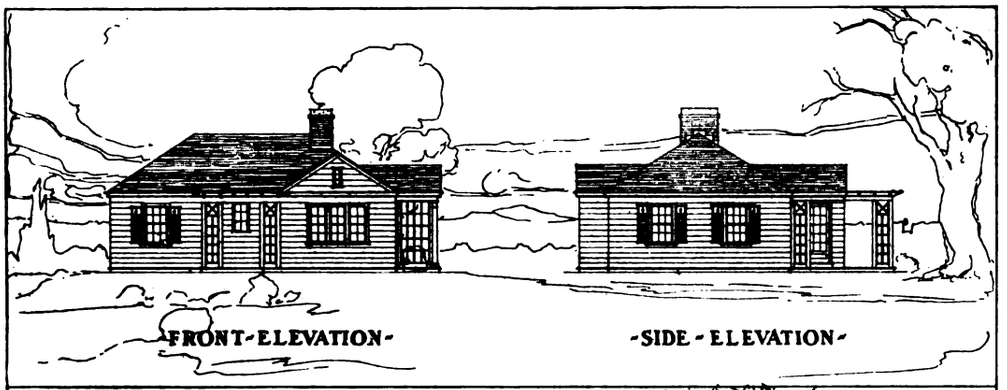
A SERIES OF ARCHITECTURAL DESIGNS OF HOUSES PLANNED TO BE BUILT OF ARKANSAS SOFT PINE.

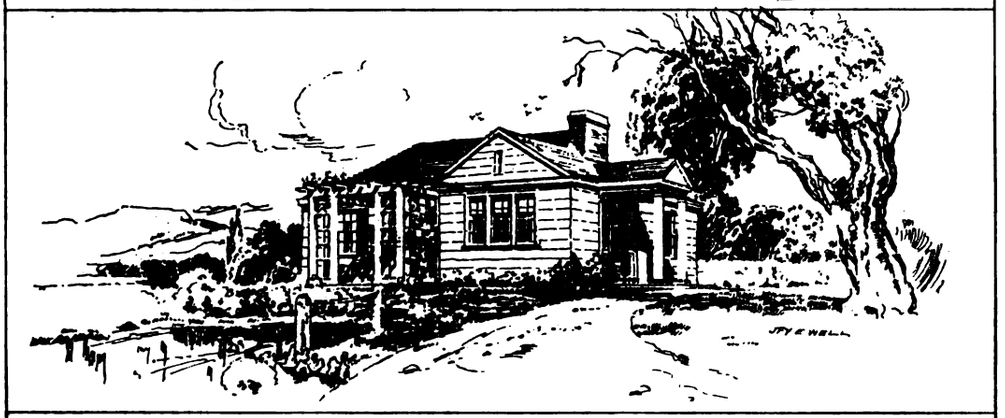
Recently the Arkansas Soft Pine Bureau issued through the medium of the press of the American Lithograph Co., one of the most beautiful architectural books which has ever been given out to the lumber trade of America, entitled "NOT A HOUSE BUT A HOME."

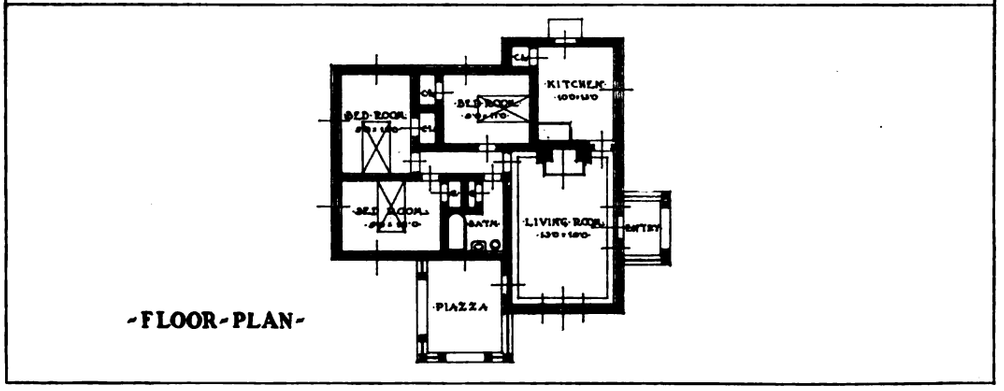
Through the courtesy of R. H. Brooks, who has charge of the advertising of the Bureau, we have secured the privilege of republishing these articles in the LUMBER WORLD REVIEW, and we are running them in our general department, "Observations in the Realm of the Retailer," believing that if there is one thing in which all retail lumbermen MUST be interested it is in SUCH a series of PLANS, and we want to suggest that every retail lumberman who receives the LUMBER WORLD REVIEW file away the copies which contain these plans.

We do not know whether "Not a House But a Home" is out of print or not, but it probably is; and if that be true this may be the only opportunity there is to secure these etchings of the house plans.

EDITOR.







This five-room bungalow is assumed to be built on brick foundation walls, the house walls of 2 inch x 4 inch studs, covered with sheathing paper and clapboards; the roof of shingles; chimney of brick. The rooms to be plastered throughout the interior, both walls and ceilings, the piazza to have a nearly flat top, with beam ends projecting like a pergola.

The plan is so arranged that the house might face in either of two ways, but the ideal situation for this type of building is on a large piece of land, or a farm, where the entrance road comes up to the entry porch, and the piazza is toward the view. There is no separate dining-room in this house, it being assumed that meals would be eaten either in the kitchen or in one end of the living-room, which is customary in most houses of this size and presumed cost.

The exterior can be either painted white with green blinds, or the walls could be stained, and the roof left natural. Good colors for the exterior would be dull light brown, buff or gray, with blinds and roof in colors to harmonize. The appearance of the pergola and trellises and projecting beam ends, when covered with flowering vines, is delightfully picturesque, and is in distinct contrast to the formal entry porch.

There would be a certain amount of storage space in the attic, which could be reached by a hatchway or a ladder, or perhaps a steep staircase, hung on a counter balance, might be put in the hall between the bedrooms, so it would fold up out of the way when not in use.

TABLE OF CARPENTER MATERIAL.

NOTE—All amounts given are without allowance for waste. Where there is doubt about widths of material, the areas to be covered are given in square feet. Trims should be allowed for all openings both sides.

Lumber.

*Framing (joists, studding, etc.)..	6,000 ft. B. M.
*Sheathing and rough flooring....	2,200 sq. ft.
*Clapboards	1,270 sq. ft.
Or wall shingles	8,000
*Flooring (rooms)	845 sq. ft.
*Flooring (porches)	190 sq. ft.
*Ceiling (porches)	190 sq. ft.
*Shingle strips	2,736 lin. ft.
Shingles (roof)	10,000

Mill Work.

*Main cornice	130 ft.
*Rake cornice	36 ft.
*Water table	130 ft.

*Porch posts, six, 6 in. x 6 in. x 8 ft.
*Porch columns, four, 7 in. round x 8 ft.
*Porches, sawn beams, eleven, 14 ft. 6 in. long.
*Porches, 7 pieces of lattices.
*Porches, 4 pilasters.
Windows, 1 triple casement.
Windows, 6 D. H., 6 pairs shutters.
Windows, 1 casement.
Windows, 2 side lights.
Doors, 3 exterior, 3 ft. x 7 ft.
Doors, 10 interior, 2 ft. 8 in. x 6 ft. 8 in.

*Base	275 lin. ft.
*Picture mold	175 lin. ft.

Fitting Up.

*Shelving for 5 closets.

*Mantel	1
*Dresser	1
Drainboard	1

**Materials noted with asterisk should be of Arkansas Soft Pine.*

SUMMARY ESTIMATE.

Excavation	$ 60.00
Mason work	250.00
Plastering	260.00
Rough carpenter work	685.00
Finish carpenter work	390.00
Painting	140.00
Tin work	40.00
Plumbing	175.00
Total	**$2,000**

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Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

There is a pronounced increase in the sash and door movement over the country, thus heralding the advent of a large fall trade at the principal manufacturing and distributing centers of the country. Not only are general trade conditions fairly favorable for this, but the industry itself is on a more substantial and encouraging foundation. The factories are running on a full basis of output and have an abundance of orders ahead. The jobbing element is busily occupied in figuring on estimates and is getting a large number of orders and inquiries for local shipments. Special work is in splendid demand and is keeping everybody busy, while stock sizes are moving actively. One of the leading Chicago distributers says that he has all the business he is able to handle and is looking for a further pressure of demand.

While the volume of business is of encouraging proportions many of the wise men of the trade say that they are expecting a considerable gain in business through this month and next. There is even considerable carload inquiry and small jobbers and retailers who have long held aloof from the bulk market seem to be now disposed to figure rather heavily on stocking up.

Good Trade in Shop Lumber.

One of the best features of the situation is the active demand and steady prices for shop and better lumber. While the production is large, it has not been more than sufficient for the current needs of the market and manufacturers are shipping to eastern points actively. Some contraction of east bound deliveries is seen, however, owing to more or less car shortage in various localities. In the main, however, the car shortage has not yet become acute at very many western points.

Reduced Crops a Factor.

The reduced wheat crop has not imparted as much of a blow to the western lumber trade as had been feared. There was no complete failure of crops in any locality and the farmers are getting splendid prices for whatever they have to sell. A considerable shortage in the potato and bean crops in Michigan has affected sash and door demand in that territory adversely. The political campaign is waxing hotter and this may serve to put a little check on business before election day, but so many things have happened to injure business in the past two and a half years that a hot presidential contest may be now regarded as a minor disturbance.

Active Building Operations.

If the sash and door market depended to any extent upon the volume of building operations, as indicated by the monthly report for August from 112 cities throughout the United States, the most active market in the history of the trade could be looked for. Unfortunately, however, even the most flattering of reports of building permits issued does not become effective unless actual operations on those permits are started. For instance, the total value of permits issued in 105 cities in July was $112,655,752, whereas in July, 1915, the total value in the same cities was $67,062,722, which shows an increase of [illegible]nt. A large part of this increase, it should be said, is due to the fact that the city authorities of New York recently revised their building regulations, which restricted the height of buildings after July 25. The New York permits in July included twenty-three tenements at a cost of nearly $12,000,000· eleven hotels at a cost of $10,000,000; office buildings at a cost of $7,581,000; stores and shops at a cost of $9,500,000, and ten factories with an estimated cost of $2,670,000. The August building report from 112 cities shows a total value of permits issued of $72,397,168, as compared with $71,449,039 in the same cities in August, 1915, an increase of only 1 percent. New York city showed the considerable falling off of 42 percent in August from the same month last year while Chicago showed a falling off of 39 percent, Cincinnati 56 percent, Milwaukee 38 percent and Rochester 28 percent, these being about all of the large cities that show any loss, practically all of the others, including Baltimore, Philadelphia, Washington, Cleveland, Pittsburgh, Detroit, Toledo, Indianapolis, St. Louis, Minneapolis, Portland and San Francisco showing decided gains.

Current Discounts Are Higher.

The market on doors and mill work has been holding steady for several months, but on September 1 there was a pronounced advance and there is a firmer sentiment now visible, with prospects for a still further advance. The ruling discounts on less than 100 openings, deliverable in Chicago territory, are as follows: No. 1 and No. 2 doors, 69 percent; No. 3 doors, 64 percent; No. 4 and painted doors, 64 percent; glazed sash, 74 per cent; white pine mouldings, 55 percent. It is reported that glazed sash will be advanced to 73 percent October 1.

Northwestern Door Trade.

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Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

There is a pronounced increase in the sash and door movement over the country, thus heralding the advent of a large fall trade at the principal manufacturing and distributing centers of the country. Not only are general trade conditions fairly favorable for this, but the industry itself is on a more substantial and encouraging foundation. The factories are running on a full basis of output and have an abundance of orders ahead. The jobbing element is busily occupied in figuring on estimates and is getting a large number of orders and inquiries for local shipments. Special work is in splendid demand and is keeping everybody busy, while stock sizes are moving actively. One of the leading Chicago distributers says that he has all the business he is able to handle and is looking for a further pressure of demand.

While the volume of business is of encouraging proportions many of the wise men of the trade say that they are expecting a considerable gain in business through this month and next. There is even considerable carload inquiry and small jobbers and retailers who have long held aloof from the bulk market seem to be now disposed to figure rather heavily on stocking up.

Good Trade in Shop Lumber.

One of the best features of the situation is the active demand and steady prices for shop and better lumber. While the production is large, it has not been more than sufficient for the current needs of the market and manufacturers are shipping to eastern points actively. Some contraction of east bound deliveries is seen, however, owing to more or less car shortage in various localities. In the main, however, the car shortage has not yet become acute at very many western points.

Reduced Crops a Factor.

The reduced wheat crop has not imparted as much of a blow to the western lumber trade as had been feared. There was no complete failure of crops in any locality and the farmers are getting splendid prices for whatever they have to sell. A considerable shortage in the potato and bean crops in Michigan has affected sash and door demand in that territory adversely. The political campaign is waxing hotter and this may serve to put a little check on business before election day, but so many things have happened to injure business in the past two and a half years that a hot presidential contest may be now regarded as a minor disturbance.

Active Building Operations.

If the sash and door market depended to any extent upon the volume of building operations, as indicated by the monthly report for August from 112 cities throughout the United States, the most active market in the history of the trade could be looked for. Unfortunately, however, even the most flattering of reports of building permits issued does not become effective unless actual operations on those permits are started. For instance, the total value of permits issued in 105 cities in July was $112,655,752, whereas in July, 1915, the total value in the same cities was $67,062,722, which shows an increase of 83 percent. A large part of this increase, it should be said, is due to the fact that the city authorities of New York recently revised their building regulations, which restricted the height of buildings after July 25. The New York permits in July included twenty-three tenements at a cost of nearly $12,000,000 eleven hotels at a cost of $10,000,000; office buildings at a cost of $7,581,000; stores and shops at a cost of $9,500,000, and ten factories with an estimated cost of $2,670,000. The August building report from 112 cities shows a total value of permits issued of $72,397,168, as compared with $71,449,039 in the same cities in August, 1915, an increase of only 1 percent. New York city showed the considerable falling off of 42 percent in August from the same month last year while Chicago showed a falling off of 39 percent, Cincinnati 56 percent, Milwaukee 38 percent and Rochester 28 percent, these being about all of the large cities that show any loss, practically all of the others, including Baltimore, Philadelphia, Washington, Cleveland, Pittsburgh, Detroit, Toledo, Indianapolis, St. Louis, Minneapolis, Portland and San Francisco showing decided gains.

Current Discounts Are Higher.

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General News of Associations and Clubs

REDWOOD'S TEST BY FIRE.

San Francisco, Cal., Sept. 20.—The California Redwood Association has issued its first piece of permanent literature that is to be used in the educational campaign to promote an increased sale of redwood. This is captioned "The Test By Fire" and presents the slow burning or fire resisting quality of redwood.

This folder is tastefully gotten up, with a colored cover showing redwood logs burning in the "slash." In preparing this literature, Edwin E. Myers, the secretary-manager, has seized upon the custom of the redwood loggers in burning off their "slash" before moving the logs, as an evidence of the fire resisting quality of redwood. It is not generally known, even among lumbermen, that this practice is applied in logging redwood. The redwood logs are extremely heavy, butt cuts ranging in weight from 30 to 50 tons, for a 16-foot log, according to the diameter of the tree. Redwood logs are allowed to lay in the woods after felling, from 6 to 8 months, during which period the bark, tops and undergrowth thoroughly dries for the "firing." These "slash" fires burn from 8 to 10 hours, and the immense redwood logs go through this baptism of fire with only a surface char.

The little folder, of which hundreds of thousands of copies will be distributed, contains 8 pages, and photographic evidence of redwood's fire resistance. Note its slow burning quality and the ease with which redwood buildings ved when afire.

The first distribut' 'tle fire resisting folders was made at the California State Fair, at Sacramento, during the week of September 2 to 9. On the opening day of this fair, which is the biggest institution of its kind in California, the immense exhibition hall which had been built of wood, but not redwood, was destroyed by fire. This made the fire ruins a particularly interesting scene for the rural visitor and while he had fire on his mind, the little folder was placed in his hands to burn indelibly into his memory the fact that redwood is a fire insurance as well as a service.

The fire folder is designed as an envelope enclosure and reveals the intention of the California Redwood Association to side-step long-winded and flowery booklets and present the arguments in favor of redwood in brief pamphlets, with a "punch" and fortified with excellent pictorial arguments. A similar folder, in color, will be issued in the near future on the rot resisting feature of redwood.

There is now in preparation for general distribution, books on the use of redwood in general, and the use of redwood on the farm. These little volumes will, like the fire folders, be brief, and strikingly convincing presentations of the reasons why redwood is particularly serviceable, adaptable and preferable for the uses outlined will be given.

SOUTHERN PINE TRADE BAROMETER.

The weekly barometer of the Southern Pine Association, issued September 18, gave the figures for the week ended Friday, September 15, from 164 mills, as follows:

	Cars.	Feet.
Orders on hand	23,608	477,424,584
Orders received during week	5,430	109,810,890
Total	29,038	587,235,474
Shipments during week	4,916	99,416,268
Balance orders on hand	24,122	487,819,206

This showed that the production was less than the shipments during the week by 7,694,939 feet, or 8.39 percent; that the production was less than the orders received during the week by 18,089,561 feet, or 19.72 percent; and that the shipments were less than the orders by 10,394,622 feet, or 10.46 percent. The increase in orders compared with the report of the week ended September 8 was 10,394,622 feet, or 2.19 percent.

The reports for the months of July, August and September up to and including that for September 15, are as follows:

Week Ended	Mills Reporting	Average Orders Feet	Average Shipm't Feet	Total Unfilled Cars
July 7	147	401,980	383,801	16,444
July 14	147	539,383	531,275	16,379
July 21	150	697,933	504,758	18,180
July 28	158	894,095	617,704	20,590
Aug. 4	154	687,671	638,443	30,552
Aug. 11	165	703,996	643,840	23,020
Aug. 18	162	704,955	641,079	22,674
Aug. 25	164	669,024	659,150	23,487
Sept. 1	152	625,570	610,499	19,962
Sept. 8	157	538,353	565,145	23,284
Sept. 15	164	669,579	606,197	24,122

CONVENTION DATES.

October 18-19—Appalachian Logging Congress, Atkin Hotel, Knoxville, Tenn. Fall meeting.
October 24-25—Western Forestry & Conservation Association, Portland, Ore. Annual forestry industrial conference.
October 25-26 27—Southern Logging Congress, New Orleans, La. Annual meeting.
October 26-27—Pacific Logging Congress, Portland, Ore. Annual meeting.
October 26—North Carolina Pine Association, Charleston, S. C. Monthly meeting.
November 11—Southern California Retail Lumber Dealers' Association, Los Angeles, Cal. Annual meeting.
January 24-26, 1917—Southwestern Lumbermen's Association, Muehlebach Hotel, Kansas City, Mo. Annual Meeting.

NEW INSPECTION RULES COMMITTEE.

President John M. Woods, of the National Hardwood Lumber Association, has announced the personnel of the new inspection rules committee of that organization. The selection of this committee has been made a matter of particular care by President Woods, and it is seen by the names of its members that it is a most capable committee. In the opinion of many lumbermen, President Woods has made a splendid stroke of policy in naming the members of this committee, as it is a truly representative group of experienced and prominent lumbermen. The names follow:

J. W. McClure, Memphis, Tenn., chairman; Geo. H. Chapman, Stanley, Wis.; W. L. Saunders, Cadillac, Mich.; J. L. Benas, St. Louis, Mo.; M. G. Truman, Chicago, Ill.; M. J. Fox, Iron Mountain, Mich.; E. B. Ford, Louisville, Ky.; D. H. Day, Glen Haven, Mich.; F. R. Gadd, Chicago, Ill.; T. B. Coppock, Fort Wayne, Ind.; Otis A. Felger, Grand Rapids, Mich.; J. B. Ferguson, Baton Rouge, La.; A. E. Clark, Toronto, Canada; H. C. Fowler, Macon, Ga., and W. H. Lear, Philadelphia, Pa.

CHARTS ILLUSTRATING SOUTHERN PINE DENSITY RULES.

New Orleans, La., Sept. 20.—On request of a number of subscribers the Southern Pine Association has prepared copies of a large chart, illustrating the density rule made by the association for permanent exhibition, in such places as the permanent building exposition at Chicago, the National museum at Washington, and the headquarters of various engineers' and architects' associations, which the Southern Pine Association is selling at $25 each.

These charts show samples illustrating the proportion of summer and spring wood, or light and dark rings, on which the density rule is based, various knots and defects and sample beams. The charts are 4 x 6 feet, mounted on an easel, and handsomely lettered.

WEST COAST ORDER FILE.

The last weekly report of order file and shipments received from the West Coast Lumbermen's Association was published September 12 and gave the figures from 117 mills in the rail trade for the week ended September 9 as follows:

	Cars.
Unfilled orders week ended Sept. 2	6,690
Orders accepted week ending Sept. 9	1,688
Total	8,378
Orders shipped week ending Sept. 9	1,591
Balance of unshipped orders	6,787

Rail orders exceed rail shipments.....2,425,000 feet, or 5.75 percent

For the cargo trade the following figures were compiled:

	Domestic, Feet.	Export, Feet.
Unshipped orders September 2	45,806,720	57,808,339
Orders accepted September 9	3,682,567	9,458,260
Totals	49,489,287	67,266,599
Shipments week ended Sept. 9	6,516,566	4,906,390
Balance unshipped orders	42,972,721	62,360,209

Cargo orders exceed cargo shipments, 1,717,871, or 13.07 per cent.

ANNOUNCEMENT OF FIFTH ANNUAL LOGGERS' WELFARE DINNER.

"Human betterment in the lumber industry" will be discussed by delegates to the Pacific Logging Congress and Western Forestry Conservation meeting at the fifth annual Loggers' Welfare Dinner at the Portland Hotel, October 26.

The Welfare dinner program will be in two divisions: One subject being that of first aid work which is being done in the mills and camps on the Pacific coast and in the Inland Empire by the American Red Cross Society in co-operation with the West Coast Lumbermen's Association and the Western Pine Manufacturers' Association.

The second feature will be that of recreation clubs, loggers' Y. M. C. A.'s and all forms of camp comfort for the men. There will be exhibits showing pictures of improved camp equipment, new club buildings, etc., and reports will be received from employers who are using these improved features.

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HOO-HOO HOLD TWENTY-FIFTH ANNUAL

Memphians Accord Members of Order Royal Reception—Julius Seidel, of St. Louis, Given Unprecedented Honor in Re-Election as Snark—Order Now on Solid Business Basis

Memphis, Tenn., Sept. 15.—One of the crises which organizations of every description must pass through at some time in their history has been safetly negotiated by the Concatenated Order of Hoo-Hoo, which held its twenty-fifth annual session at the Hotel Chisca, in the city, last Saturday, Monday and Tuesday.

One of the most advanced forward steps was taken by the order last year, when Julius Seidel, the eminent lumberman, of St. Louis, a man of remarkable business ability and indefatigable energy, was prevailed upon to accept the highest office in the gift of the order. So satisfactory has this arrangement proved that the order took on new life during his incumbency, and gained such strength, in both numbers and financially, that Mr. Seidel was again unanimously chosen at this session to round out the work which he had so ably started.

Something of the same sentiment was observed in the case of Emerson D. Tennant, the secretary-treasurer, who served well and faithfully, and was again called upon to look after the welfare of the order in a detailed way. That the members of Hoo-Hoo can command the services of two such capable men is of itself a guarantee of the future. The honor accorded to Mr. Seidel was in response to the general demand of the members of the order wherever located, and breaks the time-honored custom of giving the Snark of the Universe but one term. Circumstances, however, seemed to require this innovation, and it has been everywhere hailed with great satisfaction.

THE FIRST DAY'S SESSION.

The calling of the twenty-fifth annual session to order was made at the constitutional time of 9 minutes past 9 on the ninth day of the ninth month. There was a good attendance of the members of the order from various sections of the country, and the Memphis contingent was well represented by lumbermen and their wives when Snark Seidel rapped for order. He called upon Rev. William Crowe, of the Idlewild Presbyterian Church, Memphis, for an invocation. An address of welcome was made by Leo Goodman, a member of the city commission, who represented the mayor of Memphis. A further address of welcome was made by President R. L. Jordan, of the Memphis Business Men's Club, who extended the privilege of the club rooms to the members of the order. Arthur C. Ramsey, of Nashville, Ark., responded to Mr. Jordan's welcome in the absence of Harry J. Miller, of Seattle, Wash., who was on the program, and who did not arrive until a later train.

A third address of welcome was made by S. M. Nickey, president of the Memphis Lumbermen's Club, and this was responded to by J. F. Wilder, of Hattiesburg, Miss.

THE SNARK'S ANNUAL ADDRESS.

In his annual address Snark Seidel covered fully the activities of the order during the year. He reviewed the history of Hoo-Hoo and said that its active influence was needed in the lumber trade as much today as ever before. In his opinion there was a lack of co-operation, and he believed that the lumber trade would be made stronger commercially by being stronger fraternally. Representation of the different branches of the lumber trade is found only in Hoo-Hoo, which is the ideal association for lumbermen. When he took hold of the order his idea was to restore the confidence of members in the organization. He found that the by-laws and the ritual were up-to-date and needed no revision. A determined effort had been made to interest former prominent members of the order in its work, and by personal appeal wonderful results had been obtained. During the year the order has been run without incurring any debts, and has been self-sustaining. In his opinion the forced expansion of the membership of Hoo-Hoo had been a detriment, and it was more desirable to have a smaller number of members, who are aggressive and imbued with a purpose, than to have an organization of large numbers without any aim.

The past year had been devoted to constructive work and with an eye to the future of the order. Approximately 4,000 fully paid up members are now on the books, and there is no question about their loyalty. More attention had been paid to the reinstatement of old members than to the securing of new members, but there have been some considerable additions to the order of men of standing. In his opinion, the possibilities of the order are immense.

The Snark recommended that the membership of the order be limited to 9,999, and that a waiting list be maintained. He recommended also that the Cloister degree be given to every member. He spoke of the insurance feature, which he regarded as a great forward movement, and approved the idea that the dues for the year be paid before October 9, in order that members preserve the insurance feature.

Snark Seidel referred to the many prominent members of the order who had died during the year, noting especially William Eddy Barns and George K. Smith, of St. Louis; Charles D. Rourke, of Urbana, Ill.; Cecil A. Lyon, of Texas; Leonard Bronson, of Chicago; Arthur L. Holmes, of Detroit; Colin McLean, of Philadelphia, and George A. Murray, a past member of the Supreme Nine.

JULIUS SEIDEL, OF ST. LOUIS, MO.,
Re-elected Snark of the Universe.

He recommended that there should be one general meeting of the Supreme Nine called for the ensuing year, for the purpose of outlining the policies of the order, and that their traveling expenses be paid. He recommended that relief be given to the Snark and secretary-treasurer, as the work imposed upon them now is too great to be easily shouldered. In conclusion, he paid a high tribute to the unselfish labor of Secretary-Treasurer Tennant, not only during the past year, but during his occupation of the office of Snark in a most trying period.

SECRETARY-TREASURER TENNANT'S REPORT.

Secretary Tennant presented the financial statement, which had been properly audited, and showed a cash balance on hand of $1,229.49.

Regarding the work of the past year Secretary-Treasurer Tennant stated that there were about 4,000 members, comprising some of the best men in the order, who are giving to Hoo-Hoo active support, but he believed that there should be reinstated at least 2,000 more of the old members during the coming year, and by doing this the outstanding liabilities of the order could be taken care of. He said: "While it is true we have initiated over 29,000 members during the last twenty-five years, I found, by making an exhaustive examination into our old records, that about half of these were only one year men. They joined the order as a result of strong solicitation at conventions or gatherings where a concatenation was being held. They never realized what Hoo-Hoo stood for, and never tried to find out. Hundreds of them were not interested in the lumber business, and, therefore, speedily dropped out of the order. The principal reason why such a large number of disinterested members got into the order only to drop out again was the result of a campaign that was carried on for a number of years to get members. It was simply another case of too much output without any regard for quality or consequences."

Secretary Tennant approved of the proposition to limit the membership to 9,999, and have a waiting list. It had been suggested to him that if the membership limit is reduced, the shape of the button be changed, so that a member in good standing under the new arrangement would know when meeting a member wearing a new button that he was one who had a right to wear it. Owing to the laxity in the past, hundreds of Hoo-Hoo buttons are in the possession of men not entitled to wear them and who make use of the button to advance their own interests or impose on members. This has caused scores of the most loyal members to refrain from wearing their buttons.

Regarding the proposition to have all of the members of the order join the Cloister, Secretary Tennant suggested that every member of the order who has been in good standing for a period of two years should be allowed to take the Cloister degree; that the Cloister dues would be abolished, but the initiation fee of $10 or whatever amount might be agreed upon, should be maintained; that the high priests of the Cloister be elected one from each jurisdiction, but that the Cloister as a separate organization be done away with.

The arrangement made by the order with the Missouri State Life Insurance Co. to carry $100 on the life of each member, the premium for which would be paid out of the annual dues of $3.65, was gone into in detail.

In view of the fact that the members who are sixty-five years of age or over do not get the benefit of the insurance, Secretary Tennant recommended that their dues be reduced to $2.40 a year. Other features of the insurance plan were fully explained.

Another benefit secured for the order by Secretary Tennant was the reduction in hotel rates of 10 percent, made by a number of leading hotels throughout the country. The discount of 10 percent can be obtained from these hotels on presentation of the current year's membership card.

In conclusion, the secretary thanked Snark Seidel and other members of the Supreme Nine and loyal members of the order throughout the country for their support in the work, and he asked that the best efforts of the members be put forth to aid in the upbuilding of the order during the coming year. In his opinion, it could be made the most powerful instrument for good of any organization in the lumber industry.

The report showed that there have been thirty-nine concatenations held during the past year, at which there were admitted 338 members, which gave to the order a revenue of $4,666.58. The total of members who have paid their 1916 dues was 3,900, and there were 2,739 members who paid their 1915 dues.

MONDAY'S SESSION.

The first order of business at the opening of the session on Monday morning was the report of the committee on the good of the order by J. F. Wilder, of Hattiesburg, Miss., chairman. This report follows:

We, your committee on good of the order, beg leave to submit the following recommendations:

First: In view of the great service rendered the order during the past year, at the most critical time in its history, by our worthy Snark, Julius Seidel, who threw his grand personality into the work of Hoo-Hoo, and devoted so much of his energy and ability to its rehabilitation, be it, therefore, recommended that we extend to him our sincere thanks and recommend that he be unanimously selected as Snark for the ensuing year.

Second: We extend to Emerson D. Tennant, secretary and treasurer, our sincere thanks for the efficient and capable manner in which he has ad-

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ministered the affairs of his office for the past year, enabling our order to live within its income.

Third: We recommend that Article XI of the by-laws be amended to limit the active membership to 9,999, instead of 33,999, as at present.

Fourth: We further recommend that no change in the system of numbering the membership be made at this time.

Fifth: We recommend that delinquent members be given time during the year 1917 to be reinstated for five dollars. After the year 1917, delinquent members desiring to be reinstated to be charged the regular initiation fee.

Sixth: We recommend that the priests of the Cloister assist the Snark in establishing vicegerencies.

Seventh: We recommend that the Snark select a committee of five or more in each jurisdiction to choose from their number a Vicegerent Snark; this committee also to select the official nine for their jurisdiction.

Eighth: (a) We recommend that the committees in each jurisdiction arrange for at least four get-together meetings in each year. (b) We also encourage the assistance of an auxiliary ladies' committee for the further promotion of Hoo-Hoo.

Ninth: After carefully considering all plans submitted for the liquidation of the old indebtedness against the order, we recommend the one best fitted to our present development to be the inauguration of a campaign to secure the reinstatement of desirable delinquent members and the initiation of new members.

Tenth: We recommend that dues of members not eligible to insurance be reduced to $2.40 per year.

Eleventh: We recommend that hereafter the Supreme Nine meet the morning of September 8, and that the Osirian Cloister meet the afternoon of September 8.

The report was warmly received by the members and was unanimously adopted.

S. C. Judd, of St. Louis, expressed his opinion that the reinstatement of the members whose membership had lapsed owing to nonpayment of dues was a very important thing, and he urged upon the members to each secure at least one reinstatement during the coming Hoo-Hoo year.

SELECTION OF PLACE OF MEETING.

The order of business announced by Snark Seidel was the selection of a place of meeting of the next annual.

A. A. Zimmer extended an invitation to the members to meet in 1917 in New York city.

George W. Funck, president of the St. Louis Lumbermen's Exchange, extended an invitation to meet at St. Louis. Telegrams and letters from various business organizations and individuals were read inviting Hoo-Hoo to hold the 1917 annual at Chicago, Columbus, Portland, Ore., San Francisco and Grand Rapids, Mich.

C. J. Kammer, of Astoria, N. Y., read a large number of telegrams from various business organizations of New York, urging that his city be made the next meeting place. He pledged a fund of from $6,000 to $10,000 for entertainment.

G. R. Elbert, also of New York, said that the eastern members of the order were entitled to the next annual meeting, and believed that Hoo-Hoo would be greatly strengthened in that section if it were held in New York. He stated that the best suites in the Hotel McAlpin had been offered by the hotel management for the accommodation of the Snark of the Universe and secretary-treasurer without cost to the organization.

R. A. McLaughlan of New Orleans, stated that he had intended to invite the organization to come to his city next year, but in view of the strong desire shown by the New Yorkers he would waive his desire, and would be in favor of New York. He suggested, however, that for the 1918 annual St. Louis be chosen, as that is the home of the Snark and headquarters of the order.

Upon a vote being taken the members decided almost unanimously in favor of New York for 1917. The Hotel McAlpin was unanimously voted as Hoo-Hoo headquarters.

Dr. Stanley L. Krebs, of Philadelphia, delivered a lecture, having for his subject "The Composite and the Secret of Law and Loyalty, Co-operation and Solidarity in an Organization of Trade Members." Dr. Krebs delivered one of the most forceful speeches that the members had ever heard, and at its conclusion he was given the Hoo-Hoo yell.

Harry J. Miller, the poet laureate of the Hoo-Hoo order and a former Snark, addressed the meeting and gave a characteristic talk.

COMMITTEE ON RESOLUTIONS.

The report of the committee on resolutions was presented by Chairman L. E. Glass, of Memphis. The report recited the deaths of prominent Hoo-Hoo during the year, and expressed the sorrow of the members at their loss, and extended sympathy to the families of the deceased brethren.

Thanks were also extended to the lumbermen and Hoo-Hoo of Memphis and to the Lumbermen's Club, the Business Men's Club, the management of the Hotel Chisca, the management of the Memphis Hotel Co. and the various social clubs throughout the city for courtesies extended. J. D. Allen, jr., and the committee of local lumbermen were especially named. Thanks were also extended to the committee on entertainment and the Memphis ladies who contributed to the enjoyment of the visiting ladies.

To the E. C. Atkins Co. for the handsome official badges; to Dr. Stanley L. Krebs for his entertaining address; to the daily press of Memphis for the publicity given to this meeting, and also to Julius Seidel, the Snark of the Universe, and Secretary-treasurer E. D. Tennant for their efforts in behalf of Hoo-Hoo during the past year.

EMERSON D. TENNANT, OF ST. LOUIS, Re-elected as Secretary-Treasurer.

ELECTION OF OFFICERS.

A. A. Zimmer, of New York, chairman of the nominating committee, reported on behalf of his committee on the Supreme Nine for the ensuing year:

Snark of the Universe, Julius Seidel, St. Louis.
Senior Hoo-Hoo, W. P. Lockwood, Seattle, Wash.
Junior Hoo-Hoo, Charles J. Kammer, New York.
Bojum, Stacy C. Bennett, Chicago.
Scrivenoter, W. Frazier Jones, Jacksonville, Fla.
Jabberwock, Harry T. Kendall, Houston, Tex.
Custocatian, J. G. Robson, Canada.
Arcanoper, J. F. Gresley, Omaha, Neb.
Gurdon, Robert McArthur, San Francisco, Cal.

The report of the nominating committee was received with lively expressions of enthusiasm, and resulted in Snark Seidel being called upon to respond, which he did in a few sincerely spoken words of acknowledgement.

Max Sondheimer moved that the nominations be closed and the secretary be instructed to cast one ballot for the report of the committee. Snark Seidel requested, however, that Mr. Sondheimer be appointed for that duty, and it was so arranged, and Mr. Sondheimer cast the unanimous ballot of the convention.

Secretary-Treasurer Tennant pledged his best efforts to promote the interests of Hoo-Hoo as in the past.

PRESENTATION OF THE SNARK'S RING.

Harry J. Miller, of Seattle, Wash., was called upon to present the Snark's ring, and said: "We owe to two men the existence of Hoo-Hoo today. In re-electing Mr. Seidel we have conferred upon him the highest honor within the power of Hoo-Hoo to bestow. No other man ever served twice in that exalted office; no other man ever will be so honored. We present this ring in the knowledge and in recognition of good work well done."

TUESDAY'S SESSION.

Dr. Stanley L. Krebs delivered his second lecture on Tuesday morning, his subject being "The Secret and Pull of Suggestion in Lumber Advertising Salesmanship and Business Building." Dr. Krebs' lecture was received just as enthusiastically as his talk on the preceding day, and at its close he was given a rising vote of thanks.

THE OSIRIAN CLOISTER.

The meeting of the Osirian Cloister was held Tuesday afternoon, at which the following members served in the various positions:

High Priest of Osiris, E. D. Tennant, St. Louis
High Priest of Ptah, H. B. Darlington, Chicago
High Priest of Ra, J. B. Wall, Buffalo.
High Priest of Isis, R. Hendrickson, San Francisco.
High Priest of Shu, J. B. McNalty, Hammond, La.
High Priest of Thoth, W. A. Priddie, Beaumont, Tex.
High Priest of Hathor, Homer P. Allen, Kansas City.
High Priest of Sed, W. B. Huston, Omaha.
High Priest of Anubis, Frank H. Mitchell, Winnipeg.

Those who were made members of the Cloister were the following:

Julius Seidel, St. Louis; Stephen J. Gavin, St. Louis; M. M. Elledge, Corinth, Miss.; S. C. Bennett, Chicago, and Charles J. Kammer, New York city.

This was the first opportunity afforded Snark Seidel to become a member of the cloister since he had held his present office.

THE ANNUAL CONCATENATION.

The annual concatenation, which was held in the banquet room of the Hotel Chisca Saturday evening, was attended by 154 members of the order, and was a most enjoyable gathering. Those who served in the various positions were as follows:

Snark, Julius Seidel, St. Louis.
Senior Hoo-Hoo, H. B. Weiss, Memphis.
Junior Hoo-Hoo, Max Sondheimer, Memphis.
Bojum, S. C. Bennett, Chicago.
Scrivenoter, P. A. Gates, Memphis.
Jabberwock, Charles J. Kammer, New York city.
Custocatian, L. D. May, Jacksonville.
Arcanoper, M. M. Elledge, Corinth, Miss.
Gurdon, J. F. Wilder, New Orleans.

The following candidates were intiated into the order:

Edward M. Wigard, Memphis, Tenn.; Earle Thomas Carothers, Memphis, Tenn.; John Joseph Niemann, Memphis, Tenn.; Gilman Stanley Lovell, Beloit, Wis.; James Ferguson McSweyn, Memphis, Tenn., and John Thomas Hellums, Belmont, Miss.

Following the concatenation the session on the roof was held and a splendid menu was served.

THE ENTERTAINMENT FEATURES.

The lumbermen and Hoo-Hoo of Memphis gave to both the visiting members and their ladies a much enjoyed program of entertainment. On Saturday afternoon the members and their ladies boarded special cars for a visit to Overton Park and the Memphis Zoological Gardens, which are said to be the second largest in the United States. On Saturday evening a theater party was given the ladies and this was followed by a luncheon. On Sunday afternoon the members and their ladies were the guests of the Memphis lumbermen on an automobile tour of the park system and the principal residence streets of the city. On Tuesday the ladies were taken to the Memphis Country Club where luncheon was served. They were accompanied by Harry J. Miller, who was delegated to escort them.

HOW TO FILE A HAND SAW.

Many readers of the LUMBER WORLD REVIEW are interested in manual training schools. To meet a demand for information on the care of the saws that are largely used in these schools the Simonds Manufacturing Co., of Fitchburg, Mass., has prepared a sixteen-page booklet on "How to File a Hand Saw." The subjects covered in the book are handled under five general subheads that are suitable for class room work. Copies of the book may be obtained by addressing the company at Fitchburg, Mass.

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Meeting of Southern Pine Directors at Chicago

The following were present at a meeting of officers and directors of the Southern Pine Association, held at Chicago, Thursday, September 7, 1916, at the Congress hotel: Officers—P. S. Gardiner, vice-president, Laurel, Miss.; John H. Kirby, vice-president, Houston, Tex.; J. E. Rhodes, secretary-manager, New Orleans, La. Directors—W. T. Murray, Fordyce, Ark.; F. W. Stevens, Bagdad, Fla.; J. R. McLane, Noma, Fla.; G. A. Townsend, representing W. H. Sullivan, Bogalusa, La.; R. M. Hallowell, Elizabeth, La.; S. E. Moreton, Bude, Miss.; John H. Lucas, Kansas City, Mo.; E. A. Frost, Shreveport, La.; J. E. Crawford, Lake Charles, La.; D. V. Dierks, Kansas City, Mo.; L. D. Gilbert, representing T. L. L. Temple, Texarkana, Ark.

The following were also present: F. G. Wisner, Eastman, Gardiner & Co., Laurel, Miss.; A. G. T. Moore, assistant secretary, New Orleans, La.; W. J. Drewry, European representative, New Orleans, La.; W. J. Ferry, advertising manager, Kansas City, Mo.

Matters of importance to the industry were considered, among which were the following:

Income tax legislation—Vice-President Gardiner explained the work done by R. H. Downman, president of the National Lumber Manufacturers' Association, and F. G. Wisner, of Laurel, Miss., representing the Southern Pine Association, in presenting the interests of the timber owners of the United States to the members of congress in connection with proposed amendments to the federal income tax law. They showed the committees of congress that injustices might have been done to the owners of timber because of their ignorance of conditions in the lumber industry.

Thanks and appreciation of the Southern Pine Association were extended to Messrs. Downman and Wisner for their efforts.

Report of the Reclassification Committee—Chairman H. H. Snell made a report of the work of his committee in connection with the reclassification case, in which he said that careful attention had been given to the matter by the committee, its attorney, as well as by Assistant Secretary Moore. The evidence which was given at the Auditorium hotel at the hearing presided over by Chairman Meyer of the Interstate Commerce Commission, was perhaps the most harmonious hearing ever conducted by lumbermen before the commission. The contention of the Southern Pine Association was upheld by all parties to the hearing, including the traffic associations. Members of the association outside of the committee lent valuable assistance, particularly Charles S. Keith, Kansas City; R. M. Hallowell, Elizabeth, La.; John H. Kirby and C. B. Meyer, Houston, Tex., and M. B. Nelson, Kansas City. Special mention is made of the statistical information compiled and furnished by Assistant Secretary Moore.

The committee states that only through the effective organization of the Southern Pine Association could the interests of yellow pine manufacturers have been so well protected. The opinion of all parties connected with the hearing was that the decision of the commission would not be adverse to the interests of southern pine. A complete copy of the evidence and cross-examinations is on file at the office of the secretary. The committee felt that with the conclusion of the hearing its duties were completed and asked to be discharged. The Southern Pine Association extended its thanks to the reclassification committee and granted its request for discharge from further duty.

The School of Salesmanship—A report on the "School of Salesmanship" held at St. Louis, was presented by Harry T. Kendall, chairman of the committee on sales and distribution. He stated that the appropriation of $3,000 made by the board of directors had not all been expended, the total net expenses having been $1,953.10.

The committee believes that valuable results were arrived at through the School of Salesmanship, among them being a large amount of publicity throughout the lumber trade and the business world; the laying before the salesmen of the work of the Southern Pine Association and showing the value of all association work; the impressing upon salesmen the necessity of co-operating with the association so as to fully capitalize the investment made by their employers; the creating of a place for the salesmen in association work and the impressing upon the subscribers the necessity of securing the assistance of the salesmen in further association plans.

The committee recommended that a similar meeting be held next spring, to continue the work already started; that the committee proceed with the territorial work among salesmen in accordance with the general plan outlined, involving closer co-operation of the salesmen with the work of the association; the discussion of local conditions in each territory; the promotion of the use of southern pine and lumber generally; the employment of a field secretary, if necessary, to take charge of the detail work.

The committee also recommended that a meeting be called at an early date of the chairmen of the various salesmen's committees and the committee on sales and distribution, and outline the work so that it may be uniform in all its branches.

This report of the committee on sales and distribution was accepted and its recommendations were approved.

Sub-committee on Branding—The report of the special committee on branding was presented by the vice-president, P. S. Gardiner, on behalf of Chairman Charles W. Green. The committee asked further time in which to prepare its recommendations, which was granted.

European Representative—W. J. Drewry, European representative of the association, made a report on his work, in which he stated that he arrived at Liverpool March 27, and called upon a number of firms and secured their co-operation. Mr. Drewry went to Paris April 27 and found that the opening of the "Exposition of a Reconstructed City" had been postponed from May 25 to June 1, and it was later postponed to June 15.

Mr. Drewry said that he found that wood paving in Paris was not properly done, as the wood used, called "pin des landes," is very open grain, and splits almost as soon as laid; that the treatment given is not uniform; that the cement base is not thick enough and of poor quality, and that the filler used is far too thin. He found that owing to the disgraceful condition of the streets there was a popular demand that wood paving be done away with altogether; however, the council of Paris, after investigation, concluded that the fault was not in the wood paving, but in the character of the material used and the way it was laid.

Mr. Drewry stated that he ascertained that after the war the laborers used on reconstruction work would be housed in wooden barracks, which would call for a large amount of wood material. He interviewed engineers of different railways, and learned that if the yellow pine sleepers lately sent over there stand the official test they will be specified in the future for all the railways in France, as well as Belgium.

On his visit to Italy, Mr. Drewry ascertained that the Italian government had taken over all of the timber in the country, and after the war the demand for wood for all purposes would be enormous. He stated that the Southern Pine Association would be able to arrange for creosoted wood blocks to be laid immediately in front of the Royal Palace at Madrid, Spain. This, if satisfactory, will mean the use of yellow pine paving blocks wherever wood paving can be used in Spain.

He stated that it is the intention of the French government after the war to build a railway across Morocco, linking the Mediterranean with the Atlantic, which will call for millions of ties and a large quantity of lumber for laborers' dwellings.

As for competition, in Mr. Drewry's opinion, during the next three or five years all the competition to be found will be from Norway and Sweden. Swedish timber is already largely cut out, and the Norwegians have not the facilities for getting out more than a small percentage of the wood required.

As for Russia, there are immense timber resources in that country, but it will be from three to five years after the war before Russia will be in any position to compete. In Mr. Drewry's opinion, the question of freight will be the greatest problem. The different governments will supply their own bottoms, but there will be a vast amount of lumber required by men having contracts with the several governments. Shipbuilding is going on at an unprecedented rate, and the foreign governments are daily releasing more ships taken over for war purposes. However, in his opinion, this matter should be given immediate consideration.

On Transit Cars—The position of the Southern Pine Association regarding transit cars, as ascertained by Secretary-Manager Rhodes and Assistant Secretary Moore, was that the members of the association almost unanimously recorded themselves against the privilege of diverting unsold cars in transit.

Mr. Kirby moved, and the motion prevailed, that the Southern Pine Association go on record as approving a charge of not less than $5 for each reconsignment of cars in transit.

Increase in Subscription Fees—Secretary-Manager Rhodes reported that nearly 92 percent of the subscribers to the Southern Pine Association had signed the supplement subscription contract, providing for an increase in subscription fees. This meant 154 subscribers having a production of 433,273,600 feet. Eleven subscribers were either opposed to the increase or did not advise.

Mr. Frost moved that in view of the fact that subscribers representing more than 90 percent of the total production of the association had assented to the increased assessment, the same be declared effective from August 1, 1916. The motion was carried.

The next meeting of the board of directors will be held in New Orleans, Tuesday, October 10.

UNIFORM SPECIFICATIONS DISCUSSED.

New York, Sept. 20.—An important conference was held in Brooklyn last week of committees representing the American Society of Testing Materials, the American Society of Civil Engineers, the American Society of Municipal Improvements, the American Railway Engineering Association, the American Wood Preservers' Association and the Southern Pine Association, for the purpose of discussing uniform specifications for timber, preservatives and treatment of wood block pavement.

It is understood that the whole question was gone over thoroughly, and that the results of the deliberations of the conference will be presented by the committees at the annual meetings of their respective organizations, and, that, therefore, nothing pertaining to the conference can be published until the reports are acted upon by the bodies above referred to.

SHIPMENTS OF WESTERN PINE FOR JULY.

Spokane, Wash., Sept. 19.—A. W. Cooper, of Spokane, secretary of the Western Pine Manufacturers' Association, this week mailed the report of lumber shipments and cut for July, as compared with July, 1915, as follows:

Shipments.	Cars	Feet
1916	3,977	97,086,208
1915	3,854	94,204,517
Total increase	123	2,881,791

	Feet
Cut, 38 mills, 1916	128,556,857
Cut, 36 mills, 1915	114,950,161
Increased cut	13,615,696

During the month there were shipped 31,479.649 feet more than were cut.

OPERATION OF KENTUCKY'S NEW WORKMEN'S COMPENSATION LAW.

Louisville, Ky., Sept. 23.—It is interesting to note that the new workmen's compensation law is operating smoothly in Kentucky, and while 1,656 industrial injuries have been reported since the law went into effect on August 1, only one claim for adjudication has been filed, all of the others being settled "out of court." Some 2,500 employers, including all of the large ones, are operating under the law. Several of the lumber concerns are carrying their own risks, including the Morehead Spoke Co., Morehead, Ky.; Bond Brothers, railroad tie dealers, at Elizabethtown, Ky., and the Rush Cooperage Co., of Harriman, Tenn., operators of several plants in Kentucky.

ENGLAND IMPORTING CANADIAN LUMBERJACKS.

St. Paul, Minn., Sept. 21.—The labor question continues to vex the lumbermen of this district. As the logging season approaches millmen are advertising and endeavoring in every way to obtain lumberjacks, but the outlook is poor.

It is reported that labor stringency is also affecting the Canadian mills, not only on account of the enlistment for the army, but, it is understood that England has imported some twenty-five hundred Canadian lumberjacks to do logging this winter in some of the private forests of Great Britain, the timber to be used for trench material.

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RETAILERS' DECLARATION OF PURPOSE

New National Organization Proclaims Its Objects—Articles of Association and Resolutions Adopted at Chicago Meeting September 8—Plans are Approved by Manufacturers

The articles of association of the recently formed National Retail Lumber Dealers' Association at the meeting held in Chicago September 7 and 8 have been completed and are presented herewith, together with the preamble and resolutions adopted at the same meeting.

The declaration of purpose and articles of association were prepared by a committee composed of Julius Seidel, St. Louis, Mo., chairman; Fred J. Schroeder, Milwaukee, Wis.; A. M. Melone, Minneapolis, Minn.; Edwin M. Hill, Pittsburgh, Pa.; R. B. Burns, St. Paul, Minn.; Fred Wuichet, Dayton, Ohio; W. M. Delaplante, Buffalo, N. Y.; J. H. Doppes, Cincinnati, O.; Guy Gray, Cleveland, O.; C. D. Huyette, Detroit, Mich.; L. L. Seibel, Kansas City, Mo.; Henry Koehler, Louisville, Ky.; E. L. Thornton, Chicago, Ill.; O. L. Huey, Indianapolis, Ind.; Edward Hines, Chicago, Ill.

The declaration of purposes, as adopted at the meeting, follows:

We, the undersigned, retail lumber dealers of the United States, recognizing the advantages of co-operation in securing and distributing valuable information for our mutual benefit and protection, hereby form an association and adopt the following articles for the government of same:

ARTICLES OF ASSOCIATION.

The full text of the constitution and by-laws is as given herewith, save the routine paragraphs devoted to the duties of officers:

ARTICLE 1—Name. The name of this association shall be the National Retail Lumber Dealers' Association.

ARTICLE II—Objects. Sec. 1. The objects of this association shall be to promote the general welfare of the retail lumber dealers of the United States; to co-operate with associations of lumber manufacturers and others in collecting and distributing information concerning the proper uses of wood and the general state of the lumber industry; to prevent, so far as possible, the sale of lumber of inferior grade, kind or manufacture; to correct business abuses in the lumber industry; and to promote uniformity in the customs and usages of the lumber trade in the United States.

ARTICLE III—Headquarters. Sec. 1. The headquarters of this association shall be located at the city of Chicago, in the state of Illinois.

ARTICLE IV—Membership. Sec. 1. Any individual, firm or corporation regularly engaged in the retail lumber business, carrying an assorted stock of lumber and other building material reasonably commensurate with the demands of the community in which the business is carried on, and having proper equipment to handle and deliver same, may become a member of this association. Each member shall be entitled to only one vote. All applications for membership shall be made in writing to the board of directors, addressed to the secretary. New members may be elected at any regular or special meeting of the board of directors, by a majority vote of the members of the board present at such meeting; but before being admitted to actual membership, the applicant must sign these articles of association.

ARTICLE V—Officers. Sec. 1. The officers of this association shall be a president, a first vice-president, a second vice-president, a secretary, a treasurer and a board of directors of fifteen members.

Election of Officers—Sec. 2. The president, first vice-president, second vice-president, treasurer and secretary shall be elected annually by the board of directors, either from their own number or from the members of the association, or from both, as the board may deem best, and shall hold their respective offices for the term of one year, and until their successors are elected and have qualified, unless removed by the board of directors. The first election of officers shall take place at the first meeting of the board of directors, and each subsequent election of officers shall take place at the first meeting of the board of directors, held after the close of each annual meeting of the association.

(The duties and po[illegible] of officers are such as are usually prescrib[illegible] lar organizations.—Editor.)

ARTICLE V[illegible]rs. Sec. 1. The members of [illegible] elect a board of directors, [illegible] directors, from among the members of the association residing in the following cities, viz.: Pittsburgh, Pa.; Milwaukee, Wis.; St. Louis, Mo.; Chicago, Ill.; Buffalo, N. Y.; Dayton, Ohio; Duluth, Minn.; St. Paul, Minn.; Detroit, Mich.; Louisville, Ky.; Kansas City, Mo.; Indianapolis, Ind.; Cleveland, Ohio; Cincinnati, Ohio, and Minneapolis, Minn.

Sec. 2. At the first meeting of the association, five directors shall be elected for the term of one year, and five directors for the term of two years, and five directors for the term of three years. All directors shall be elected by ballot. As and when the terms of the directors so elected expire, their successors shall be elected at the annual meetings of the association for the term of three years, so that three directors shall retire each year.

Sec. 3. Any director failing to attend three consecutive meetings of the board of directors may be dropped from the board by a vote of the majority of the directors present at any meeting, and thereupon such director shall cease to be a member of the board of directors. The traveling expenses of the directors and of the officers of the association shall be paid out of its funds at the rate of three cents per mile.

Sec. 4. The board of directors shall have the power to hold meetings at such times and places as it may deem proper; to appoint special or standing committees from the members of the board of directors, or from the members of the association, or from both; to print and circulate information concerning the lumber industry, and especially the retail lumber business; to raise funds and pay out the same to promote the welfare of the association; and to employ all such means not in conflict with these articles, or the law of the land, as it may deem proper and expedient to secure the objects and promote the welfare of the association. The board of directors may remove any officer whenever, in its judgment, the welfare of the association requires such removal; and may make rules and regulations for the conduct of its own business and meetings, and for the conduct of the business and meetings of the association.

ARTICLE VII—Vacancies. Sec. 1. In case a vacancy shall occur in the board of directors or in any other office, the same shall be filled by the board of directors for the unexpired term of such vacancy.

ARTICLE VIII—Annual Meetings of Association. Sec. 1. There shall be an annual meeting of the association for the election of directors and transaction of other business on the ——— day of ———, in each year, and notice of such meeting shall be mailed by the secretary to each member of the association at least ten days prior to the holding of such annual meeting.

Special Meetings of Association. Sec. 2. Special meetings of the association may be called whenever, in the opinion of the chairman of the board of directors or of a majority of its members, such special meeting may be deemed necessary or advisable. The secretary shall mail to each member of the association a notice of such special meeting at least ten days prior to the holding of the same.

Meeting of Board of Directors. Sec. 3. The board of directors shall meet as often and at such time and place as the board may deem advisable, but the board must meet not less than four times in each year.

ARTICLE IX—Voting by Mail. Sec. 1. When the president of the association shall deem it inexpedient to call a special meeting of the association, or when the chairman of the board of directors shall deem it inexpedient to call a special meeting of the board of directors, the president or chairman, as the case may be, may request a vote by mail on any question upon which a vote is deemed necessary, and the vote of each member of the association, or of the board of directors, as the case may be, so given by mail, shall have the same force as if given at a regularly convened and held meeting.

ARTICLE X—Salaries and Expenses. Sec. 1. All officers and directors of the association shall serve without compensation, except the secretary, whose compensation shall be fixed by the board of directors.

ARTICLE XI—Quorum and Proxies. Sec. 1. Seven directors shall constitute a quorum at all meetings of the board of directors for the transaction of any and all business. A majority of the members of the association shall constitute a quorum for the transaction of business at any and all meetings of the association.

Sec. 2. The members of the association not present at any meeting may be represented and vote by proxy, given in writing, to any other member of the association; provided, however, that no member of the association shall vote more than one proxy at any meeting.

ARTICLE XII—Membership Dues. Sec. 1. Each member of the association shall pay dues annually based upon the volume of his sales for each year, beginning with the year 1916, as follows: On annual sales or $100,000 or less he shall pay for that year $10; $100,000 to $200,000, $20; $200,000 to $300,000, $30; $300,000 to $400,000, $40; $400,000 to $500,000, $50; $500,000 to $600,000, $60; $600,000 to $700,000, $70; over $700,000, $75.

DECLARATION OF PURPOSES.

ARTICLE XIII—Declaration of Business Ethics and Business Methods. Sec. 1. The retail yard lumber dealers having made investments in necessary equipment and stock for the purpose of engaging in the business of supplying the needs of a particular community with lumber, the association believes they should be protected in their legitimate business of assembling lumber of various kinds and retailing the same to the public, and that the manufacturer should recognize retail lumber dealers as the proper agents for the distribution of his manufactured product.

This association, therefore, earnestly protests against the retail yard lumber dealers being compelled to compete with those manufacturers and wholesalers whose lumber they purchase, and declares that it is the duty of retail yard lumber dealers to take all lawful measures to ascertain the names of the manufacturers and wholesalers of lumber who solicit or accept orders which legitimately belong to the retail lumber dealers, and who injure the retail lumber business by selling, directly or indirectly, to the contracting and consuming trade.

Dishonest Practices. Sec. 2. Evils now exist in the lumber industry arising from the dishonest practice of mixing grades, giving short measure or misrepresenting the character and quality of lumber, which is chiefly done by wholesalers, and in a lesser degree by manufacturers. The association urges all retail yard lumber dealers to condemn such practices, and to take all lawful steps to ascertain the names of those manufacturers and wholesalers who make it a practice to mix grades, give short measure or misrepresent the character and quality of the lumber they offer for sale, in order that the retail lumber yard dealers may protect themselves and protect the public, whom they serve, against such dishonest practices.

The membership of the associations of lumber manufacturers affiliated with the National Lumber Manufacturers' Association is made up of manufacturers of various kinds of woods, who stand for uniform grades, for full and honest count, for fair and equitable adjustment of disputes, and the highest business ethics, and who guarantee, so far as possible, the character of the lumber they sell; and the members of this association declare it to be their experience that more satisfactory relations will be brought about by confining purchases to such manufacturers, rather than dealing with manufacturers and wholesalers who are guilty of the foregoing dishonest practices.

Branding Lumber. Sec. 3. This association heartily endorses and will support the efforts of all associations of lumber manufacturers which are devising ways and means for the branding of the product of their members, and thereby assuring, with a reasonable variation, the integrity of the grade, as well as making possible the identification of the stock, with consequent protection to the retail dealers and the consuming public.

Trade-Mark. Sec. 4. This association recommends that a national trade-mark be adopted for the use of the members of the association.

Advertising Lumber. Sec. 5. The retail lumber dealers recognize that their interest lies in the sale of lumber, and they are directly benefited by the advertising campaigns which are being conducted by the National Lumber Manufacturers' Associa-

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tion and by the several associations of lumber manufacturers affiliated with the National Lumber Manufacturers' Association for the promotion of the use of lumber. This association, therefore, most heartily endorses all efforts directed to the promotion of the use of lumber, and commends those manufacturers who are aiding such promotion by the financial support which they are giving to the National Lumber Manufacturers' Association.

This association approves the efforts of the National Lumber Manufacturers' Association in advertising the good qualities of lumber and believes that such work should be supplemented by aggressive local campaigns in the various cities where the sale of lumber may be promoted and its good and useful qualities fully expounded to the public, and its use increased.

This association recommends to the manufacturers of lumber that they place upon their office stationery and advertising matter the information that they are members of or affiliated with the National Lumber Manufacturers' Association; and recommends that the members of the National Retail Lumber Dealers' Association place upon their office stationery and advertising matter the information that they are members of the National Retail Lumber Dealers' Association.

Restrictions in the Use of Lumber. Sec. 6. This association pledges its support to the members of the association of lumber manufacturers to do what it consistently and legally can to aid them in combatting all unjust and illegal efforts which may be made to unreasonably restrict the use of lumber in any district or community.

Shipments from Retail Yards. Sec. 7. Believing strongly in ethical business methods, and in fair and legitimate competition, this association declares it to be its judgment that yard lumber dealers who ship materials to contractors or consumers located outside of their own territory, are not pursuing ethical business methods, and are not engaged in fair and legitimate competition.

RESOLUTIONS ARE ADOPTED.

Whereas, Great damage to the lumber industry has resulted by reason of the shipment from manufacturing points of material, either poorly manufactured or of inferior wood, or not up to specification or grade; and

Wheras, Such business methods have greatly injured the reputation of lumber as a building material, and have caused much loss of business by the consequent use of substitutes; and

Whereas, The members of this body, standing close to the consumer in the lumber trade, are determined upon giving to the consumer at all times material fully up to specifications; be it, therefore,

Resolved, That we heartily approve the efforts now being made by the various associations of lumber manufacturers to improve and elevate the lumber business by more careful manufacture and grading, and that we in particular commend the movement to hereafter brand all stock showing its kind and grade; and, be it, further

Resolved, That we condemn as subversive of the best interests of the public and the trade, the practice which has grown up of the shipment of unsold cars in transit, resulting, as it does, in the tying up at all times of a large amount of rotting stock, and the continual forcing upon the market and the consumer of great quantities of material of inferior quality and manufacture, and in the shipping of cars in transit, the original shipper and point of shipment being generally concealed, thus making it impossible for the buyer to know what class of stock he is getting or by whom manufactured; and, be it, further

Resolved, That the true interest of the public and the consumer will be best subserved by refusal hereafter to purchase any material so offered upon cars in transit.

ENDORSED BY MANUFACTURERS.

The new movement has been endorsed by the executive committee of the National Lumber Manufacturers' Association, which held a meeting at its headquarters in Chicago Tuesday, September 19. An extract from the minutes of the meeting is appended and doubtless the movement will be endorsed by the subsidiary organizations:

"Mr. Hines presented the declaration of purposes and plan of organization of the National Retail Lumber Dealers' Association, formed in Chicago September 7-8, and explained in detail the membership of the organization, and the expected formation of strong local organizations of retail lumber yard dealers in nineteen of the most important lumber consuming cities, for the purpose of improving trade practices, and co-operating with the National Lumber Manufacturers' Association in promoting the best and more extended use of lumber. The executive committee recommends the work proposed by the National Association of Retail Lumber Dealers and will co-operate with the new organization in every way mutually advantageous to the manufacturers and retailers. It was felt that only through national organization can the greatest benefit of co-operation be secured to the general lumber trade, and the public at large served in the most efficient manner.

"The secretary was directed to transmit copies of the declaration of purposes of the National Association of Retail Lumber Dealers to the secretaries of the affiliated associations, and request that they, in turn, fully inform their members of the plans of the new organization and urge their co-operation therewith."

INCREASE IN RECONSIGNMENT AND DEMURRAGE CHARGES OPPOSED BY CINCINNATI LUMBERMEN.

Cincinnati, O., Sept. 21.—The proposed increase of reconsignment and demurrage charges on lumber was discussed at a recent meeting of the Cincinnati Lumber Exchange, a subsidiary of the Chamber of Commerce. President Walter J. Eckman presided over the meeting. Among those taking an active part in the discussion were Dwight Hinckley, J. Watt Graham, S. Earle Giffen, C. C. Hagemeyer, Emil J. Thoman and F. R. Renshaw, of the traffic department of the Chamber of Commerce.

The sentiment of the club is considered very strong against any increase in the charges. A committee consisting of C. C. Hagemeyer, chairman; S. Earle Giffen and Samuel W. Richie, was appointed to work in conjunction with Mr. Renshaw in the preparation of a brief and other necessary papers to be filed with the Interstate Commerce Commission in connection with the investigation of freight rates and the reclassification of forest products. Mr. Renshaw was directed to inform all the lumber dealers' associations in the United States of this decision of the Cincinnati Lumber Exchange.

J. Watt Graham and Fred W. Mowbray were appointed a committee to attend the installation of a blackboard for "wants" and "for sale" in the new room assigned to the exchange.

This was the first meeting since the summer vacation, and from now on weekly gatherings will be held every Tuesday afternoon.

The Cincinnati Lumbermen's Club, at a meeting held recently at the Metropole hotel, discussed at length the subject of reconsignment and demurrage. No official action was taken at this meeting, but a committee was appointed by President Christie to make a recommendation to the club at an early date. Sentiment of the various speakers was that the interests of lumber wholesalers would be jeopardized by prohibitive charges or restrictions on reconsignment.

EXHIBIT OF FOREIGN AND DOMESTIC WOODS.

The New York State College of Forestry at Syracuse, N. Y., has lately installed what is probably the best collection of foreign and domestic woods in panel form in this country. The collection is placed in the rotunda of the new $250,000 forestry building, and is the result of two years of work by the college authorities.

Among the rare foreign woods displayed are panels of African gaboon, East India koa, marblewood, East India rosewood, satinwood, camphor wood, teak, Circassian walnut and mahogany, the latter in eight different varities.

Among the native woods displayed in panel form are Douglas fir, California redwood, California sugar pine, western yellow pine, Sitka spruce, Port Orford cedar, incense cedar and eucalyptus, the latter in several varieties.

Southern woods are represented in panels of cypress, southern pine, North Carolina pine, red gum, black gum, cucumber and persimmon. There is also a large variety of hardwoods and softwoods indigenous to the state of New York.

Among those who donated material for the exhibit were the following well known lumber concerns:

Ichabod T. Williams Co., New York; G. Elias & Bro., Buffalo, N. Y.; Mann & Hunter Lumber Co., Syracuse, N. Y.; T. Sullivan Lumber Co., Buffalo, N. Y.; A. C. Dutton Lumber Corporation, Poughkeepsie, N. Y.; North Carolina Pine Association, Norfolk, Va.; Wilson & Greene Lumber Co., Syracuse, N. Y.; Hugh McLean Lumber Co., Buffalo, N. Y.; Transfer Lumber & Shingle Co., North Tonawanda, N. Y.; Buffalo Hardwood Lumber Co., Buffalo, N. Y.; Kenyon Lumber Co., Syracuse, N. Y.; Mulheran Lumber Co., Syracuse, N. Y.; F. M. Klock Lumber Co., Syracuse, N. Y.; Bannon Lumber Co., Syracuse, N. Y.; Hayden Lumber Co., Rochester, N. Y.; California Sugar & White Pine Co., San Francisco, Cal.; Bridal Veil Lumbering Co., Portland, Ore., and the West Coast Lumber Manufacturers' Association, Seattle, Wash.

NATIONAL HARDWOOD ASSOCIATION AFFAIRS.

The monthly bulletin of the National Hardwood Lumber Association for September announces that its inspection of lumber during August, 1916, was the heaviest of any month since August, 1913. The total of inspection during last month was 17,015,862 feet, of which 10,341,919 feet was made by salaried inspectors, the balance being by fee inspectors. The volume of inspection shows a gain of approximately 50 percent over the corresponding month of the last two years, which indicates activity in the hardwood lumber business and presages much future activity.

The association has received applications for membership from the following during the month:

Santee River Cypress Lumber Co., Ferguson, S. C.; Marion Lumber Co., St. Louis, Mo.; Mansfield Hardwood Lumber Co., Winnfield, La.; Hemphill Lumber Co., Kennett, Mo.; Plunkett-Webster Lumber Co., Inc.. New York City, N. Y.; Commercial Hardwood Co., Shortleaf, Ala.; Dunnington Lumber Co., Inc., Lynchburg, Va., and Edward Partington Pulp & Paper Co., Ltd., St. John, N. B.

SERIOUS FIRE LOSS AT LITTLE ROCK.

Little Rock, Ark., Sept. 20.—The E. L. Bruce Co., of this city, successor to the Kansas City Hardwood Flooring Co., and manufacturer of oak flooring, suffered a loss estimated at $60,000 about midnight last night, when about one-half of its plant was destroyed by fire.

The principal damage was to the main mill plant and to the lumber in the nearby sheds, though many laths were destroyed, and one section of the company's dry kilns was burned. The loss was covered by insurance. Nearly one hundred men employed on the night shift were at work in the mill when the fire started near the center of the main plant, but the exact cause of the fire has not been learned. It is thought that it was caused, either from friction of belt or from sparks from one of the machines in the plant.

Failure of the sprinkling system to work properly is blamed for the big headway the fire made before the Little Rock fire department arrived at the scene.

HOUSE CONSTRUCTION.

Farm Bulletin No. 5, on "Poultry House Construction," has just been issued by the Trade Extension Department of the National Lumber Manufacturers' Association. The cover page, which is in green and orange, illustrates a practical type of poultry house, which is described in more detail in the text.

The author is K. J. T. Ekblaw, University of Illinois, and the drawings are by Walter Buehler, consulting engineer, who also assisted in revising the text, and contributed the chapter on equipment. An unusual feature of Mr. Buehler's drawings is that the different types of poultry house are shown in perspective, as well as in the plan and elevation drawings. These perspective drawings enable the farmer or small builder to more readily visualize the type of house which is described.

The text covers the importance and tendencies of poultry raising, the general requirements, type and construction of buildings, and the essential points, such as drainage and ventilation, and sunlight and sanitation.

It is surprising to read in this bulletin that the "poultry products of America are equal in value to one-half the entire corn crop of the nation," and that "the poultry and eggs from Ohio last year are worth more than the combined output of gold and silver from Colorado."

PARTNERSHIP ANNOUNCEMENT.

C. A. Sanborn and Paul H. Gearhart announce their partnership as timber factors and estimators with offices at Asheville, N. C. They will specialize in timber land investigations in the United States, Mexico, Central America and South America.

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The Latest News of the Lumber World

DR. COMPTON CONFERS WITH CALIFORNIA REDWOOD AND PINE MEN.

Early in September, Dr. Wilson Compton, of the Federal Trade Commission, met the redwood and California and Oregon pine lumber manufacturers at a luncheon in the Commercial Club of San Francisco. The purpose of the meeting was to secure a complete informal understanding with the lumbermen concerning the conditions prevailing in the lumber industry, the causes and possible ways in which relief may be secured.

With E. A. Selfridge, jr., of the Northwestern Redwood Co., Dr. Compton will visit a number of redwood mills and later will inspect the pine mills of the McCloud River Lumber Co.

Those present at the luncheon, besides Dr. Compton, were: E. A. Selfridge, jr., president of the Northwestern Redwood Co.; C. W. Pennoyer, president of the Pacific Lumber Co.; J. H. Browne, sales manager of the Pacific Lumber Co.; A. B. Hammond, president of the Hammond Lumber Co.; W. S. Burnett, of the Hammond Lumber Co.; J. H. Holmes, president of the Holmes Eureka Lumber Co.; C. R. Johnson, of the Union Lumber Co.; C. S. Smith, assistant district forester, and Edwin E. Myers, secretary-manager of the California Redwood Association, all interested in the redwood lumber industry. The pine and fir manufacturers were: C. R. McCormick, president, and S. M. Hauptman, secretary-treasurer, of the Charles R. McCormick Co.; E. K. Wood, president of the E. K. Wood Lumber Co.; C. E. Huddart, of the E. K. Wood Lumber Co.; A. B. Johnson, Wilson Bros.; F. C. Talbot, president Pope & Talbot Lumber Co.; W. D. Brookings, Brookings Timber & Lumber Co.; O. C. Haslett, California Pine Box Co.; F. S. Sayre, California Sugar & White Pine Co.; W. R. Wilson, California Door Co.; F. B. Hutchins, vice-president and general manager McCloud River Lumber Co., and E. A. Blocklinger, secretary of the California Sugar & White Pine Lumber Manufacturers' Association.

During his stay in San Francisco, Dr. Compton met a committee of ship owners, and heard a discussion relative to the shipping industry and its relation to conditions in the lumber industry.

A NEW FIRE PREVENTIVE.

Seattle, Wash., Sept. 17.—The West Coast Lummermen's Association reports that a pharmacist of Badger, Iowa, has found a chemical which makes wooden shingles absolutely fireproof. The new compound is said to be sufficiently low in cost to make it practical in connection with shingle manufacture. Tests which were made at the University of Iowa, where the inventor was formerly a student, comprised the saturation with the liquid of a block of wood a half inch thick, after which it was placed in running water for twenty-four hours, then thoroughly dried again and held for one hour over a Bunsen burner with a temperature of between 700 and 1,000 degrees Fahrenheit, a greater heat than is usually developed in a conflagration. The wood was not burned, and only charred slightly at the point of the flame. The fireproofing liquid leaves insoluble fireproofing substance in the fiber cells of the wood which cannot be washed out with water. A sheet of paper which was dipped in the preparation burned freely until it reached the treated half, and the fire then died out. A rag was saturated with the new solution, and was kept under running water for eight days, dried and then could not be made to burn. Patent rights of this invention are still pending at Washington, but as soon as the manufacturing rights are available the shingle manufacturers of western Washington intend to give it a thorough test, and expect to adopt it for their purposes.

ARKANSAS LUMBERMAN WOUNDED.

Little Rock, Ark., Sept. 20.—Lucien Farrell, superintendent of the sawmill owned and operated by the Farrell Lumber Co., at Farrell, Ark., was shot and slightly wounded last week by Will M. Jones, a former employe of the company.

A NEW CABINET FOR LUMBER SELLING.

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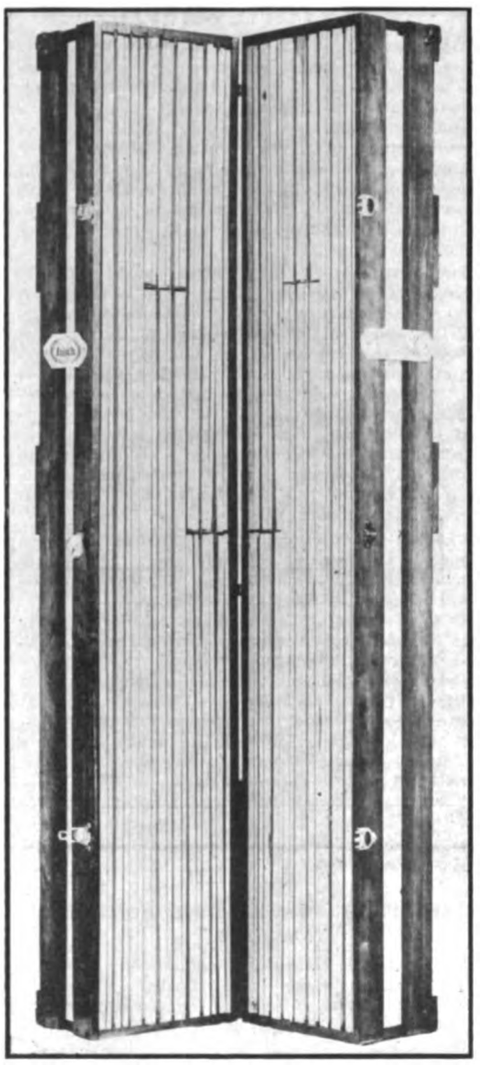

THE BIRCH-HEMLOCK CABINET.

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Col. Hartley declares he is fighting no union, church, lodge or other organization, but he believes every man should have the right to work or not work when and where he chooses, free from the dictation of any labor agitators. In fact, the candidate's arguments are directed largely against the professional labor agitator, who makes his living by causing trouble among workmen.

LIGHTNING RODS ON FARM BUILDINGS.

Secretary R. S. Kellogg announces that the next campaign of the National Lumber Manufacturers Association for the improvement of the condition of the life of the farmer, the installation of lightning rods on farm buildings of all types, has been anticipated by the national underwriters' laboratories, working in the interest of the fire insurance companies and fire prevention, by the publication of a standard reference book for the proper construction and installation of such equipment. Pictures and diagrams are included in the book of standards.

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RECENT DEVELOPMENTS IN OAK DEMAND

Darker Woods Given Preference for Some Purposes—Opinions of Many Leading Hardwood Manufacturers—Belief Expressed that any Change Can be but Temporary

A prominent hardwood lumber manufacturer in the south made the statement to the LUMBER WORLD REVIEW recently that "Oak is going out of style." He argued that there were changes in styles in the lumber trade the same as in the fashions for men's and women's wear. He said that just now the taste of users of lumber, including furniture and interior trim manufacturers, was for dark woods; that oak was already considerably lower in price in consequence of this change and that it was now hard to sell and would very probably go still lower in price; that red gum, mahogany and birch were replacing oak steadily and were coming into consumption in constantly increasing volume.

Such a startling statement as the above could not well be ignored by anybody interested in the hardwood lumber trade, and least of all by a lumber newspaper. Accordingly, an investigation was made. A number of prominent lumber manufacturers were communicated with and the question was asked whether in their opinion any of these things were substantiated in their own experience. Nearly every lumberman written to responded, although one or two preferred not to be quoted by name. The subject evidently created a great deal more interest in the trade than had been anticipated by the lumberman who dropped this bombshell into a peaceful, yet watchful, industry.

From a perusal of the letters below, it is inferred that there is a constant change going on in all woods, and that it is no new thing for users of wood to shift from one kind to another, and especially when the price of a certain variety of lumber gets above what the consumer thinks he ought to pay. At the same time most of the leading manufacturers do not seem to think that oak is going out of style in the strict sense of the term, but that this is one of the periodical changes, and that, as one of our correspondents puts it, "oak is the old, original come-back wood."

Readers of the LUMBER WORLD REVIEW, however, will be interested in reading the replies received from a large number of prominent lumbermen, which are found below without any special arrangement as to precedence:

LOWER PRICES WOULD INCREASE DEMAND.

A manufacturer of oak in Arkansas, who prefers not to be quoted, has this to say: "We have also heard from some sources that oak is going out of style. The demand for oak in interior trim is about 10 percent of the total. In furniture, especially high grade, very little oak is used. This condition, however, has prevailed for about two years, so it is nothing new. For the cheaper grades of furniture, however, oak is still used very extensively, and we do not anticipate any change of sentiment on this class of goods. The oak market is indeed weaker than it has peen for some time. If it weakens any more, however, we are of the opinion that the demand for it will increase, inasmuch as it will eliminate the demand for substitutes for oak, such as elm and ash, which have been holding quite firm."

OAK WILL COME BACK.

"In regard to oak lumber, we do not think it has gone out of fashion. It is not being used in furniture as much as formerly, but it will come back all right. We are not worrying about it going out of style. The demand has not been as active this year as for other woods, but this is probably due to the war and the decrease in the export business.

"VANSANT, KITCHEN & CO.,
"R. H. Vansant, president."

CONSIDER LACK OF FOREIGN TRADE.

"We are in receipt of your letter of September 14 advising that some manufacturer has stated that 'oak is going out of style.' We are not of the same opinion.

"Just at the present time, possibly, the grade of No. 1 common is moving very slowly, but we are able to get more orders for firsts and seconds plain white oak and firsts and seconds and No. 1 common quartered white oak than we have ever had before.

"We will average possibly 66⅔ percent of oak in our annual cut and we are able to dispose of it as fast as it becomes dry.

"There is another point that must be reckoned with before it can be said that oak is not in as large a demand as formerly, and this is on account of there being no foreign market. This, of course, has cut out a large amount of this stock for shipment across the water to the nations at war, and in trying to find a market for this additional stock for our home consumption naturally would make the manufacturers accumulate more stock.

"With the proper advertising oak will never go out of style. In fact, in a few years it will be so much in style that the manufacturers will more than break even with this operation.

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THINKS POSSIBLY SOMETHING IN IT.

"We are hardly in position to answer your inquiry intelligently. We think possibly there is something in the claim that 'Oak is going out of style,' but only to a very limited extent and more particularly in certain grades of furniture stock; but, on the other hand, there seems to be an almost unlimited demand for quartered oak veneers.

"As far as our own particular experience goes, we have not been handling any southern oak for some time for several reasons, and as the supply of Indiana timber is growing beautifully less all the time, what little we get of this wood is rapidly taken up and our supply is always limited.

"LONG-KNIGHT LUMBER CO.,
"W. W. Knight, president and treasurer."

GOOD OAK WILL NOT GO OUT OF STYLE.

"We have your letter advising that you have been informed by a large southern manufacturer of oak that that commodity is going out of style, and asking us to say something on this subject for publication.

"There is much that could be said on the subject, but we hardly feel that we are the best qualified people to discuss the matter. Fortunately for us, our mills are located in West Virginia and Tennessee, where we produce high grade soft textured oak, and in our judgment there never will be a time when this will not be one of the most popular woods known to the lumber industry.

"The southern hard, brash oak is not as desirable for finish, or, for that matter, for any purpose, as our northern soft-textured oak; hence, we feel that anything we might say for publication might be construed by some as knocking the southern oak and it is furthest from our intention to do anything of that kind. Therefore, we really feel it would be best if we did not attempt to discuss this matter.

"BABCOCK LUMBER CO.,
"By F. R. Babcock."

NO FEARS WHATEVER.

"I note your inquiry 'Is oak going out of style?' No; but it is a recognized fact that oak is diminishing in quantity rapidly and you recognize that in nature sometimes when one organ is temporarily restricted in its duties, another attempts to discharge the extra duty, and it is the same in regard to the matter of the use of oak as a wood for finishing and furniture.

"There has come about a considerable demand for dark finish, and the demand for dark stuff is increasing, perhaps not more rapidly than it is justified. This demand for dark finish, while it has not depreciated the price of oak, has appreciated the price of gum greatly, and the loss of the supply of the Circassian walnut has increased the demand for American black walnut to a considerable extent, but there need not be any fear whatever for any extraordinary demand for black walnut, because it doesn't exist. There was a large drain made on American black walnut the last fifteen months; such a one as it will not be possible to make again in the near future. More American black walnut was moved in the last year and a half in this country than will be moved in the next five years from the tree to the mill.

"Oak has not fallen off in price, but it has not advanced in the last year as has gum, but there has been a general improvement in the prices of oak, especially in all the common grades. Southern oak has made a fair advance all along the line, but has not advanced proportionatey to gum and where the American manufacturer is handicapped, if at all, on account of demand for high class oak, the value of certain other American woods will be enhanced more than proportionate. While quartersawed oak has not been as active this present year as ordinarily in firsts and seconds, quartersawed veneer has been higher and more in demand than I ever knew it. This only indicated a passage from solid finish to veneer finish in a considerable measure, but might cause the superficial observer to think that oak was going out of style.

"There has been an extraordinary demand for quartersawed oak veneer this year. This has, to a great measure, taken the place of firsts and seconds. The demand has been active all the year, and continually for a period of years, for the lower grades of quartered oak, which go into a cheaper class of furniture where they use the solid wood. You understand that you cannot get the figure effect from No. 1 common that you can from firsts and seconds. Neither can you get the figure effect from firsts and seconds in a regular way as you can from veneer, for when it comes to a high class stock, if the man buys veneer he can match an entire top from the same flitch and get the same effect covering the entire surface. This cannot be done in any such perfect manner when using lumber.

"I have been an oak man all my life and have dealt largely in quartersawed oak, and I have no fears whatever concerning the future for all oak lumber of high grade that the United States will be able to produce, and without any depreciation, but in fact an appreciation consistent with the times.

"J. V. STIMSON."

THE OLD ORIGINAL "COME-BACK" WOOD.

"The writer has noticed the tendency on the part of furniture manufacturers who cater to the trade in this country to manufacture less oak and more of the Circassian, mahogany, American walnut and gum finishes, but we do not think this extends to the manufacturer whose product is largely exported.

"There is no doubt but that the present demand for oak is noticeably off and it is probably due in a large measure to the change in specifications on furniture and interior trim, which, of course, was caused by the popular demand for darker woods. We have gone through these periods of changing styles in woods before this, and I consider them a good thing for the hardwood business in general, for I do not think they hurt any wood in particular, but tend to advertise the different woods that are available for the purposes mentioned. Above all, I do not think that this changing of styles is in any way detrimental to oak in the long run, for the merits of oak as a finishing, flooring, furniture, cabinet and construction material are so absolutely above question and so firmly established in the minds of the public, as well as the manufacturers of the different lines mentioned, that oak will never 'go out of style.'

"Oak is the old reliable and original 'come back' in the hardwood trade; and even if there is a less demand for it at present than is usual, there are still enormous quantities of it used in flooring, furniture, trim and for other purposes; and if the manufacturer of oak would stop trying to push it in markets where it is not as popular now as formerly, and hunt the markets where it is still considered almost a necessity and where a substitute has a poor show, I think he will have no trouble in getting a fair price for his oak lumber.

"WISCONSIN LUMBER COMPANY,
"P. E. Gilbert, sales manager."

FEELS OPTIMISTIC ON OAK DEMAND.

"Relative to the supply and demand of oak lumber, we think there has been rather a tendency for furniture manufacturers to run more to mahogany, walnut, birch and gum for furniture, owing to the prevailing tendency to finish it dark, than there has been for oak; but if you will go to a furniture store and look over their furniture, we think you will still find that a very considerable amount of oak is being used for furniture purposes, and there has been so much larger demand for oak lumber in other lines that it has offset any falling off in demand by the furniture manufacturers. For illus-

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The Latest News of the Lumber World

DR. COMPTON CONFERS WITH CALIFORNIA REDWOOD AND PINE MEN.

Early in September, Dr. Wilson Compton, of the Federal Trade Commission, met the redwood and California and Oregon pine lumber manufacturers at a luncheon in the Commercial Club of San Francisco. The purpose of the meeting was to secure a complete informal understanding with the lumbermen concerning the conditions prevailing in the lumber industry, the causes and possible ways in which relief may be secured.

With E. A. Selfridge, jr., of the Northwestern Redwood Co., Dr. Compton will visit a number of redwood mills and later will inspect the pine mills of the McCloud River Lumber Co.

Those present at the luncheon, besides Dr. Compton, were: E. A. Selfridge, jr., president of the Northwestern Redwood Co.; C. W. Pennoyer, president of the Pacific Lumber Co.; J. H. Browne, sales manager of the Pacific Lumber Co.; A. B. Hammond, president of the Hammond Lumber Co.; W. S. Burnett, of the Hammond Lumber Co.; J. H. Holmes, president of the Holmes Eureka Lumber Co.; C. R. Johnson, of the Union Lumber Co.; C. S. Smith, assistant district forester, and Edwin E. Myers, secretary-manager of the California Redwood Association, all interested in the redwood lumber industry. The pine and fir manufacturers were: C. R. McCormick, president, and S. M. Hauptman, secretary-treasurer, of the Charles R. McCormick Co.; E. K. Wood, president of the E. K. Wood Lumber Co.; C. E. Huddart, of the E. K. Wood Lumber Co.; A. B. Johnson, Wilson Bros.; F. C. Talbot, president Pope & Talbot Lumber Co.; W. D. Brookings, Brookings Timber & Lumber Co.; O. C. Hazlett, California Pine Box Co.; F. S. Sayre, California Sugar & White Pine Co.; W. R. Wilson, California Door Co.; F. B. Hutchins, vice-president and general manager McCloud River Lumber Co., and E. A. Blocklinger, secretary of the California Sugar & White Pine Lumber Manufacturers' Association.

During his stay in San Francisco, Dr. Compton met a committee of ship owners, and heard a discussion relative to the shipping industry and its relation to conditions in the lumber industry.

A NEW FIRE PREVENTIVE.

Seattle, Wash., Sept. 17.—The West Coast Lummermen's Association reports that a pharmacist of Badger, Iowa, has found a chemical which makes wooden shingles absolutely fireproof. The new compound is said to be sufficiently low in cost to make it practical in connection with shingle manufacture. Tests which were made at the University of Iowa, where the inventor was formerly a student, comprised the saturation with the liquid of a block of wood a half inch thick, after which it was placed in running water for twenty-four hours, then thoroughly dried again and held for one hour over a Bunsen burner with a temperature of between 700 and 1,000 degrees Fahrenheit, a greater heat than is usually developed in a conflagration. The wood was not burned, and only charred slightly at the point of the flame. The fireproofing liquid leaves insoluble fireproofing substance in the fiber cells of the wood which cannot be washed out with water. A sheet of paper which was dipped in the preparation burned freely until it reached the treated half, and the fire then died out. A rag was saturated with the new solution, and was kept under running water for eight days, dried and then could not be made to burn. Patent rights of this invention are still pending at Washington, but as soon as the manufacturing rights are available the shingle manufacturers of western Washington intend to give it a thorough test, and expect to adopt it for their purposes.

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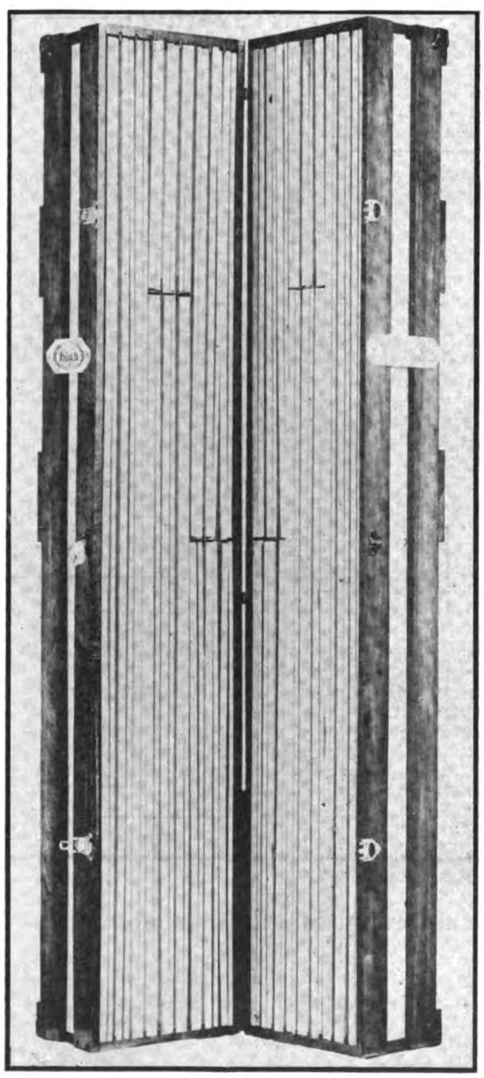

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NO FEARS WHATEVER.

"I note your inquiry 'Is oak going out of style?' No; but it is a recognized fact that oak is diminishing in quantity rapidly and you recognize that in nature sometimes when one organ is temporarily restricted in its duties, another attempts to discharge the extra duty, and it is the same in regard to the matter of the use of oak as a wood for finishing and furniture.

"There has come about a considerable demand for dark finish, and the demand for dark stuff is increasing, perhaps not more rapidly than it is justified. This demand for dark finish, while it has not depreciated the price of oak, has appreciated the price of gum greatly, and the loss of the supply of the Circassian walnut has increased the demand for American black walnut to a considerable extent, but there need not be any fear whatever for any extraordinary demand for black walnut, because it doesn't exist. There was a large drain made on American black walnut the last fifteen months; such a one as it will not be possible to make again in the near future. More American black walnut was moved in the last year and a half in this country than will be moved in the next five years from the tree to the mill.

"Oak has not fallen off in price, but it has not advanced in the last year as has gum, but there has been a general improvement in the prices of oak, especially in all the common grades. Southern oak has made a fair advance all along the line, but has not advanced proportionatey to gum and where the American manufacturer is handicapped, if at all, on account of demand for high class oak, the value of certain other American woods will be enhanced more than proportionate. While quartersawed oak has not been as active this present year as ordinarily in firsts and seconds, quartersawed veneer has been higher and more in demand than I ever knew it. This only indicated a passage from solid finish to veneer finish in a considerable measure, but might cause the superficial observer to think that oak was going out of style.

"There has been an extraordinary demand for quartersawed oak veneer this year. This has, to a great measure, taken the place of firsts and seconds. The demand has been active all the year, and continually for a period of years, for the lower grades of quartered oak, which go into a cheaper class of furniture where they use the solid wood. You understand that you cannot get the figure effect from No. 1 common that you can from firsts and seconds. Neither can you get the figure effect from firsts and seconds in a regular way as you can from veneer, for when it comes to a high class stock, if the man buys veneer he can match an entire top from the same flitch and get the same effect covering the entire surface. This cannot be done in any such perfect manner when using lumber.

"I have been an oak man all my life and have dealt largely in quartersawed oak, and I have no fears whatever concerning the future for all oak lumber of high grade that the United States will be able to produce, and without any depreciation, but in fact an appreciation consistent with the times.

"J. V. STIMSON."

THE OLD ORIGINAL "COME-BACK" WOOD.

"The writer has noticed the tendency on the part of furniture manufacturers who cater to the trade in this country to manufacture less oak and more of the Circassian, mahogany, American walnut and gum finishes, but we do not think this extends to the manufacturer whose product is largely exported.

"There is no doubt but that the present demand for oak is noticeably off and it is probably due in a large measure to the change in specifications on furniture and interior trim, which, of course, was caused by the popular demand for darker woods. We have gone through these periods of changing styles in woods before this, and I consider them a good thing for the hardwood business in general, for I do not think they hurt any wood in particular, but tend to advertise the different woods that are available for the purposes mentioned. Above all, I do not think that this changing of styles is in any way detrimental to oak in the long run, for the merits of oak as a finishing, flooring, furniture, cabinet and construction material are so absolutely above question and so firmly established in the minds of the public, as well as the manufacturers of the different lines mentioned, that oak will never 'go out of style.'

"Oak is the old reliable and original 'come back' in the hardwood trade; and even if there is a less demand for it at present than is usual, there are still enormous quantities of it used in flooring, furniture, trim and for other purposes; and if the manufacturer of oak would stop trying to push it in markets where it is not as popular now as formerly, and hunt the markets where it is still considered almost a necessity and where a substitute has a poor show, I think he will have no trouble in getting a fair price for his oak lumber.

"WISCONSIN LUMBER COMPANY,
"P. E. Gilbert, sales manager."

FEELS OPTIMISTIC ON OAK DEMAND.

"Relative to the supply and demand of oak lumber, we think there has been rather a tendency for furniture manufacturers to run more to mahogany, walnut, birch and gum for furniture, owing to the prevailing tendency to finish it dark, than there has been for oak; but if you will go to a furniture store and look over their furniture, we think you will still find that a very considerable amount of oak is being used for furniture purposes, and there has been so much larger demand for oak lumber in other lines that it has offset any falling off in demand by the furniture manufacturers. For illus-

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tration, the consumption of oak for flooring purposes increased from 1911 to 1915 165 percent, while it has increased thus far during 1916, 31 percent more, and you can readily see that this, in itself, will take care of a very large amount of decrease in the supply for furniture purposes.

"We are manufacturers of veneers, and we have never seen a larger demand for oak veneer of all kinds than there is at the present time; and in addition to this, while we run two sawmills exclusively on oak, we are right up to green stock on our supply of quartersawed white oak. We have just this morning booked an order for over a million feet of common oak for a purpose that is entirely foreign to furniture manufacturing or interior finish, and it is comparatively a new field for the use of oak.

"JAMES E STARK & CO., Inc.,
"James E. Stark, president."

BIRCH AND ELM USED.

A large manufacturer of oak who does not wish to be quoted says: "We understand that oak is not being used very extensively, either in furniture or interior trim at the present time and that there is quite a demand for dark woods. We find a very heavy demand for red gum in quartersawn and mottled, for both furniture and interior trim.

"We are also advised that a great deal of sap gum is being used, stained to imitate mahogany, and in conversation with a large interior trim manufacturer in Chicago, a few days ago, he advised me that a large percentage of his work was either in birch or gum."

OAK NEEDS ADVERTISING.

"During a recent visit with the furniture manufacturers we learned from good authority that demand for oak furniture has fallen off considerably and that brown woods are very much more popular. The oak market is anything but satisfactory now, as the prices at which stock is being sold are very low indeed, and when a sale is made it is practically a matter of swapping dollars.

"We believe the trouble with oak is that other hardwoods are being extensively advertised and exploited, while the opinion seems to prevail that oak is staple enough to maintain its prestige. However, the ones who have been so optimistic on this point should begin to realize that this wood must be kept before the public in the way of elaborate advertising if we expect it to keep pace with other cabinet and interior trim woods.

"LAMB-FISH LUMBER CO.,
"L. P. DuBose, sales manager."

OAK NEVER IN BETTER DEMAND.

"Yours of September 14 is a surprise to me. I have never known oak to be in better demand than it is right now, all kinds and grades, and your letter is the first intimation we have had that dark woods are having the preference. There have always been and always will be light, medium and dark finishes used. A great many people take chestnut and dress it because it has a flaky grain and then paint it black or a blue black or a darker brown.

"We are lower on oak today than we have been for the last ten years. Our stock is lighter. While we have a reasonable stock on hand, our dry stock is pretty well taken up; in fact, we always hold 300,000 or 400,000 feet for a half dozen big factories who have bought of us for years and want bone dry lumber, or we would not have that. We could not supply them if we had not driven people away from it.

"The lumber trade is good; low grade hardwood culls are bringing $15 to $18 for the roughest kind, what we used to call mill culls and, in fact, we have not got any, as we are sold up to the limit. Hardwood culls that used to bring $10 we have no trouble getting $15 and $18 for now. Of course, we may be a few dollars above country prices, on account of freight and the demand here, although we aim to sell our lumber here at railroad prices; and, in fact, we understand from everybody around the country that they have not got the stock.

"C. CRANE & CO."

OAK IS STILL FASHIONABLE.

"We note your remarks in regard to oak lumber going out of style, and that the preference of makers of furniture, interior trim, etc., seems to be more for dark woods, and that in consequence the demand for oak is getting very slow and that the price is very likely to be cheaper.

"We can only judge the market by our own experience. Up to the first of September of this year, we sold more oak lumber by at least 10 per cent did all of last year, and last year a great deal more than we did the year before last year that we have been in business we have been able to sell more oak lumber than we did the preceding year. Of course, we cannot help but feel that oak is still very fashionable. We do not think that there has been a time in the past ten years when the cheaper grades of oak were in better demand; we mean special size timbers, switch ties, crossing plank and things of that kind. You understand that this takes up quite a percentage of the oak logs, and we do not believe that the demand was ever better, or the price better, than it is right now.

"As regards the other grades of oak lumber, we do not think they are in quite as good demand as they have been at other times, but we have still been able to sell the oak lumber at a good price, and are getting more money now for it than we did last year, so we certainly have no occasion to feel discouraged about it at all. We believe that in the medium price furniture and the real cheap furniture they are not using quite as much oak as they used to, but we think that this has been more than offset by the demand for oak for other purposes. There is an immense amount of oak used by the automobile manufacturers. That is a new field entirely to the oak business, and, in addition to this, there has been an enormous increase in the use of oak flooring. We believe that these two things have offset the falling off in the use by the medium-priced and cheap furniture manufacturers.

"It must also be taken into consideration that, during the past year, the shipment of oak to foreign countries has been practically discontinued. The only lumber you can ship to the foreign countries is something that they must have, and as you have to get a permit to do it, there has not been any chance to ship any oak at all.

"We do not believe that oak lumber will get very much cheaper. If it does, it will have to get right back to its present price or better. The cost of getting out logs and manufacturing oak lumber is such that we do not believe that any manufacturer today could stand for very much of a cut in price without losing money, and we do not think that any of them would continue to do that for any length of time. There is quite a lot of walnut furniture being put on the market at present, but we do not think that anyone familiar with the lumber situation would believe that walnut could ever take the place of oak. The matter of supply will soon take care of the demand for walnut furniture.

"There is also quite a lot of gum being used where they used to use oak in the manufacture of furniture. However, as stated in the fore part of this letter, we believe that these items have been offset by the increased consumption in railroad material, in the manufacture of automobiles and such. However, we do not believe that the substitution of gum for oak will last very long. We really believe that business is going to be so good that there will be plenty of demand for all the gum and oak that is produced.

"The only real dull thing that we know of in oak is firsts and seconds quarter-sawed, and the percent that you get of this grade is so small that it would not hurt much if we did have to cut the price a little bit on it. We feel sure that our log run values of oak lumber will show at least a dollar increase over last year.

"THE MOWBRAY & ROBINSON CO.,
"By F. W. Mowbray."

NORTHERN HEMLOCK AND HARDWOOD EXHIBIT.

The Northern Hemlock & Hardwood Manufacturers' Association had most interesting exhibits at the Minnesota State Fair held during the first week of September and at the Wisconsin State Fair at Milwaukee during the second week of this month. The exhibit was especially arranged with a view of showing the practical uses of the various kinds of lumber manufactured by the members of this aggressive association and as such it created great interest among the thousands of visitors at the two expositions. The display was in charge of W. H. McDonald, the chief inspector of the association, whose knowledge of the various woods displayed is complete. The two official designs of the association, "Old Faithful Hemlock" and "Beautiful Birch," met the eye at several points with pleasing effect. Carefully arranged around the booth were various products of hemlock and hardwoods and placed on easels were samples of roofing made with the three grades of white cedar shingles, extras, standards and sound butts. In the hemlock part of the exhibit were specimens of hemlock lumber prepared for shipment to the retail trade, which included clear hemlock ceiling, No. 1 dimensions, flooring, shiplap, drop siding, moulding, casing and base. At one side of the exhibit was placed a silo, the inner and outer surfaces of which were made of inch matched stock and both the interior and exterior were creosoted.

In the hardwood portion of the exhibit there were a number of wide boards made of birch and finished in natural color. There were samples of brown ash and a collection of panels showing the finished stage in both natural and stained, of pine, brown ash, butternut, bird's-eye maple, curly birch, plain red birch, soft elm, northern hemlock, basswood, curly soft maple and curly red oak. There were also a number of doors in model size made of various hardwoods and finished in a variety of ways. There was a rack containing samples of twenty-three Wisconsin woods, ordinarily manufactured into lumber. These samples were numbered and a prize of $10 in gold was offered to any who guessed the most nearly correct the various woods.

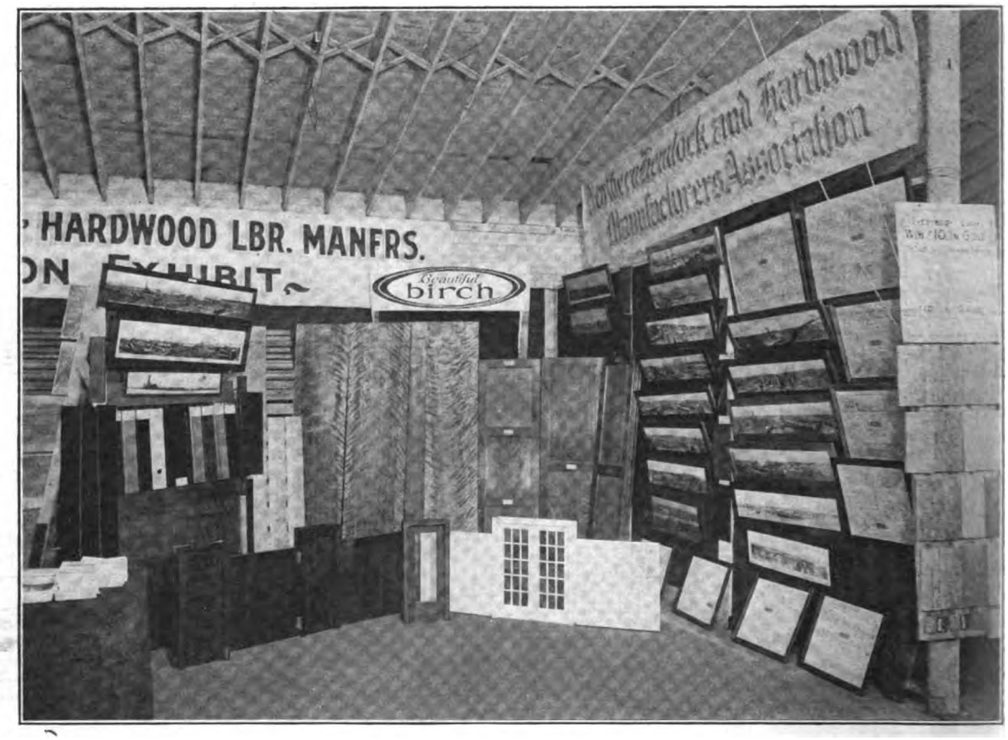

EXHIBIT OF NORTHERN HEMLOCK AND HARDWOOD MANUFACTURERS AT MINNESOTA STATE FAIR.

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Exhibits of Lumber at Northern State Fairs

At the recent Minnesota state fair held at St. Paul, Minn., the White Pine Bureau had some of the most attractive exhibits ever shown at any gathering of the kind. It comprised a group of suburban homes all built of white pine and comprising nine miniature houses designed on the scale of 1-inch to the foot. The houses were originally exhibited at the Building Material Exposition at Cleveland, Ohio, and were designed by Howe & Thomas, architects of Columbus, Ohio, specializing in suburban homes. There were landscapes surrounding these houses which were designed by one of the noted landscape architects of the country. There were trees and flowers and all the accompaniments of the modern country home, including grass, shubbery, walks, drives, pavements (wood block, of course), lights, statuary and inhabitants—necessarily of diminutive size.

The four buildings here presented represent respectively a residence of English architectural style, a typical American design, a Colonial residence and a reproduction of Mt. Vernon, with modern additions. The trees used in the exhibit were mostly real trees, which embraced 150 cedar trees, fifty Irish junipers, a number of Japanese cypresses and a number of box woods, elms, oaks, fruit trees, Lombardy poplars, many of these being also real trees. The entire exhibit represented a prosperous suburb of a large city and attracted a great deal of attention.

The exhibits as shown at the Minnesota fair occupied a large booth 56x64 feet in size and the nine buildings were illustrative of various styles of architecture, as follows:

Thatched Shingle Roof—English type.
Characteristic Modern American Type.
New England Colonial influence.
Dutch influence.
Adaptation from Washington's home at Mount Vernon—Southern Colonial.
An English Adaptation.
Victorian Country House.
Modified Colonial.

Additional exhibits were made by the Northern Pine Manufacturers' Association and by the Northland Pine Co. That of the former association displayed various grades of white and Norway pine, including samples of white pine in B and better, C select, D select, Nos. 1, 2 and 3 common, both rough and surfaced, C and D lap siding, 8 and 10-inch No. 2 shiplap and 8 and 10-inch No 3 shiplap. In Norway there were displayed Nos. 1, 2 and 3 common, both rough and surfaced and C and better. A number of cards were stationed around the booths bearing these legends:

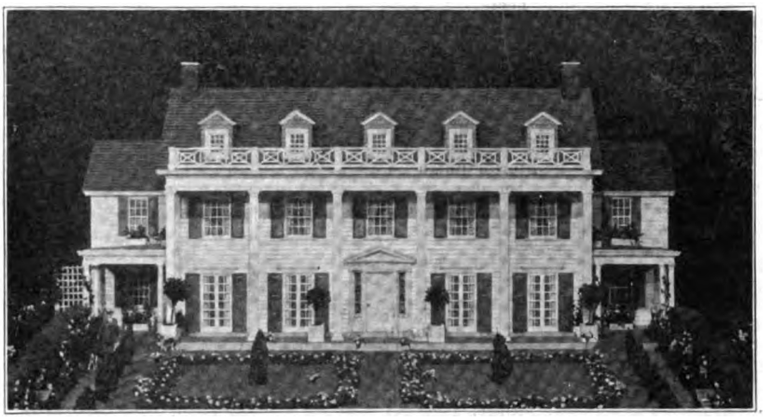
"White Pine—Plenty of It."
"The Pioneer's Choice."
"A Minnesota Wood."
"Holds Plant Perfectly——Stays Put."
"It Lasts Forever."
"The Daddy of 'Em All."
"The Wood That America Is Mostly Built Of."
"The King of Woods"
"Our Forefathers Choice."
"Norway for Dimension."
"Norway for Strength."

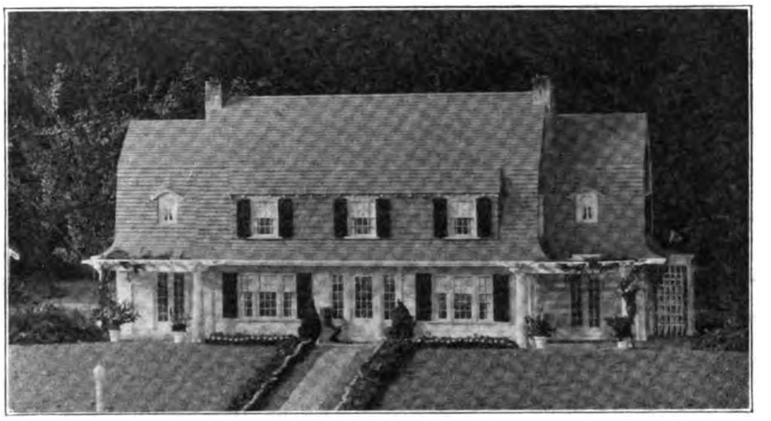
The exhibit of the Northland Pine Co. comprised a pergola effect at the entrance and a model house with natural surroundings in the center, besides panels on the side walls representing the various grades of lumber with varied finishes. This was such an interesting display that the company received a number of requests from officials of county fairs to install it on the grounds for exhibition.

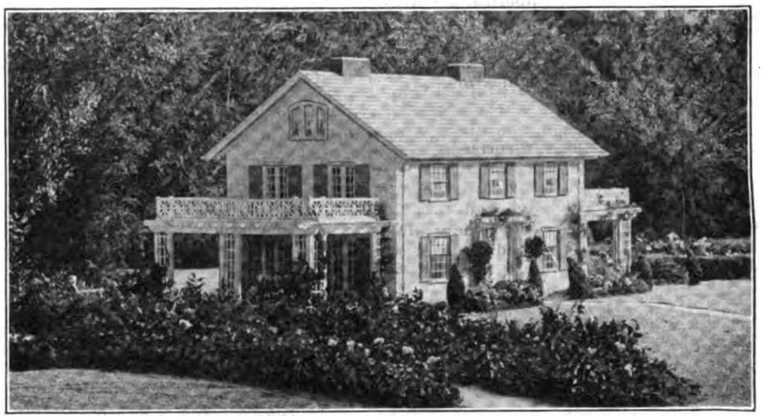
NEW STEAMER SERVICE TO CENTRAL AMERICA.

The New York & Cuba Mail Steamship Co., of which M. L. Schultz, 533 Marquette building, this city, is the western traffic agent, announces that on September 30 it will inaugurate a direct freight and passenger service from New York to the west coast ports of Central America and to Salina Cruz, Mexico, by way of the Panama Canal and will call at the following ports: Punta Arenas, Costa Rica; San Juan del Sur, Nicaragua; Corinto, Nicaragua; Amapala, Honduras; La Union, Salvador; Salina Cruz, Mexico; La Libertad, Salvador; Acajutla, Salvador; San Jose, Guatemala; Champerico, Guatemala; Coos, Guatemala.

Beginning September 30 there will be sailings every twenty-one days and every article of freight shipped will be carried through to destination without transshipment. This service will no doubt be of interest to many lumbermen who have Central American agents or who may contemplate entering that trade.







FOUR OF THE NINE MODEL HOUSES EXHIBITED BY THE WHITE PINE BUREAU AT THE MINNESOTA STATE FAIR HELD AT ST. PAUL, MINN., DURING THE FIRST WEEK IN SEPTEMBER.—NOTE THE MOUNT VERNON MODEL AT THE TOP.

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Personal News Notes

George D. Burgess, of Russe & Burgess, Inc., Memphis, Tenn., has been spending several weeks in Chicago and vicinity as a sort of vacation, although intermingled occasionally with a little business. He was accompanied by Mrs. Burgess and they were guests at a prominent south side hotel.

Dr. Hermann von Schrenk, the forestry expert, of St. Louis, Mo., was in Chicago September 15 and was accompanied by Mrs. von Schrenk. They were on their way home from an extended visit to various eastern cities and stopped over a day or so to visit with Chicago friends.

R. H. Downman, of New Orleans, La., president of the National Lumber Manufacturers' Association, was in Chicago on a brief business visit last Tuesday and Wednesday, devoting his time mostly to a meeting of the directors of the association, at which were discussed many important trade subjects.

Jesse W. Thompson, associated with P. F. Stone, wholesale hardwoods, Rockford, Ill., was in Chicago going and coming when on a trip to northern Michigan a few days ago, where he went in the interest of the business. Mr. Thompson reports very fair trade in the hardwood line.

E. G. Swartz, general manager of the Burton-Swartz Cypress Co., of Burton, La., and Perry, Fla., who has been stopping at the Moraine Hotel in Highland Park, Chicago's beautiful northern suburb, for several weeks and was accompanied by Mrs. Swartz, left for the south September 15. He expressed himself as being very much pleased with his summer sojourn on Lake Michigan's shores.

J. C. Remick, vice-president and general manager of the Cummings-Moberly Cypress Co., of Moberly, La., has been in Chicago recently, having been called north by a serious turn for the worse in the illness of his uncle, J. N. Cummings, president of the company, who has been in a sanitarium at Flint, Mich., for nearly two years. Mr. Remick reported the cypress business as being in fair shape, and said that both price and movement were satisfactory.

Frank N. Snell, general manager of the Louisiana Red Cypress Co., New Orleans, was in Chicago around the middle of the month on his return from a northern business trip, which he combined with a vacation visit to his old home in central Wisconsin. He was accompanied by Mrs. Snell and they spent some little time with their old friends, Charles and Will Kellogg, of the Kellogg Bros. Lumber Co., at Grand Rapids, Wis. Mr. Snell said that he had had some good fishing and tried to forget business, and consequently had not been in close touch with matters in the New Orleans office for a week or so.

The venerable D. R. Edwards, forty years known to the sawmill trade of Michigan and the south, called at the office of the LUMBER WORLD REVIEW one day last week to pay his respects. Mr. Edwards was well known in the machinery trade of the country for many years as a successful sawmill operator. He has now retired and is making a playtime of his ripening years. His chief invention in saw and wood working machinery lines was a ball-bearing cut-off saw for the special manufacture of wood blocks in sulphite fibre mills. One of his sons, D. W. Edwards has been superintendent of the Greenlee Bros. Co. at Rockford, Ill., for some time.

James L. Fraser, an old Chicago lumberman, for many years lately located in Milwaukee and prior to that with the Hines interests in northern Wisconsin, has recently returned to Chicago and is in charge of the sales department of the E. A. Engler Lumber Co., 1450 McCormick building, this city, to which location the company moved from the Lumber Exchange a few weeks ago. Mr. Engler is for the present looking after affairs at the mill at Beaudette, Minn., which is being operated actively. Mr. Fraser says that the business of the company is excellent and that orders for white pine are almost in excess of the ability to supply them. The company's new telephone number is Harrison 118.

Geor[illegible]rnsworth, president of the Oconto Co., [illegible]Exchange building, this city, has j[illegible] trip to the company's mills, [illegible]Mich., and Oconto, Wis. He [illegible]pply of woodsmen and mill [illegible]ooler weather approaches and says that the prospects for a good trade are promising.

R. B. Goodman, of the Goodman Lumber Co., Goodman, Wis., was in Chicago last week in attendance upon a meeting of the directors of the National Lumber Manufacturers' Association.

John W. Blodgett, of Grand Rapids, Mich., treasurer of the National Lumber Manufacturers' Association, was in town last week, Tuesday and Wednesday, attending a meeting of the directors of the association.

R. M. Tidball, for many years one of the leading lumber dealers at Lincoln, Neb., and well known throughout that state, visited relatives in Chicago a few days around September 15. Mr. Tidball sold out his business at Lincoln a year or more ago and since that time has been taking life easy. He had just returned from a several weeks' eastern trip.

STATUS OF HOUSTON BROS'. AFFAIRS.

The business of George T. Houston & Co., of Chicago, and Houston Bros., of Vicksburg, Miss., is temporarily conducted by a creditors' committee, consisting of the following personnel: Ralph Van Vechten, chairman; vice president Continental & Commercial National Bank; John P. Oleson, vice president First National Bank of Chicago; C. H. Harbert, W. T. Rickards Co., Chicago; Henry R. Platt, counsel, Mayer, Meyer, Austrian & Platt, Chicago; Arthur P. Kemp, secretary of committee, assistant cashier First National Bank of Chicago.

Frederick H. Wickett, senior member of the firm of Wickett, Walker & Wegg, in the Corn Exchange National Bank building, and William Wilms, who until recently has been connected in an executive capacity with the Paepcke-Leicht Lumber Co. and Chicago Mill & Lumber Co., are in charge of the business.

A recent investigation of the affairs by William Wilms has disclosed that the assets of the firm and its subsidiaries in the aggregate, on a very conservative basis, are equal to more than three times the entire indebtedness, and the creditors' committee feels confident that all debts will be discharged in the near future.

All current obligations will be met promptly and plans for reorganization of the business are at present under consideration.

A CONFERENCE OF GRADING COMMITTEES.

The grading committees of the Northern Hemlock & Hardwood Manufacturers' Association and of the Michigan Hardwood Manufacturers' Association held a joint conference at the Hotel Sherman, Chicago, on Friday, September 15, with about a dozen members of the boards of directors and official representatives of the two associations present.

The session lasted practically all day. The primary question discussed was the probable action of the two groups of northern manufacturers regarding the proposed changes in the grading of hardwood lumber. Each of the two grading committees presented comprehensive reports of their investigations, and these reports were analyzed and amended in accordance with the ideas and suggestions of the various manufacturers present. Of course northern woods only were discussed, and the work of the two committees was with the object in view of just what grading rules would be best adapted to the marketing of the hardwood lumber produced in Wisconsin and Michigan, and also the best method under which they could be put into commercial practice were the changes to be determined upon.

The rough draft of the proposed rules agreed upon will not be published at present, it being the opinion of the committees that they will first submit these rules to a joint meeting of the Michigan and Wisconsin associations, which will be held probably during the latter part of October, and at which time the matter will be thoroughly worked out.

OBITUARY

W. H. MYLREA.

William H. Mylrea, for some years past identified with various phases of the lumber business in the Wisconsin valley, with headquarters at Wausau, Wis., died at his home in that city last week at the age of sixty-four years. Mr. Mylrea had been in declining health for the last two years and recently had been confined to his residence. In the late 90's he served a term as attorney-general of Wisconsin and was rated high as a lawyer. After the conclusion of his term of office he resided in Chicago for a year or more, but later returned to Wausau. He then became interested in the Wausau Box & Lumber Co. and other timber and lumber enterprises. He was also secretary of the Wisconsin Valley Advancement Association. The deceased is survived by his wife, who was a Miss Ostrander, of Milwaukee, and one son, John D. Mylrea, general manager of the Langlade Lumber Co., at Antigo, Wis. The funeral services were held at Wausau under Masonic auspices.

J. W. DEMPSEY.

Tacoma, Wash., Sept. 18.—After an illness of several months, J. W. Dempsey, treasurer of the Dempsey Lumber Co., of this city, and an officer in several other corporations, died at his home in Tacoma on September 15.

Mr. Dempsey is survived by his widow, Mrs. Helen Elizabeth Dempsey, two daughters, Miss Dorothy and Miss Dickie Dempsey, his father, James Dempsey, of Manistee, Mich., five brothers, Lewis, of Chicago, Frank, of Detroit, Mich., Neal, J. J., and L. T. Dempsey, of Tacoma, and five married sisters.

Mr. Dempsey was born at Manistee, Mich., in 1867, and at an early age entered the lumber business with his father, a prominent and successful manufacturer. In 1896 he married Helen Elizabeth Ramsdell, of Manistee.

Besides being treasurer of the Dempsey Lumber Co., one of Tacoma's largest mills, Mr. Dempsey was president of the Saginaw & Manistee Lumber Co., of Williams, Ariz.; president of the Lebanon Traction Co., of Indiana, and vice-president of the Wabash Screen Door Co.

Mr. Dempsey's funeral was held in Tacoma, September 17, and was attended by lumbermen from all parts of the Pacific northwest.

ROBERT RUTHERFORD SHOT AND KILLED.

Little Rock, Ark., Sept. 20.—Robert L. Rutherford, 48 years old, and a well known lumberman, planter and oil and gas prospector, was shot and instantly killed on his plantation, near Pine Bluff, about 11 o'clock yesterday morning, by a negro tenant, who is said to have become enraged because Mr. Rutherford scolded him for spending his money for whiskey instead of paying his debts. The negro used a double-barreled shotgun, and Mr. Rutherford's face and head were riddled with buckshot.

As soon as the report of the killing reached Pine Bluff a posse of officers and many friends of Mr. Rutherford started in immediate pursuit of the slayer, but so far his capture has not been reported. Officers over the state have been notified and are on the lookout.

Mr. Rutherford was a brother of the late John E. Rutherford, the capitalist and lumberman of wide acquaintance, who died a few years ago. Robert Rutherford was engaged in the lumber business with his brother before his death, but since the old Bluff City Lumber Co. went out of business Robert had been engaged in farming. He owned a large farm southeast of Pine Bluff, and had recently become convinced that oil and gas might be found there. He had organized the Jefferson Oil Co., which has recently started a well on the Rutherford plantation. Mr. Rutherford is survived by his wife and four children.

JOHN V. BEEKMAN.

New York, Sept. 15.—John V. Beekman, for many years connected with the Lidgerwood Manufacturing Co., passed away at his home in Plainfield, N. J., September 11.

Mr. Beekman was born in 1842 at Somerville, N. J. About 1870 he engaged in the manufacture of rotary engines, pumps, etc., being a member of the firm of John A. Lighthall, Beekman & Co., with works at Inlay street, Brooklyn, N. Y. This company was absorbed by the Lidgerwood Manufacturing Co. in 1873, Mr. Beekman assuming charge of the works of that company, and was the inventor of many improvements in hoisting engine design.

Mr. Beekman gradually withdrew from active participation in business about ten years ago, devoting his later years to outdoor pleasures, becoming an enthusiastic motorist and golfer, being a member of several golf clubs, and a familiar figure on the golf course at Pinehurst, N. C., where he spent his winters.

For many years Mr. Beekman had been a member of the American Society of Mechanical Engineers.

Mr. Beekman's death is keenly felt by his surviving family, and by many of the men with whom he was formerly associated.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

DUTIES OF THE NEW TARIFF COMMISSION.

Washington, Sept. 18.—After years of fighting for and against a tariff commission, congress has enacted into law a measure which provides for the establishment of the United States Tariff Commission. This commission, if it follows the precedent laid down by the foreign tariff commissions, especially that of France will act in an advisory capacity to congress which will still have the deciding voice in the matter. It will, however, provide a capable body with abundant time to scrutinize objections to or petitions for increases or decreases in duties to be levied upon goods coming into the United States.

As the measure has passed congress it provides for six members, not more than three of whom shall be of one political party, and the terms of office running from two to twelve years from the date of the passage of the act, all subsequent appointments to be for terms of twelve years of service. Unlike the Interstate Commerce Commission the chairmanship of this commission and the vice chairmanship are to be designated annually by the president.

The salary of the membership is one of the unsatisfactory features of the bill for the reason that it will be exceedingly difficult to get competent, broad minded, internationally informed men who will be willing to devote their services exclusively to the work of this commission for $7,500 a year. The principal office of the commission is to be in Washington, but meetings may be held in other places as occasion arises. Agents may be designated to carry on investigations not only in the United States but in foreign countries.

The duties of the commission will be to investigate the administration and the fiscal and industrial effects of our own law. Then they will be expected to investigate the relations which may exist between the rates of duty on raw materials and finished or partly finished products, the effects of ad valorem and specific duties and of compound specific and ad valorem duties; they will undertake to consider questions bearing on the arrangement of schedules, the classification of articles in the several schedules and, in fact, a general investigation of customs laws, their relation to the federal revenues and their effect upon the industries and labor throughout the United States.

It is expected to transfer to this commission the present cost and production division of the Bureau of Foreign and Domestic Commerce. It will also have power to investigate all tariff relations between the United States and foreign countries, including alliances and preferential provisions.

The commission is given extensive power to investigate the records of any firm or business corporation which may be under investigation, but the penalty for disclosing such information is a fine of $1,000 or imprisonment for one year or both. It may thus be considered that one's private interests, while they may become government property, are not in danger of being made known to trade opponents.

THE PASSAGE OF THE SHIPPING BILL.

Washington, D. C., Sept. 20.—The president's approval here a few days ago of the shipping bill marks a definite step forward toward the restoration of the American flag to the high seas. No longer can a combination of foreign and domestic shipowners destroy independent competition under the American flag on the high seas through the practice of "fighting ships," because it is outlawed by the present act.

The bill gives the shipping board $50,000,000 for the purpose of constructing and purchasing merchant ships suitable for naval auxiliaries and for the commerce of the United States. It is not expected that $50,000,000 will create a sufficient American merchant marine, but this money can be expended by the shipping board so as to greatly stimulate ship building in this country.

The bill also gives the board power to lease or sell to American citizens the ships built with the $50,000,000 appropriation, retaining in the government the right to re-possess itself of these ships under fair conditions whenever they are needed for naval or military purposes.

The bill further gives the board power to establish lines of steamships to South America and other places under conditions that do not interfere with private enterprise in the shipping field.

LUMBER REPORT ALMOST READY FOR THE PRESS.

Washington, D. C., Sept. 20.—It is understood that the general summary of the lumber report, which has been under way for months by the Forest Service, has just within the past few days been sent to the Secretary of Agriculture for his official signature. It is thought that it will receive his signature in a short time. Many parts of the report have not been completed, but the part of the report now in the hands of the Secretary contains the "meat" of the investigation.

According to officials at the Service, the report, when it is finally completed, will probably be published in ten volumes.

FORESTRY APPROPRIATIONS MADE BY CONGRESS.

Washington, D. C., Sept. 21.—There were comparatively few changes in the appropriations for the Forest Service during the session of congress just ended. The amounts of previous years have been, generally speaking, re-appropriated, making provision for continued administration, protection and development of the national forests and for varied investigations relating to the practice of forestry and the utilization of forest products.

Provision was made for the continuation of the appropriated by the Weeks law for similar purposes, through an appropriation of $3,000,000; $1,000,000 for the fiscal year 1917, and $2,000,000 for the fiscal year 1918. Of the original $11,000,000, appropriated by the Weeks Law for similar purposes, only $8,000,000 could be spent, owing to the limitations of time on the use of the first installment of the sum.

In addition to the sums appropriated in the agricultural act for the support, maintenance, and development of the national forests, the federal aid road act provides the sum of $10,000,000, or $1,000,000 annually for 10 years, for the construction and maintenance of roads and trails within or partly within the national forests. One of the objects in constructing these roads is to bring the resources of the regions into productive use and to assist the communities in improving means of communication to markets at a time when they themselves are unable to construct proper roads.

ANNOUNCEMENT OF FALL MEETING OF THE APPALACHIAN LOGGING CONGRESS.

The fall meeting of the Appalachian Logging Congress is announced for October 18 and 19, 1916, at the Atkin Hotel, Knoxville, Tenn. Officers are to be elected, and other business transacted; subjects of general interest and subjects of special interest to the members will be discussed.

October 20 will be spent by the members and their guests in a trip to the logging operation of the Little River Lumber Co., at Townsend, Tenn.

INTERSTATE COMMERCE COMMISSION HEARINGS

The following lumber hearings are now on the docket of the commission for hearing between now and our next issue:

On September 26, at Chicago, Ill., before Examiner Spethman, in I. & S. Docket No. 863, concerning lumber rates from Indiana stations.

On September 27, at Spokane, Wash., before Examiner Disque, in case No. 8648 of the Sand Point Lumber & Pole Co. against the Northern Pacific, et al.

On September 28, at Spokane, Wash., before Examiner Disque, in case No. 8858 of the Potlatch Lumber Co. vs. the W. I. & M., et al.

On September 30, at Houston, Texas, before Examiner McCawley, in case No. 8925 of the Houston Tie & Lumber Co. vs. Morgans Louisiana R. R. & S. S. Co., et al.

On October 2, at Seattle, Wash., before Examiner Disque, in case No. 8853 of the Canyon Lumber Co. vs. the Great Northern, et al.

On October 2, at Chicago, Ill., before Examiner Spethman, in case No. 8965 of the Hilgrad Lumber Co. vs. the C. & E. I., et al.

On October 5, at Portland, Ore., before Examiner Disque, in case No. 8793 of the West Coast Lumbermen's Association, et al. vs. the A. & Wn., et al. Also in case No. 8819 of the same association against the B. & A., et al.

INTERSTATE COMMERCE COMMISSION MISCELLANEOUS

The commissioners have granted application No. 10784 of E. B. Boyd, Agent on behalf of carriers parties to his I. C. C. tariff No. A-668, authorizing them to establish rates on mahogany and cedar lumber and logs, when from Havana, Cuba, from shipside Keywest, Fla., to points in Indiana, Ohio, Illinois, Kentucky Michigan Iowa, Missouri, and Wisconsin, which will equalize the rates available on the same traffic via the port of Mobile, Ala.

The Shreveport Chamber of Commerce has been permitted to intervene, by the commission, in case No. 8711 of the Crossett Lumber Co. vs. the Arkansas & Louisiana Midland Railway Co., et al., on behalf of the Western Silo Co.

CONFERENCE OF SAWMILL MANAGERS AT DE RIDDER, LA.

New Orleans, La., Sept. 19.—The conference of saw mill managers, headgraders, superintendents and other employees of subscribers to the Southern Pine Association, held at De Ridder La., Sept. 15 and 16, was unprecedented in attendance, it having reached the mark of 70 individuals, representing 18 mills.

The purpose of these meetings is to bring about closer relations between the individuals on whom the responsibility for grades rests, to the end that there be greater uniformity and efficiency in the grading of southern yellow pine. These meetings have always proven a source of considerable interest and benefit to those present, this fact being clearly demonstrated by the continually increased attendance.

There will be another meeting of a similar character in Laurel, Miss., on Friday and Saturday, Sept. 29 and 30. A special feature of this gathering will be an opportunity accorded all present to see a lumber branding machine in actual operation. One of these machines has been installed at the Eastman-Gardiner plant. The branding of timber is another step of the Southern Pine Association to guarantee the stock of its subscribers.

NEW SHIPBUILDING COMPANY IN TACOMA.

Tacoma, Wash., Sept. 20.—Announcement of plans for the immediate construction of a new shipyard in Tacoma was made September 18 by John Martinolich of Dockton, who has been building ships at that port for a number of years. The new company, which will be known as the Northern Shipbuilding Co., has leased a site on the tidelands of Commencement bay and will begin operations at once. Wooden ships will be constructed at first and later steel vessels will be built at the company's yards.

Mr. Martinolich states that the new company has orders for a number of vessels. He has built several of the passenger boats now in use on Puget Sound and expects to construct several lumber schooners at the new yards. The coming of the Northern company gives Tacoma three shipbuilding concerns.

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Business Changes, Incorporations and Fires

New Concerns

Jersey City, N. J.—Kieswetter Brothers Co., to deal in lumber; $100,000 capital. Norman R. Wynne, Otto Kieswetter, Louis F. Kieswetter.

Huntington, W. Va.—The Ackerman Lumber & Manufacturing Co.; $25,000 capital. S. D. Smith, W. C. Wilson, Williams Isaacs, W. T. Ackerman, F. E. Ackerman and A. W. Ackerman, all of Huntington.

Johnson City, Tenn.—Southern Lumber Co.; $10,000 capital. E. C. Wallin, E. F. Steel, Will L. Lewis, J. Stanley Brown and S. E. Miller.

Cleveland, O.—The Great Lakes Timber & Logging Co.; $50,000 capital. J. E. Morriss.

Victoria, B. C.—The Northern Pacific Logging Co., Ltd.; $25,000 capital.

New Westminster, B. C.—The Dominion Shingle & Cedar Co., Ltd.; $45,000 capital.

Stanwood, Wash.—The Hayland Mill Co.; $9,000 capital. A. W. Hayland, H and A. Lovgren.

Seattle, Wash.—The Hylebus Logging Co.; $2,500 capital. G. L. Sibert and A. E. Campbell.

Seattle, Wash.—The Three Ply Veneer & Box Co.; $500,000 capital. J. H. Moore, W. T. Coleman and N. M. Veder.

Savannah, Ga.—The Georgia Shipbuilding Co.; $50,000 capital.

Ashley, Okla.—The Farmers' Grain, Lumber & Coal Co.; $5,000 capital. I. T. Strickland and others.

Paris, Tex.—The Boland Lumber Co.; $10,000 capital. J. M. Braswell and others.

Tacoma, Wash.—The Marine Lumber Co.; $100,000 capital. M. P. Leach, F. A. Leach and F. G. Skewis, of Tacoma.

St. Louis, Mo.—The Luxora Cooperage Co.; $40,000 capital. Charles Wunderlich, George W. McBride, Paul T. Bolz and George E. Carter, of Luxora.

Jersey City, N. J.—The Pacific Lumber & Navigaton Co.; $100,000 capital. R. A. Ban Voorhis, Jersey City; A. R. Oakley and Paul Brilsch, of Brooklyn, N. Y., and others.

La Porte, Ind.—The Broadway Lumber & Supply Co.; $60,000 capital. Harry W. Richter, John C. Richter and Max L. Kline.

Alexandria, La.—The Alexandria Lumber & Supply Co.; $20,000 capital. Robert Stack, president; E. W. Brown, vice-president; J. C. Fingerle, secretary-treasurer.

Duluth, Minn.—The Northern Lumber & Coal Co.; $500,000 capital. Walter T. Wright, of Duluth; Charles W. Radford, of Oshkosh; James A. Robb, of Eveleth, and Frank S. Colvin, of Biwabik.

Seattle, Wash.—Tilton River Lumber Co.; $500,000 capital. E. E. Jones and J. K. McDowell.

Tampa, Fla.—Hillsborough Lumber Co.; $100,000 capital. J. L. Greer, president; A. H. McFarlan, vice-president; N. Powers, secretary-treasurer.

Raymond, Wash.—The Guaranty Shingle Co.; $20,000 capital. W. S. Tucker and E. M. Withrow, of Tenino.

Paducah, Ky.—Ferguson Hardwood Co.; $250,000 capital. John K. Ferguson, S. Mall and J. D. Mocquot.

Wakefield, Mich.—Sunday Lake Lumber Co.; $5,000 capital.

Hattiesburg, Miss.—The Silver Lumber Co.; $20,000 capital. C. O. Eure, A. E. Harbison and R. W. Dunn.

New Orleans, La.—The A. J. Higgins Lumber & Export Co., incorporated out of the business heretofore conducted under the management of A. J. Higgins. The company will move to the fifth floor of the Hibernia building. W. M. Cady, president; J. G. McNary, vice-president; A. J. Higgins, secretary, and S. L. Belknap, assistant secretary and manager.

Chicago, Ill.—Treece Lumber Co.; $25,000 capital.

Seattle, Wash.—The A. W. Miller Lumber Co.; $50,000 capital. A. W. Miller, O. S. Larson and R. A. Ballinger.

Aberdeen, Wash.—North River Shingle Co.; $5,000 capital.

Boston, Mass.—Whittle Manufacturing Co., to conduct a general woodworking business; $10,000 capital. Thomas J. Hannon, president; William G. Mason, treasurer; E. Najarian.

New Albany, Ind.—Floyd County Veneer Mills; $10,000 capital. George B. Lapping, Guy W. Theis and Robert A. Lapping.

Gary, Ind.—Lake County Lumber & Supply Co.; $60,000 capital.

Newdale, Ida.—Fleischmann Lumber Co.; $25,000 capital.

New Mills

McNary, La.—Announcement is made that the new Cady mill at McNary will be completed about October 15.

Newberry, Mich.—A. M. Chesbrough, of Toledo, O., and others will build sawmill here.

Augusta, Ga.—The J. M. Card Lumber Co., of Chattanooga, Tenn., contemplates building sawmill here.

Elmina, Tex.—The Walker County Lumber Co. will build mill; has let contract for circular and gang equipment for daily capacity of 100,000 feet.

New Westminster, B. C.—The Marsh-Hutton-Powers Co. is building a shingle mill here.

New Westminster, B. C.—The Acorn Lumber & Shingle Co. is building shingle mill.

Hamlet, N. C.—The Clark-Rhodes Lumber Co., of Richmond, Va., will establish a sawmill.

Baker, Ore.—The Oregon Lumber Co. will rebuild mill recently burned.

Manistee, Mich.—The Michigan Lumber Co. has begun the erection of a sawmill.

Superior, Wis.—The Superior Box Co. has begun work on a new bolt sawmill, which, when complete, will cost in the neighborhood of $15,000 and will have a capacity of about 50,000 feet per day.

Willard, N. C.—The Williams-McKeithan Lumber Co. has started the construction of a modern planing mill.

Elcho, Wis.—The Chas. W. Fish Lumber Co. has begun the erection of a new sawmill. It will be single band mill with capacity of at least 25,000 feet daily.

Pyatt, Ark.—The Redus Lumber Co. will rebuild its planing mill recently burned.

Goldsboro, N. C.—The Virginia Box & Lumber Co. will build box factory. W. T. Hunter, manager.

Business Changes

Batesville, Ark.—A. M. Pease has moved from Mills, N. M., to Batesville, and purchased the Wasson Lumber Co.

Chicago, Ill.—The Lincoln Sash & Door Co. has increased its capital from $30,000 to $40,000.

Mena, Ark.—A. H. Scoggin, of the Scoggin Lumber Co., has sold his interest to W. J. Lauck.

West Palm Beach, Fla.—The Dade Lumber Co. has been succeeded by the Home Lumber & Supply Co.

Moran, Mich.—Emil Albrecht has purchased a one-third interest in the business of the Standard Post & Tie Co.

Jackson, Miss.—The Yellow Pine Lumber Co. has removed its offices to Brandon, so as to be near its sawmilling interests.

Poplarville, Miss.—J. E. Williams has sold his sawmilling business to M. M. Hull and W. W. Wells, who will rebuild the mill and add a dry kiln.

Turton, S. C.—The Atlas Lumber Co. has been succeeded by C. D. Derr.

Seattle, Wash.—The O. Wollenweber Co. has removed to Portland, Ore.

Denver, Colo.—J. F. Gresly & Co. have sold out to J. E. Hanson & Co.

Cairo, Ill.—The Illinois Lumber Warehouse Co. has increased its capital to $20,000.

Blairstown, Ia.—Charles E. Grunewald has sold out to Dennison & Partridge.

New Duluth, Minn.—The Northern Lumber & Coal Co., recently organized at Duluth, has purchased the business of the Colvin-Robb Lumber Co.

Watertown, Minn.—The Midland Lumber & Coal Co. has sold out to H. C. Wolfarth.

Greensboro, N. C.—The Newport Lumber Co. is now known as the Newport Manufacturing Co.

Waxahachie, Tex.—The H. D. Timmons Lumber Co. changed name to D. H. Thompson Lumber Co.

Columbus Junction, Ia.—Reaney & Eliason have sold out to the Eclipse Lumber Co., of Clinton.

Ocheyedan, Ia.—Glade & Shuttleworth have changed name to Glade Lumber Co.

Nenzel, Neb.—McKenna Bros. have sold out to the Nenzel Lumber Co.

Omaha, Neb.—Ellingwood & Wilkes are succeeded by D. E. Ellingwood.

Hamlet, N. C.—J. A. Williams has sold out to Adams & Graham.

Minneapolis, Minn.—Olsen & Serley have changed name to the Olsen & Serley Sash & Door Co.

Chicago, Ill.—The Grand Avenue Lumber Co. has increased its capital from $2,500 to $12,000.

Kennedy, Ala.—Bell & Holloman have changed style of their firm name to Mud Creek Lumber Co. J. E. Bell, proprietor.

Jerseyville, Ill.—Alexander C. Robb has sold out to the F. R. Miller Lumber & Coal Co.

Ollie, Ia.—Stahl & Bottgar have sold out to the W. H. France Lumber Co.

Hutchinson, Kan.—C. A. Sanders has changed style of firm name to C. A. Sanders Lumber Co.

Niles, Ohio—The National Supply & Construction Co. has sold out its planing mill and lumber yard to the Western Reserve Lumber Co., of Warren.

Nashville, Tenn.—The Morford Lumber Co. has sold out to the J. M. Whitson Lumber Co.

New York—Wistar, Underhill & Nixon, of Philadelphia, have opened a branch sales office at 280 Madison Avenue.

Hot Well, La.—The Boyce Lumber & Realty Co. has removed its saw mill from Boyce to this place.

Cairo, Ill.—The C. M. Kellogg Lumber Co., of Chicago, has moved its yard from Memphis, Tenn., to this city.

Demopolis, Ala.—The Chickasaw Lumber Co. has increased its capital stock to $28,500 and reorganized with the following officers: H. L. Wood, president; E. D. Ward and D. H. Stubbs, vice-presidents; L. L. Schertzer, secretary, treasurer and general manager.

Fires

Baker, Ore.—Fire destroyed the sawmill of the Oregon Lumber Co., causing loss of $40,000.

Nadeau, Mich.—Fire destroyed the sawmill of the Nadeau Bros., entailing loss from $12,000 to $15,000. Will not rebuild.

Van Hook, N. D.—Property of the Bovey-Shute Lumber Co. damaged by fire to the extent of $30,000.

Seattle, Wash.—The Lake Union Shingle Co. visited by fire which caused a loss of $1,500; insurance fully covers loss.

Dendron, Va.—A fire at plant B of the Surry Lumber Co. caused damage of many thousands of dollars.

Robinson Point, Fla.—The sawmill, planing mill, lumber sheds, dry kilns, boiler house and 200,000 feet of lumber of the Robinson Point Lumber Co. burned; total amount of loss not given but exceeds the insurance of $12,000.

Nadeau, Mich.—Saw mill of Nadeau Bros. burned. Will not rebuild.

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News Miscellany of the Lumber World

South Atlantic News

JACKSONVILLE, FLA.

Jacksonville, Fla., Sept. 20.—An important company and enterprise, to be known as the Zellwood Produce Co., has been organized in Orlando, and will supply articles of incorporation at a later date. The capital stock is named at $500,000, and the place of business will be Zellwood, Orange county, and New York city.

The incorporators named are Charles Libarle, Locust, N. J.; Albert E. Hartcorn, New York city, and Charles H. Jones, Zellwood. The business to be carried on includes the purchasing of timber lands, manufacturing barrels, boxes, etc.

According to members of the Adams Lumber Co., of Hallandale, lumber is on a boom. They are preparing for heavy business this winter. Thousands of feet of lumber is being shipped from this mill every week to different towns on the east coast. E. P. Maule & Co. are also shipping many carloads of lumber each week.

* * *

PENSACOLA, FLA.

Pensacola, Fla., Sept. 20.—The largest cargo of mahogany logs ever consigned to an American port will be unloaded in Pensacola, Fla., within the next few weeks by the schooner Omnion, of the C. C. Mengel fleet. Six ships of the line are now in operation, and one is being built in Bath, Me.

A cargo of mahogany logs is due on the E. O. Saltmarsh early in November, and with the launching of the four-mast schooner in the same month, the business at Pensacola will be greatly increased. The schooner Hornet is now unloading a big cargo of mahogany logs.

S. L. Frazier, general manager of the company, says that Pensacola will be used exclusively for unloading the logs.

The American schooner Hornet has arrived in this port from Frontera, Mexico, where she will discharge a cargo of 575 mahogany logs. The logs are being unloaded direct from the schooner to flat cars for interior shipment. The Hornet is a large boat and consigned to take mahogany logs from Mexico to Pensacola.

* * *

ASHEVILLE, N. C.

Asheville, N. C., Sept. 16.—The Williams-Brownell Planing Mill Co. is increasing its capacity, and is now building a large dry kiln of the Moore moist air type. The new kiln will be completed about the middle of September.

Williams-McKeithan Lumber Co. is starting the construction of a modern planing mill at Willard. The company is also building a large dry kiln of the Moore moist air type. W. B. Harris, vice-president of the company, recently closed a contract for a large body of fine timber in Duplin county, this state, and has recently built several small mills. General Superintendent S. E. Lindsay, East Durham, N. C., is in active charge of the company's interest in the Carolinas.

The Champion Lumber Co., one of the largest corporations in the south, has been declared bankrupt by Federal Judge Boyd at Greensboro. Liabilities are estimated at from $4,000,000 to $6,000,000 and assets are not listed. The court ordered the operation of the company continued.

Inland Empire News

SPOKANE, WASH.

Spokane, Wash., Sept. 19.—Heavy shipments of lumber, sheep, cattle, wheat and fruit are being made from Spokane east over all railroads. Spokane building operations have been increasing steadily since the first of the year, the permits the first eight months being $280,649 in excess of those for the corresponding period of 1915. "There have been some important developments in the lumber situation during the last month," states the monthly trade report, issued for Spokane and tributary territory by the local office of R. G. Dun & Co. "While of late the price has been somewhat disappointing, ascribed in part to the short crops in the prairie states, shipments of Inland Empire mills for the first half of 1916 show a material increase over those of last year, and business has been done at much better prices."

* * *

KALISPELL, MONT.

Kalispell, Mont., Sept. 20.—C. B. March, general manager of the State Lumber Co., returned this week from a business trip to Spokane, and other points of the Inland Empire. Mr. March states that their mill is running on a day shift only, and that they have several million feet of logs in storage to keep their plant in operation as late as weather conditions will permit. They expect to manufacture approximately 12,000,000 feet this season, and their shipping department is being worked to full capacity, and the outlook is encouraging for a good fall trade.

A. E. Boorman, chief fire warden for the Northern Montana Forestry Association, returned this week from an inspection trip, covering the territory within the boundaries of the co-operative fire districts. Mr. Boorman reports that the forests are in good condition, and is of the opinion that very little difficulty will be experienced this year in handling the fire situation.

C. B. Roberts, of the Lincoln Logging & Lumber Co., Fortine, Mont., returned this week from a business trip to Seattle and other points on the coast. Mr. Roberts states that the output of their plant is being handled by the Boorman Lumber Co., which operates a string of retail yards in eastern Montana, and owing to the strong demand for lumber in that district, he expects that their usual output will be greatly increased this year, and that they will operate their mill as soon as weather conditions will permit.

George Pilling, auditor for the Rogers-Templeton Co., with headquarters at Great Falls, visited the mills of this district this week on matters of business pertaining to his company.

Central Southern News

BIRMINGHAM ALA.

Birmingham, Ala., Sept. 15.—Everything indicates that lumber has assumed a firm and permanent basis with prices very satisfactory. Sales are good, and movements are hampered very little by the car shortage in this district. There is considerable activity in lumber circles. From all parts of the state reports are encouraging. Optimistic news comes from Perry county. All of the smaller mills there are reported operating on full time. The Moundville Lumber Co. is taking the product of all of the smaller mills in that section.

The Marion Cooperage Co. at Marion, in that county, is running full time, with a fine pay roll. Several stave mills will be added to the ones now in operation, within 90 days. A great many cross ties are being cut in Walker county.

John Price, a Louisiana farmer, is in Birmingham seeking a location for a wagon factory which will employ several hundred men.

The Pine Belt Lumber Co., located at Pine Belt, near Selma, has placed a contract with the L. Moore Dry Kiln Co., of Jacksonville, Fla., to increase its dry kiln capacity and put in the Moore moist air system of drying.

* * *

MOSS POINT, MISS.

Moss Point, Miss., Sept. 22.—A new enterprise is the White Veneer and Manufacturing Co.

W. M. White, who will be president and principal owner of the above company, now under process of incorpora-

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J. N. MOORE, Kelso, Wash.
O'NEIL GOWAN LUMBER CO., 203 Savage-Scofield Bldg., Tacoma, Wash.
M. R. SMITH LUMBER & SHINGLE CO., 1307-08 R. A. Long Bldg., Kansas City, Mo. Toledo, Ohio. Western Office: 953 Stuart Bldg., Seattle, Wash.
MUKILTEO SHINGLE CO., Everett, Wash. Sales Agent: Pacific Timber Co., Everett, Wash.
ST. PAUL & TACOMA LUMBER CO., Tacoma, Wash.
STEARNS LUMBER & SHINGLE CO., Stearnsville, Wash.
SUNSET SHINGLE CO., Montesano, Wash.
THREE LAKES LUMBER CO., Three Lakes, Wash. Eastern Office: 1401 Long Building, Kansas City, Mo.
THURSTON-FLAVELLE LUMBER CO., Port Moody, B. C.
VANCOUVER CEDAR MILLS, LTD., Vancouver, B. C. Eastern Offices: Chas. Plant, 251 McKnight Bldg. Minneapolis. R. L. Andres, 343 So. Dearborn St., Chicago, Ill.
WESTMINSTER MILL CO., LTD., New Westminster, B. C. Sales Office: Coast Central Mill Co., New Westminster, B. C.
THE WILCOX SHINGLE CO., Aberdeen, Wash.
WOOD & IVERSON, INC., Hobart, Wash.

For Other Information, Write

Shingle Branch, West Coast Lumbermen's As[illegible]

Seattle (White Bl[illegible]

tion has purchased the grounds and buildings of the Moss Point Fertilizer Co., which are located on the Alabama and Mississippi Railroad and Escatawpa river, a mile east of the business district of Moss Point. Primarily, it is the purpose of the company to build on this location a modern plant for the manufacture of box shooks, made of rotary cut veneer, from Pascagoula river hardwoods.

Mr. White has been for several months in casting about for a suitable location, and one as near as possible to the timber supply, and has selected the present site as possessing as nearly as possible all of the necessary attributes.

The company is composed of William M. White, Mrs. J. H. White, his wife; H. L. White and Edwin B. Lang.

H. L. White is president of the J. J. White Lumber Co., which has extensive interests at Columbia, Miss.

Northern States News

MANISTEE, MICH.

Manistee, Mich., Sept. 19.—Operations of the Hoffman & Peters sawmill at Highbridge will be resumed again soon, it has been announced by Richard Peters, who has charge of the work at the mill. It is planned to begin work soon after October 1.

The resumption of activities at the mill will mark the third year of its existence. According to the announcement of Mr. Peters, over 1,000,000 feet of timber will be cut during the approaching two months of operations.

On account of the decline of the logging industry, cut lumber and timber from the Hoffman & Peters mill is in much demand. Their holdings comprise timber of all kinds, ranging from the soft pines to the hardwoods.

* * *

SAGINAW, MICH.

Saginaw, Mich., Sept. 16.—The largest raft of logs in years has been towed up the Saginaw river. If stretched in a circle the logs would measure more than 4,000 feet in circumference. It required 160 boom logs, each averaging 25 feet in length to hold the shipment together, which contained 3,500,000 feet of hemlock and pine.

The logs were gathered from different parts of the northern shores of the Great Lakes, some coming from Marquette county, others from the Soo, and still others from different harbors on Lake Superior.

The logs were all assembled at Detour, Mich., from which point under the tow of the tugs Ames, of Green Bay, Wis., and the Dimmick, of Cheboygan, they arrived at the Bay of Saginaw. The final destination of the logs was at the Ross & Wentworth lumber yards.

Southwestern News

KANSAS CITY, MO.

Kansas City, Mo., Sept. 21.—The settlement of the coal mine strike trouble in Oklahoma, Kansas and Missouri was one of the most important pieces of news in lumber circles here. Retail lumbermen in many instances are also coal dealers and there was added interest in the outcome of the negotiations because the Central Coal & Coke Co. was one of the largely interested concerns. There may be a few remaining points of difference but it now seems probable that the mines will be operating as usual soon.

Weather and crop conditions in this territory are favorable to a good fall business. From practically all of this immediate territory the reports received lately have been entirely optimistic. The late corn is unhurt by the frost so far and most of it is now past the stage where it is in danger.

Among the activities of lumbermen recently here, the winnings of Frank J. Bannister and R. A. Long in the Dairy Show here are prominent. Both Mr. Bannister and Mr. Long demonstrated to the judges here that their dairy herds are among the best in the United States.

Fall building is on the increase here. Both residences and commercial structures are going up rapidly. Among the residences is one going up for C. W. Thornton, city sales manager of the Long-Bell Lumber Co.

LITTLE ROCK, ARK.

Little Rock, Ark., Sept. 19.—The representatives of the thirteen big yellow pine lumber manufacturers of this state, which subscribe to and constitute the Arkansas Soft Pine Bureau of this city, held a meeting in Warren recently, and were the guests of the Arkansas Lumber Co. at a luncheon given at the Hotel Southerland of that city.

The Oklahoma Land & Timber Co., of Fayetteville, yesterday filed notice with the secretary of state that it had increased its capital stock from $10,000 to $25,000. This company also last week closed a deal whereby it secured a tract of 20,000 acres of timber lands in Sequoyah county, Oklahoma, at an average price of $1.25 per acre. The company also owns a 10,000 acre tract in Adair county, Oklahoma, which lies adjacent to the newly purchased tract. It is now operating a number of stave and heading mills on the tract in Adair county, and will extend its work to the other tract soon.

Two large deals are also reported from Searcy, Ark., during the past two weeks. One in which the Chess & Wymond Co., of Louisville, Ky., owners and operators of a number of stave and heading mills and finishing plants, as well as many acres of timber lands in Arkansas, secured a 2,600-acre tract of virgin timber near Georgetown, known as the Galloway tract, for the sum of $34,000. The other, in which the Henry Wrape Stave Co., which also owns considerable timber lands in this state and operates several mills, secured 10,000 acres of timber lands in Van Buren County, Arkansas. The consideration in this instance is given out as $25,000.

Middle States News

BUFFALO, N. Y.

Buffalo, N. Y., Sept. 23.—The lumbermen are much pleased here at the large total shown by building operations for August, which amounted to $1,756,000, and the outlook for large building work all through this fall. Plans for big work on September 1 amounted to $750,000 and a large amount of extension projects are being carried out by local concerns. It looks as though work would be active in the building line during the remainder of the year and that the total of last year's permits would be exceeded.

Dealers in British Columbia shingles report that these are being introduced more and more into this market, though the price is considerably higher and where strong competition prevails the business goes to the Washington shingles. It is expected that shingles will run short in this market during the winter, as the lake lines have not been giving the attention to the trade they usually do.

The Buffalo Lumber Exchange held a special meeting the other day, largely for the purpose of considering the date of the next outing, but as the attendance at the meeting was not large the date was left open for the present. It will be some time in October.

Shortage of labor is the bugbear of the Buffalo lumber yards, as of most other concerns in this section. Many lumbermen have signs posted conspicuously to the effect that men are wanted, and a good deal of advertising is being done in the newspapers. All this effort only produces limited results and to have half as many men as usual in a busy season is quite the common occurrence. Carpenters and mill workers generally are also hard to get and are demanding high wages.

Pacific Coast News

SEATTLE, WASH.

Seattle, Wash., Sept. 19.—The schooner Allie I. Alger is remaining in port because of a dispute between her owners and the underwriters regarding the amount of lumber she shall be allowed to carry to Honolulu. The underwriters declare 70,000 feet is all that she can carry, while Todd Brothers, owners, want her loaded with 120,000 feet. She is tied at the Schwager-Nettleton mill.

The British steamship Blackheath is due in Seattle soon and will take a cargo of lumber from the Schwager-Nettleton mill here and the Hastings mill in Vancouver, B. C. The cargo is to go

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"somewhere in France" for the British admiralty.

There is a vast and fertile field for the lumbermen of the Pacific coast in China, according to G. B. Sayer, sub-editor of the North China Daily News, who is in Seattle. He declares the business of the China Import & Export Lumber Co. has been seriously affected by the lack of tonnage. The great railroad development of China, the editor declares, is furnishing a rich field for lumber, if the vessels could be obtained.

* * *

SAN FRANCISCO, CAL.

San Francisco, Cal., Sept. 18.—The Douglas Fir Club of San Francisco has elected officers for the ensuing year as follows: A. A. Baxter, of the Charles Nelson Co., president; C. R. McCormick, vice-president, and F. V. Paramino, secretary. In the future the board of directors will meet weekly.

The General Wood Preserving Co. has purchased a large tract of land at Bay Point, Cal., and will erect a creosoting plant at once, under the direction of Frank D. Beal, formerly with the Charles R. McCormick Co., the organizer of the new concern.

Work has commenced on the erection of a plant for the manufacture of a composition board from mill waste by the Northwestern Compo Board Co., at Ft. Bragg, Cal. Material will be secured from the plant of the Union Lumber Co.

The steamer Edgar H. Vance recently brought a raft into San Francisco bay containing 10,000 pieces of piling, consigned to the Hammond Lumber Co. This material is to be used in harbor construction work.

Ohio Valley News

EVANSVILLE, IND.

Evansville, Ind., Sept. 23.—Lumber prices in the southern Indiana market have gone up slightly in comparison with the advances in other lines of building materials and consumers instead of protesting at the rise are congratulating themselves over their good fortune in being able to get material in practically a normal market.

Building permits during the past three months have greatly exceeded the permits for the three corresponding months of last year. Contractors and architects say there is enough work in sight for them to keep busy until cold weather sets in. Planing mills continue to operate on full time, while sash and door men report a much better trade than they had this time last year.

The various wood consuming factories in Evansville and southern Indiana and western Kentucky towns are being operated at full force, and there is a scarcity of workmen, and labor was never in better demand than just now. The veneer and furniture manufacturers report trade especially good.

Charles Maley, of the Henry Maley Lumber Co., at Jackson, Miss., was here on business a few days ago, and reported his large mill at Jackson being operated on full time. Mr. Maley stated that the trade conditions of the south just now are booming, and he looks for good times during the balance of the present year.

William B. Carleton, local trade journalist, member of the Evansville Lumbermen's Club and prominent Hoo-Hoo, has returned after taking an active part in the Maine campaign, and contributed largely to the success of his party.

Claude Maley, of Maley & Wertz, hardwood lumber manufacturers, has returned from a business trip to Indianapolis and the central part of the state. He reports business conditions much better than they were a month or two ago.

* * *

LOUISVILLE, KY.

Louisville, Ky., Sept. 21.—Building operations continue good, with local concerns especially active, and permits well ahead of last year. The demand for interior trim from the builders has been good, and there is also a good demand for veneers, panels, dimension stock, short lengths, etc., in mahogany and other popular woods used in car building, fixtures, etc.

The Chess & Wymond Co., large cooperage manufacturers of Louisville are adding additional kilns of the Moore Moist Air Type at their plant, located at Holly Ridge, La. The kiln is being built by L. Moore Dry Kiln Co., Jacksonville, Fla.

The Yellow Poplar Lumber Co. has purchased additional timber lands on Gabriel's Fork, near Whitesburg, Ky., and has nearly completed fifteen miles of narrow-gauge road. Large crews of men are being employed by the company, which is rushing its developments.

CINCINNATI, OHIO.

Cincinnati, O., Sept. 22.—The local market was considerably stirred recently when it was announced that the Chicago, Milwaukee and St. Paul Railroad was inquiring for 10,000,000 feet of grain door lumber. This order, it is said, will represent the fall requirements of the railroad for equipping freight cars and considerable speculation has been indulged in by local lumbermen because of the unusual volume of the inquiry.

The freight car shortage is becoming more serious day by day and now there is hardly a road entering the city that is not more or less seriously affected by the scarcity of rolling stock. The Big Four, Queen & Crescent, Louisville & Nashville, Norfolk, Western & Cincinnati and the Cincinnati, Hamilton & Dayton all are warning shippers to use greatest care in ordering only as many cars as are actually necessary and to use all possible speed in loading and unloading.

Gulf Coast News

NEW ORLEANS, LA.

New Orleans, La., Sept. 22.—Prospects for a good fall and winter lumber trade are excellent, according to F. N. Snell, secretary of the Louisiana Red Cypress Company, who has just returned from one of his periodical "swings around the circle" which included parts of Texas, Oklahoma, Kansas, Nebraska and Iowa.

Mr. Snell reports that the corn crop of Kansas has been badly injured by unfavorable weather conditions, but that the crops of Nebraska, Iowa and Kansas are good. Iowa's crop, in fact, on a basis of prices prevailing three weeks ago, and indications of production at that time, will bring $52,000,000 more this year than last.

Mr. Snell found that business men through the west generally regard our present exceptional prosperity as artificial to a considerable degree, and the opinion was unanimous that radical changes in labor and wage conditions would follow the European war.

Louisiana and Mississippi turpentine operators met here at the St. Charles Hotel September 14, and took preliminary steps to organize an association representing the industry in both states. After two sessions it was decided to appoint a committee of five to canvass the firms not represented, and report back at another meeting to be called at some future date.

The object of the proposed organization is to better working conditions for production and marketing, and to enable producers to obtain information on the trade situation, sales, stocks on hand, etc.

James D. Lacey, the big timber operator, has been spending a few days in New Orleans en route to the Pacific coast.

The J. G. Rainwater Lumber Co. of this city has secured an additional contract from the Panama Canal Commission for 1,600,000 feet of boards and No. 2 dimension on order No. 69,224. The Rainwater Co. announces also that it chartered the steamship Santa Alicia from W. R. Grace and Company, and shipped 40,000 cypress crossties from New Orleans to Cuba last week. The charter was for this single shipment only.

* * *

BEAUMONT, TEX.

Beaumont, Tex., Sept. 17.—The prediction of a new shipping record for Beaumont this month has already been realized. With only half the month gone the shipments of crude and refined petroleum products, hardware, merchandise and lumber have exceeded that of any previous month.

Two mammoth steamers are in the harbor loading 6,400,000 feet of lumber and timber for export to England, and another lumber ship will arrive September 25 for 2,500,000 feet of lumber and timber, and the ships Keechi and Vaska will return from Mexico probably twice before October 1 for cargoes for Tampico.

Completing her immense cargo of 3,400,000 feet of lumber and timber, the British steamship Swan River, which has been in port about nine days, cleared Saturday for a British port. She will sail from Beaumont at 7:30 o'clock this morning.

The British steamer Coniston Water, which will have been in port two weeks Monday, will clear that day for an English port, and will sail Tuesday morning, carrying 3,000,000 feet of lumber and timber.

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The Current Trend of the Lumber Market

General Market Review

Trade in lumber has not rallied from its summer depression as much as had been anticipated for this stage of the fall season. However, there is considerable confidence expressed in the volume of fall business and this is possibly indicated to some extent by the unusual activity prevailing in the sash and door industry, although it is urged that sash and doors usually follow the course of the lumber movement instead of being an indicator. Still, there is a good prospect for lumber movement throughout the country in spite of the sense of disappointment prevailing over the country districts because of a partial crop failure. Business men feel, however, that the higher prices obtained for all cereals will do much to recompense the farmers for their decreased volume.

Building operations are generally reported active, the August report showing a general increase throughout the country with the exception of a few large cities led by New York and Chicago; but in seventy-one of the 112 cities from which statistics were obtained by the American Contractor, a healthy increase in building circles was shown and in practically every large center outside of a half dozen the reports are unusually gratifying. This should be followed by a renewed demand for lumber and, barring untoward happenings, the outlook appears bright. Money is plentiful, rail and industrial stocks are decidedly firm, the volume of steel orders continues heavy, factories are generally doing a fair business and there seems to be little in sight that would conspire to restrict the building activity already noted.

The presidential campaign is only just beginning and for the next six weeks will undoubtedly grow in intensity. The result, however, seems to be already forecasted by intelligent observers and likely contributes to the complacency with which the business world is going about its ordinary affairs.

There is more or less uncertainty as to business conditions still prevailing among the manufacturers of the south and of the west coast, although their orders are again showing a substantial, if not heavy, gain. The element of car shortage is one that helps to foster a certain degree of uncertainty, while the absence of export business continues to be a discouraging factor in the south.

For some time the manufacturers of hardwoods have observed a growing disposition to unseat oak from its acknowledged place as the head of the hardwood column and there are many who believe that this staple product is at least temporarily on the wane. Whether the decreasing movement of oak consumption is to continue is a mooted question, but the opinion of most hardwood manufacturers is that the prospects for oak are not at all as threatening as some have contended. An increasing use of red gum, birch and mahogany is noted, however, in furniture and trim and these woods are likely to show the effects of the increased demand in the near future.

That there is a pronounced shortage in the car supply is evidenced by the last report of the railroads, which shows that from a surplus of 10,000 cars on Augut 1 there is a deficiency of 14,000 cars on September 1. As the crops in many parts of the country are just beginning to move, it is hardly reasonable to assume that the car supply will be any more plentiful during the coming two or three months, but, in fact, that a continued decrease may be looked for.

NORTHERN AND WESTERN HEMLOCK.

The production of northern pine has been much reduced owing to the scarcity of men, but late reports are to the effect that an increasing number of [illegible]men and mill employees are now avail[illegible] at the northern white pine mills ar[illegible]re is a continued demand for [illegible]k. Demand for western and California pines has shown no symptom of improvement this month, but continues on a reasonable basis of volume and prices are fairly attractive. It is felt that most northern and western pines will come in for a good business during the latter part of the year.

NORTHERN AND SOUTHERN HARDWOODS.

Chicago dealers are not particularly enthusiastic over the trade they are now getting for hardwoods. Many complain that their oak business has fallen off considerably and ascribe it to the substitution of other and, in most cases, cheaper hardwoods.

There is a considerable range shown in the prices for oak delivered in this territory, firsts and seconds being quoted all the way from $50 to $55, No. 1 common at from $31 to $35 and No. 2 common at from $22 to $24. Gum prices are holding rather steady around $38 for firsts and seconds red, $27 for firsts and seconds sap, $27 for No. 1 common red and $23 for No. 1 common sap. Poplar is selling well in the upper grades and there is noted an increased call for box lumber. Of the northern hardwoods birch is an unquestioned leader and is coming into constantly growing favor. Stocks are by no means large and the prospects for a restricted supply of logs the coming winter renders the present birch market rather attractive to buyers. No. 3 birch lately has been held firmly at $11 at the northern mills. Firsts and seconds maple in inch and thick stock and also thick good maple, as well as common, has been scarce in general supply and values firm. No. 3 maple has been too low in comparison with the list and northern manufacturers are now endeavoring to get $9.50 or better at the mills. Stocks of dry basswood are scarce and the supply moves readily.

SOUTHERN PINE.

A decided gain is shown in the orders for yellow pine, the figures for September 15 showing unfilled orders for 24,122 cars, as compared with 19,962 cars on September 1. This is the greatest number of unfilled orders reported since early spring. Considerable complaint is made of car shortage, which has had the effect of restricting deliveries at many points in the south where, usually owing to a nearby junction or terminal business, cars have been freely available. Many of the yellow pine manufacturers now complain that the grain movement lately has not been gulfward and that they are not able to get the cars which they have usually depended upon at this season.

Prices are holding well and in many respects the yellow pine market is in better position than it was thirty days ago, with an advance on some items of about 50 cents, which is regarded as showing the gradual strengthening character of the market. It is reported that some of the smaller mills have been compelled to close down for lack of shipping facilities and if the car shortage should show much of an increase many more undoubtedly would close, as the average small manufacturer is not able to carry a large stock owing either to lack of money or yard room or both.

CYPRESS.

Cypress production and consumption are about on an even keel. There is perhaps not so much inquiry as there was a few weeks ago, but shipments as well as manufacture continue steadily and the average shipper feels comfortable as to the disposition of his stock. At many of the cypress mills there is some unevenness shown because of car shortage, but there is piling space available, as stocks had deen pretty well pulled down during the spring and summer. Demand from factory sources has been uniformly good for several months and straight cars are not any too frequently figuring in the orders. A fair trade is reported from the middle western retail territory, where the mixed car business prevails. Prices are being firmly maintained.

HEMLOCK.

With firmer conditions obtaining in the yellow pine industry, the producers of hemlock in northern Wisconsin and Michigan are feeling somewhat encouraged. Besides there has been a revival of the hemlock advertising campaign, both on the part of associations and of individual manufacturers, so that the natural hemlock territory is again furnishing a comfortable supply of orders. This has helped the price and many manufacturers are asking $1.50 off the list, where thirty days, or less, ago they were willing to take $2 off the list and sometimes a half dollar more. Stocks of hemlock are concededly light and broken and the cut has been materially reduced during the summer by a shortage of men. There is some car shortage reported recently in the north and the average buyer of hemlock would do well to make note of that condition.

SHINGLES AND LATH.

Demand for shingles continues along the same lines as for the last month. There is a little better inquiry as colder weather approaches and the supplies have not been burdensome, so that the market as a whole is in a materially improved condition. Late quotations on red cedars are based on $1.90 for clears and $1.60 for stars at the mills, although some prices are being paid in Chicago 3 or 4 cents over these quotations, the Chicago basis being around $3.11 for clears and $2.67 for stars. White cedar shingles are moving about as usual at the former quotations of $2.80 for extras and $2.40 for standards delivered in the Chicago district. Lath are only fairly plentiful in supply and the prices heretofore quoted are easily obtained. Cypress lath are not available in carload lots, but there is an excellent demand for them along with mixed cars.

Southwestern Markets

ST. LOUIS, MO.

A lumberman of St. Louis writes us as follows: "The wheels are all turning at the big and little mills in this territory, and it looks as if there is going to be more stock put out than the market will absorb without softening.

"There has been some improvement in the local market during the week. The hardwood business has shown an increase in orders, both for building and from the furniture factories, and the railroads have been buying more heavily of hardwood timbers.

"Manufacturers and wholesalers report a fair trade in yellow pine, but the country yard trade has not yet assumed satisfactory proportions. The buying of consuming factory and local yards has been better.

"The yards that handle cypress report better demand and stiffening prices.

"The shortage of cars is seriously affecting shipments from the mills throughout the south."

* * *

KANSAS CITY, MO.

This good report of the Kansas City market comes to us from our correspondent: "The yellow pine business here is holding up fairly well, but it is admitted that there has been a slight lull. However, with cars hard to obtain the mills are still shipping about all the stock that they have ready to move. However, retailers who have been in this city recently, as well as country salesmen, agree that there is still a large amount of building planned and that retail stocks are not excessive.

"Cypress has been selling steadily and so far no decrease in business has occurred. While the cypress trade is more or less affected by the activity of yellow pine, the present time seems an exception to the rule. There is a constant demand for mixed cars of cypress. Mill stocks of cypress seem fairly well assorted, although some lengths of No. 1 boards are reported scarce. As usual, the quantity of red cypress lath that can be included in a mixed car is limited, owing to the scarcity of that item. Yellow cypress lath is plentiful.

"Hardwoods are still selling readily here and if

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anything the trade is increasing. Flooring has been in good request recently and an unusual amount of oak flooring is going to country points. Maple flooring is also selling well in this city and in the larger towns. There is a fair request for walnut lumber and also veneer. Thick walnut suitable for gunstocks which has been quiet was again called for last week, according to some reports.

"White pine is moving steadily in limited quantities at steady to strong prices. There is also a good normal trade in fir. Western pine is being taken readily and all lower grade west coast woods are firm."

* * *

A correspondent writes us of the situation at Shreveport as follows: "Inability to secure sufficient cars in which to ship out orders is undoubtedly the most displeasing feature of the yellow pine lumber market in this section. It might be said to be the only unsatisfactory feature about the market, for prices have been steadily strengthening with improvement in demand, which has been under way for the past few weeks, and there is a world of encouraging inquiry, making prospects exceptionally bright for the fall season.

SHREVEPORT, LA.

"During the latter part of the past week there was a slight lull in the buying, due to the threatened railroad strike and the embargoes established by railways against all kinds of shipments, but now that the strike has been averted better conditions are prevailing and a splendid fall trade seems to be assured. Some new lists have gone out and others are expected to be issued. The demand is generally favorable, and on some items it is particularly strong, flooring being in this class, resulting in an advance of $1 lately, while stocks generally have advanced 50 cents. There is also brisk coastwise trading and much South American trading."

* * *

A well known Texas lumberman writes of the Houston market as follows: "The car shortage is delaying shipments from all mills. Some mills are not receiving more than 50 percent of the cars ordered. But notwithstanding this trouble there is a steady movement of lumber, with prices about as they have been for several weeks.

HOUSTON, TEX.

"The country yards served from this territory are buying fairly well, and good crops throughout the section make lumbermen optimistic."

Central Southern Markets

A prominent lumberman engaged in the manufacture of yellow pine, writes as follows: "We have been very much encouraged during the past few weeks over the increased volume of business, and the fact that our customers have proved very willing to pay the prices that we are now asking for our products, when only five or six weeks ago we found it almost impossible to get an order on the same figures. From all that we have observed and experienced, and judging from the reports made by our representatives in various sections of the eastern half of the country, the buying should be very active during the remainder of this month and a good part of next, sufficiently so, in fact, to give a very firm tone to the present market level, with numerous items probably advancing.

BIRMINGHAM, ALA.

"We, of course, still find some manufacturers making prices for which we cannot find any warrant whatever in the situation. These seem to be determined not to run any risk of failing to enter a full line of business for fall shipments, regardless of what price must be made to do this, or what effect the cutting of prices has upon the general market.

"The car situation is indeed very serious, and I cannot prophesy as to what will happen in that connection. It is altogether likely that the condition will grow worse before it begins to show an improvement, and this will mean the accumulation of stocks at the mill at a season when they should be diminishing, unless the manufacturers realize the danger and apply the obvious remedy, which is to reduce their output until conditions are normal again.

"We lost two weeks in July, due to the storm damage, and have been compelled to run full time for several weeks past in order to take care of time contracts that we had, but have gone again to five days, and, so far as we can determine now, will continue this policy until the situation shows an improvement.

"I sincerely hope that yellow pine manufacturers generally will so manage their affairs as to go into winter quarters with plenty of room to take care of the winter cut, and then that no effort will be made to sell anything until after the first of the year. During the past five or six years the buyers have been going into the market in December, when business was practically at a standstill, and making contracts on the basis of the lowest prices current during the whole year. Then they have used this low priced stock in their sheds and yards to keep prices below the level they would normally reach during the spring.

"As to these recurring car shortages, it does seem as if the Interstate Commerce Commission will eventually have to take cognizance of the situation and work out some plan which will insure better distribution of such equipment as is available. No one carrier can ever do anything with it, and we very much doubt whether any considerable number of them will ever get together on a solution."

* * *

A manufacturer of yellow pine in Alabama writes as follows: "The yellow pine market continues to improve. Inquiries and orders plentiful. We would not be surprised to see a repetition of last fall's advance in price.

VREDENBURGH, ALA.

"The car shortage with us is more severe than at any previous time. In addition to the car shortage, shipping is hampered by the fact that some of the southern roads have issued embargoes on their equipment moving beyond their own rails."

New England Markets

A lumberman of Boston has this to say of the New England lumber market: "Building continues with increased activity throughout New England, in towns and rural districts alike. Operations in Boston, Springfield and other cities have been handicapped by shortage of labor and the labor troubles at the finish mills. And the lack of shipping facilities is now causing delays.

BOSTON, MASS.

"The hardwoods are selling fairly well, with builders and factories busy; prices show little change from August. Cypress is selling well, in heavy stock especially.

"Yellow pine and North Carolina pine are in good demand, with prices somewhat advancing, the car shortage at the southern mills affecting the supply of these southern pines in the New England market."

* * *

A prominent lumber dealer of New England has this to say: "The general lumber trade throughout New England has been rather above the average this year, and in many sections the movement of lumber has been much above the average, even for good years.

HARTFORD, CONN.

"Here building has been active all season, and the retail yards have had a heavy trade; the same is true of New Haven, Bridgeport and other distributing centers. Bridgeport has for months been having an unprecedented building boom, and it is said there is now a demand in that district for several thousand houses."

Middle States Markets

A lumberman writes of conditions in the metropolis as follows: "There is undoubtedly a stronger tone to the general market than there has been for six months.

NEW YORK, N. Y.

"Transportation problems still vex the trade. No sooner had the railroads lifted the embargoes than the car shortage was upon us, which will probably continue for some weeks, to limit the receipt of southern pine and western woods, while the excessive tonnage rates by water make relief in that way impossible.

"Building continues active though affected adversely by the threatened railroad strike and the impending labor strikes in the city. Architects

Kentucky Lumber Co.

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POPLAR, PLAIN and QUARTERED OAK, RED AND SAP GUM, CHESTNUT, HEMLOCK

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By the late Henry H. Gibson
Edited by Hu Maxwell, Wood Utilization Expert

The book is beautifully printed, and is handsomely bound in half leather, dark green roan back and corners, with basket cloth sides, silk head-bands, gold stamping on the back, and gilt top.

The work is illustrated in sepia with more than 100 full-page halftones from photographs covering all the chief commercial varieties of virgin forest timber growing in the United States, and also with numerous engravings from drawings showing leaf and flower forms, etc.

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The Lumbermen's Headquarters

and builders report that the indications are for active building, which the severe weather holds off, unless the labor troubles and the high price of structural metals and hardware render building costs prohibitive."

* * *

PHILADELPHIA, PA.

The lumber market of Philadelphia is reported as follows: "Trade is active. Both manufacturers and dealers report demand increasing in all lines; building is going on actively, the railroads are buying well, road and bridge and pier improvements are going on everywhere in this section, while the wood consuming factories are busy and buying well. Lack of cars and lack of laborers are drawbacks to the general prosperity of the trade.

"Yellow pine shows increase in demand throughout this section, and is advancing in price. North Carolina pine is in active demand, both as to building timbers and box lumber, and prices are tightening. Hemlock, white pine and spruce are in good call.

"Hardwoods are all selling well; oak, ash, maple and basswood being the best sellers, and gum, birch and chestnut in good call."

* * *

BUFFALO, N. Y.

A correspondent reports the situation in the Buffalo district as follows: "The lumber business is on a fairly active scale, and business is generally stated to be as good as usual at this time. Everybody is beginning to predict a car shortage for this fall and winter, and this will cause a good deal of trouble, in all probability, in getting needed stocks from the south.

"In the hardwood trade the demand has been steady, though it is not heavy just now. A great drawback to better business is the scarcity of cars at the lumber yards, as well as at the consuming plants. Lumbermen say that the furniture factories are running at as full time as is possible, but that the labor situation is very discouraging. It seems to be impossible to get all the men needed, and nobody expects this condition to improve durthe remainder of the year. Maple, ash and oak are about the chief woods, with some report of increased demand for basswood and elm. Prices are not showing much change, and are firm in most woods.

"The building woods, including yellow pine, hemlock and white pine, show little change in price, being held steady at the figures recorded several weeks ago. The sales are said to be quite good in both yellow pine and hemlock, as retail business is improving and larger stocks are needed to round out the yard supplies. The approach of the close of the lake season causes an advance in lake lumber freights, so dealers are now finding additional stiffness at the mills in both hemlock and white pine.

"Demand for shingles has been showing some increase and retailers are getting somewhat anxious about their winter supplies. The next few weeks ought to see an increase in the quantity of lake shingles received, unless a shortage is to prevail in the retail yards during the coming winter. Prices in shingles are holding steady, but an advance is looked for soon, as the stocks in the east are not heavy."

Gulf Coast Markets

NEW ORLEANS, LA.

A correspondent writes of the situation in the New Orleans market as follows: "Yellow pine prices are about stationary, and are not expected to change materially during the next thirty days. There is no probability of prices decreasing as long as the present car situation continues, even if no other influences were brought to bear. At all points in Mississippi and Louisiana the shortage in rolling stock is reported very serious, and growing worse. Unless there is an improvement, several of the smaller mills will be forced to shut down within the next few days, while the larger plants will curtail extensively. The labor situation is fair.

"Continued improvement is reported in all classes of cypress, with prices slightly up, on some items, and a firm demand from all sections of the country. Anxiety over the car shortage, and its probable even more serious interference with business in the near future, is believed to have had something to do with the usually large number of inquiries and orders recently received, but the principal stimulus of the market is thought to be the general business prosperity throughout the country, and the active building operations in progress on all sides. Labor is scarce.

"Marked improvement in the demand for gum, at advancing prices, has featured the generally upward movement of the hardwood market here within the past week. A prominent local operator reports the sale of 750,000 feet of 1-inch firsts and seconds tupelo at the full market price. The lumber was bought by a concern which has used very little of it heretofore. After experiments the lumber was found satisfactory, and the big order followed. Inquiries for gum exports are also coming in.

"Hardwood trade in general is reported as showing a surprising turn for the better over the recent summer dullness. All dealers are anticipating a very substantial fall and winter business. Factory interests continue heavy purchasers. Woods conditions are excellent for logging operations."

* * *

ORANGE, TEX.

We have received this report of trade conditions from Orange: "The shortage of cars is the only thing that is holding back the lumber business at this time, according to Orange manufacturers. Railroad officials say they are doing everything within their power to relieve the shortage, but the great volume of freight moving in all directions has placed the situation beyond their control.

"With the exception of a few small railroad orders for ties, bridge timbers and car material, all of the orders received during the past week have been for yard stocks, indicating that the retailers are anticipating a big fall business. The demand has been especially good in north and central Texas and inquiries are also coming in from Oklahoma, Kansas, Missouri and other states of the middle west. The excellent crop conditions everywhere are beginning to show their effect upon the lumber market, as predicted several weeks ago."

* * *

BEAUMONT, TEX.

Trade conditions at Beaumont are reported as follows: "Demand is better than it has been for months, and prices are better than at any time in six months. Inquiries for lumber have been more numerous from the interior and from Mexico.

"The car shortage is enforcing curtailment at the mills, and there is no prospect of immediate relief.

"Increased activity at the mills and at the yards is looked for in the next two or three weeks, according to several manufacturers."

Northern States Markets

MINNEAPOLIS, MINN.

This report of the situation in Minneapolis is as follows: "A touch of frost on the corn has hastened the farmers to gather in their last remaining crop. Attention already is turning toward country building, with the result there is fair demand for northern pine and hemlock. Mills are noting a gradual increase in business and shipments are going forth to stock rural yards that were nearly cleared. Scarcity of laborers and high wages demanded have caused most mills to run on low schedule and stocks in hands of manufacturers are not large. However, they seem ample to care for demands.

"City building operations are going on apace. The requirements of this branch have made business good all season with local retailers. Sash and door factories find the city demand very satisfactory although they report that country orders are not large as yet. Flooring in oak, maple and birch continues firm in price. Interior finish holds firm and advances are expected as suitable dry stocks are not plentiful.

"Hardwoods are in good demand by furniture factories, especially heavy calls being made for birch. Low grade hardwoods of all kinds are being taken up freely for box trade.

"White cedar posts and poles are moving in better volume and at prices considered reasonable in view of the outlook for small production next winter. Telephone companies have made inquiries in the last few days that encourage jobbers to believe that big orders will follow."

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Ohio Valley Markets

CINCINNATI, OHIO.

This report of the Cincinnati lumber market comes to us from a correspondent well informed on the situation: "The yellow pine demand seems to be of fair volume, the buying on the whole being of seasonable proportions, although the expected gain in the request during the early part of September has not been as heavy as was confidently expected. The car shortage is causing stocks to become pretty badly assorted and a pronounced scarcity in some items may be expected soon.

"The price lists undergo frequent changes and these usually are for the better, the quotations standing up remarkably well under what might be termed rather adverse circumstances. The market for car material has increased considerably within the last few weeks.

"A satisfactory movement in cypress is generally reported, the amount of straight car bookings at mills increasing, with the factory grades probably being in the heaviest demand. The country yard trade is beginning to pick up in a very gratifying manner. Tank stock and thick items are moving well. Prices are strong with a pereceptible upward tendency.

"The fall hardwood trade is developing quite nicely and if the present gain is maintained a few weeks longer, there will be little to complain about in this market. The upper grades of gum are finding a ready market, the demand in fact seeming to center on this lumber, the furniture factories appearing especially active after the better grades of gum. In the lower grades, the box factories are keeping up a lively demand. An improvement has been noted in oak within the last couple of weeks and is rapidly regaining its normal status and moving in large volume. Quartered red oak is in especially good request, while the demand for white oak shows considerable of a gain.

* * *

LOUISVILLE, KY.

The Louisville market is reported as follows: "According to the leading hardwood handlers and manufacturers of this district there are plenty of orders on the books at this time for fall delivery, but the demand is slowing up slightly. It is claimed that production of hardwoods this year has been light, compared with other seasons, and with a big demand facing the trade it looks as though higher prices will be realized all along the line, and it is claimed that there is no good reason why prices should not be higher.

"Retail lumber yards in Louisville have been handling a fairly good run of business during the past month, building at present showing a spurt, and August records showing an increase of over $100,000 over August of last year, and with a fewer number of permits. The jobbers report that the demand for lumber is spotted, and the retailers are not disposed to carry any large stocks or buy, except for immediate use, refusing some very good offers on choice stock.

"There is very little thick gum, quartered white oak or cottonwood on the market, and prices on these commodities are good. Gum is strong, in good demand and featuring the market. Furniture factories continue buying liberally, and the automobile people are in the market for thick elm, to be used in place of thick ash, which is high and scarce. Poplar is not as active as it was, nor are prices quite so good. With the exception of the decided shortage of cars the hardwood market conditions may be termed very satisfactory."

South Atlantic Markets

NORFOLK, VA.

A letter from an operator in Virginia reads as follows: "We are operating only five days a week and curtailment is general in this district.

"We shipped more lumber in August than in any previous month of the year. The prospects for the fall and winter trade look good to us, and other lumbermen in this district seem to hold a like opinion.

"The increased demand for North Carolina pine in the north for building and boxmaking has strengthened prices, and all indications point to an advance within the next few weeks."

JACKSONVILLE, FLA.

A lumberman writes us as follows: "Lumbermen in this section are looking forward to a good fall trade as soon as the car shortage trouble abates. Orders are more plentiful, both from the interior and from the railroads, and prices will undoubtedly advance.

"Conditions in the export trade are no better, and there are no indications at present of improvement."

Pacific Coast Markets

TACOMA, WASH.

We have received this report of the market situation in Tacoma: "Continued over-production, in spite of all efforts toward curtailment, is assigned by Tacoma lumbermen as the reason for the undoubted weakness that is prevailing in the lumber market. While orders and inquiries have been tremendous during the past 10 days, prices have not responded to any extent and in some cases are actually lower than before. There has been no recession in the regular price list, but it is believed that few of the mills are holding quotations at the list. Manufacturers say that the condition is serious and the market appears to be shot to pieces in spite of the enormous demand for lumber from the middle west.

"Most of the inquiries now being received are for yard material from middle western yards. These inquiries have run to many millions of feet since the first of the month, but without any corresponding uplift in prices.

"Shingles are holding firm and the demand is brisk. Prices are unchanged."

* * *

SEATTLE, WASH.

We have received this report of the Seattle lumber market from our correspondent: "There has been little development in the lumber market of the northwest in the last week to encourage the manufacturers of this section. There is no denying the fact that the market is weaker than it has been for several weeks.

"Price concessions have been made on fir dimension and No. 2 V. G. flooring, but the average prices on all items have not declined further than the levels of a few weeks ago. As a rule both wholesalers and manufacturers believe there will be a normal volume of fall buying and so are not anxious to take large orders at the prices offered. For a week the production at most of the mills in the northwest reached and passed normal cuts, but in the last week the cut has fallen off. The car shortage in some sections of Oregon is believed to be largely responsible for the smaller cut, as some mills were forced to close for three or four days.

"The transcontinental trade showed especial weakness. Orders were 558 carloads less than the previous week and shipments 242 carloads less. There was some encouragement seen in the reports of the cargo mills which showed an increase of 5,000,000 feet ordered for export shipment. In the coastwise trade, orders received totaled 3,682,567 feet, while export orders totaled 9,458,260 feet.

"Red cedar shingles show little change. There are many brokers who feel there will be fair fall trade but none are willing to say that a large volume of shingles will be shipped. Prices remain stationary.

* * *

SAN FRANCISCO, CAL.

The San Francisco market is reported as follows: "The labor troubles that have been interfering with building operations at San Francisco and the cities around San Francisco bay have subsided somewhat, and there is now a healthier tone to the lumber market than has been noted for several months. Building permits have been larger for several months than they were during a corresponding period a year ago, but much work planned for June and July is just being commenced, as it was impossible to secure full deliveries of lumber early in the summer. Construction work is now being rushed, so as to get jobs well advanced before the commencement of the rainy season, and retail yards are making heavier deliveries of material than usual.

"Prices for lumber of all kinds remain unchanged, and quotations are well maintained, the demand being considered quite satisfactory, with no surplus in local yards. Mountain pine mill men were disturbed for a time by a threatened shortage in cars, but this has been averted, and the season's cut will be moved as rapidly as they desire.

"S. O. S."

In this connection, the above does not mean trouble. On the contrary it means avoidance of trouble. It means: SEND ORDERS SOUTH, for Yellow Pine to

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Northland Pine

"Pine That's Pine"

We have a fine stock on hand and it's "up to you" to get your share while the getting is good and assortments unbroken.

Quotations Promptly Furnished

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PLAIN and QUARTERED RED and WHITE OAK

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Even Color—Soft Texture

We have 35,000,000 feet dry stock—All of our own manufacture from our own timber grown in EASTERN KENTUCKY.

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MADE RIGHT MR OAK FLOORING

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WHOLESALE LUMBER

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Complete 8' Allis Band Mill. Whole or in part.
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And 300 million feet of standing timber in British Columbia most advantageously located on beautiful lake and main line of Transcontinental Railroad, having advantage of $3 per thousand feet in freight rates to best markets on the continent. Logging and manufacturing conditions ideal and very economical. A fortune for the right parties. Will sell on easy terms, and may accept other desirable property in part payment. Principals only. A. C. FROST CO., Corn Exchange Building, Chicago, Ill.

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TO SECURE
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Have 60 day option on mill with 15 miles of railroad contiguous to 180,000,000 feet finest long leaf pine in the South, which can be contracted at $5 stumpage, with ample time in which to cut it.
Mill and railroad cost $300,000 less than three years ago.

CAN HANDLE THIS FOR
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New and secondhand Logging Equipment of every description.

Lidgerwood Skidders and Loaders—Clyde Skidders with and without Loaders—Locomotives—Steam Shovels—Drag Line Excavators—Cableways—Logging Cars—Hand and Power Cars—Railroad Iron—Wire Rope, etc.

All machinery in first class condition, for prompt delivery.

Address: W. G. WILMOT, 1917 Fisher Bldg., Chicago, Ills.

FOR SALE—WISCONSIN HARDWOODS.

17,000 feet 2-inch Birch, 1s and 2s, RED, all in.
25,000 feet 1½-inch 1s and 2s, RED, all in.
62,000 feet 1½-inch No. 1 common and better.
50,000 feet 1¼-inch No. 1 common and better.
40,000 feet strips, clear 1 and 2 face, 1x4 and 1x5, 8 feet and up.
50,000 feet very nice 1½-inch Basswood, No. 1 common and better.
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15,000 feet 1-inch log run Brown Ash.
40,000 feet 1½-inch Hard Maple No. 2 common.
25,000 feet Hard Maple No. 3 common.
75,000 feet 3-inch Hard Maple 1s and 2s and No. 1 common.
150,000 feet 3x4 and 4x4 sound heart Maple. Car stakes, skids, etc.

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RAILS
The best we ever handled

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Positions

SALES MANAGER.

Experienced (over twenty years) sales manager would like to correspond with concern with a view to position as sales manager. Has handled southern pine, white pine, cypress and Pacific coast woods. About 40, married, and will go to any section. Address "MO," care LUMBER WORLD REVIEW.

WANTED—POSITION AS SALES MANAGER.

A qualified sales manager, with yellow pine manufacturing experience, a clean record, with results, ample endorsements from former employers and well and favorably known to the lumber fraternity and has recently completed a special investigation in certain wood industries for the government with a view to trade extension, is now at liberty and desires to re-embark in the selling of yellow pine.

I do not claim the ability to set the world afire, but I can deliver the goods, as I have done heretofore.

Manufacturers know that the dependable man is not to be found every day.

If you are interested in my proposition, please address J. R., care LUMBER WORLD REVIEW.

WANTED—SALES MANAGER.

With moderate capital for new screen door factory in Michigan. Experience in sales department necessary. Position will be open in August, 1916. Correspondence invited. Address "T. M." care LUMBER WORLD REVIEW, 1740 Transportation Building, Chicago, Ill.

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208 District National Bank Building, Washington, D. C. In charge of the Washington Bureau of the LUMBER WORLD REVIEW. In close touch with lumber matters at Interstate Commerce Commission. Able to watch for decisions, etc. Prices reasonable.

FIGHTING THE MILL FIRE HAZARD.

In Bulletin No. 90 the Lumberman's Underwriting Alliance keeps up its persistent fight for prevention of fires in the lumber plants. That its instructions are being heeded is shown by this bulletin in two ways, first, by the small fire loss for the period reported, and by letters from mill superintendents saying that the instructions and suggestions given in Bulletin No. 89 had been carried out.

IMPROVING THE PATROL SERVICE.

Bulletin No. 91 of the Lumbermen's Underwriting Alliance is devoted largely to the subject of intelligent watchmen and intelligently supervised patrol service.

The report of July Alliance fires shows that fifty percent of their fires were at dry kilns, which fact calls forth suggestions for extra precaution against the fire hazard at dry kilns, which are especially threatened in August, September and October. Commenting on the importance to be attached to the watchmen the bulletin says:

"Watchmen who take a keen personal interest in conditions which menace the safety of the plant, and who constitute themselves real guardians of the property, instead of merely clock-punchers, are by no means as common yet as we would like to see, but their numbers are increasing year by year. One of the most noticeable marks of progress in the care and custody of the plants during the eleven and a half years of our experience is in the fitter class of watchmen employed and their more intelligent comprehension of their duties.

"We know of no more effective way to lessen the shameful fire waste, which has made the heated fall season a period of dread to lumber property owners and insurance mediums alike than to add more capable and conscientious watchmen to the ranks, training them in the duties bearing most closely on fire prevention and fire control. There are still too many men holding these responsible jobs who seem to think they have but two duties, as far as fire is concerned—punching the clock stations to satisfy the insurance companies, and giving the alarm if they find a fire. They have not been made to feel that the safety of the plant lies in their hands for fully half of the entire time, and that upon their work for the first few minutes after finding a blaze may depend not only the loss or saving to their employers of immense property values, but the misfortune or well being for months to come of many fellow workmen."

AN ATTRACTIVE MAGAZINE FOR THE ASKING.

"Yates Quality," a magazine published in Beloit, Wis., by the publicity department of the P. B. Yates Machine Co.,—successors to the Berlin Machine Works—is one of the most attractive technical magazines that comes to the editorial desk of the LUMBER WORLD REVIEW.

This paper is now a bi-monthly and we believe that the company would be glad to put any high class lumber institution on the distributing list.

The front cover of "Yates Quality" for July-August, 1916, shows the improvements that are going on at the Beloit plant of the P. B. Yates Machine Co.

The paper contains a very interesting illustrated article on the Shevlin-Hixon and Brooks-Scanlon Lumber Co., two big mills at Bend, Ore., and many other articles of interest.

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"Quick Service" Our Specialty

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Soft Upland Fir—RELIABLE SHINGLES

Leaders in Silo Staves, Western Hemlock, Cedar Siding.

St. Louis

FALL TRADE

ought to be good, but will it be?

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We're Devils On Quick Shipping

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We take delight in supplying our trade promptly with Good Grade Goods

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HARDWOOD FLOORING

In Maple, Beech and Birch, is in a class by itself. Dealers tell us that **Our Flooring Helps Them to Hold Their Trade.**

We also manufacture **Hemlock** Lumber, Lath and Shingles; **Cedar** Posts, Poles and Ties; Hemlock Tan Bark; Heading, Veneers, Staves, Hoops.

We make a specialty of Mixed Cars. Try us next time.

Northwestern Cooperage & Lbr. Co.
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Gladstone, Mich.

S. L. Eastman Flooring Co.
SAGINAW BRAND
MAPLE FLOORING
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WE OFFER

100 M ft. 5/4 No. 1 and 2 Common Maple.
50 M ft. 6/4 No. 3 Common Maple.
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100 M ft. 6 ft. Coal door lumber.

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Manufacturer of "Smoothest"
Maple and Birch Flooring

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50,000 ft.	5/4	No. 3 Elm.
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200,000 ft.	4/4	No. 1 and Better Birch.
250,000 ft.	4/4	No. 2 Birch.
150,000 ft.	4/4	No. 3 Birch.
100,000 ft.	5/4	No. 3 Birch.
70,000 ft.	8/4	No. 1 and Better Birch.
90,000 ft.	10/4	No. 1 and Better Birch.
75,000 ft.	4/4	FAS Maple.
1,100,000 ft.	4/4	No. 1 and 2 Maple.
50,000 ft.	8/4	Good Maple.
1,500,000 ft.	4/4	No. 3 Maple.
350,000 ft.	5/4	No. 3 Maple.
40,000 ft.	5/4	Step Plank Maple.
15,000 ft.	6/4	Step Plank Maple.
60,000 ft.	4/4	No. 2 and Better Soft Maple.
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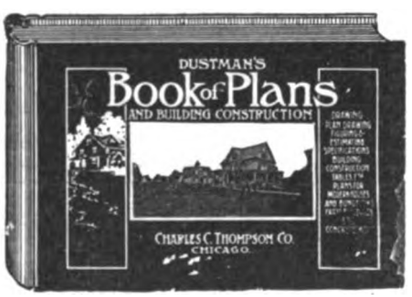

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Y. M. C. A. BUILDING AT ROSE LAKE.

Rose Lake, Ida., Sept. 15.—What is said to be the best industrial Y. M. C. A. building in a sawmill town west of the Mississippi river, is being completed here. The building is being built with the personal funds of C. J. Winton and his brother, D. N. Winton, both of Minneapolis, the former being the president of the Rose Lake Lumber Co. Mr. Winton believes in helping men to help themselves and has attached the very wise condition to his gift that the men should provide the furnishings.

During the past week the enthusiasm with which the employes have raised among themselves the $700 required for equipment must be a source of satisfaction to the president of the company.

The basis of operation is interesting as it illustrates the industrial plan of the Y. M. C. A. Mutuality and co-operation are the keynotes all along the line; for instance, the employers provide the building and the employees the equipment and furnishings. In the maintenance, Manager Walter S. Rosenberry has promised that the Rose Lake Lumber Co. will furnish heat, light and water and a cash appropriation equal to about half the annual cost of operation. The employes provide the other half of the annual maintenance by their membership dues.

The activities will be in charge of O. C. Thompson, an experienced Y. M. C. A. secretary, who will have an advisory committee of five men, two selected by the company and three by the men.

The building is a model of its kind and is arranged to serve not only the men and boys, but the women and girls of the community. It is expected the building will be opened with a big celebration about

One of town Y. M. C. A.'s was organized in Cloquet in 1908. The first one in the Pacific northwest was organized in 1911 at Doty, Wash., by the Doty Lumber & Shingle Co. Other firms that have helped their employes establish branches are: The Potlatch Lumber Co., Potlatch, Ida.; Inman Poulsen Logging Co., Kelso, Wash.; the Sunset Timber Co., Raymond, Wash., and the Booth-Kelly Lumber Co., of Eugene, Ore.

D. K. JEFFRIS LUMBER CO. ASSEMBLING LUMBER FOR EXPORT TO EUROPE.

New Orleans, La., Sept. 15.—Extensive contracts recently entered into with the French and British governments, whereby southern yellow pine and oak will be shipped to Europe and India, are announced today by D. K. Jeffris, president of the D. K. Jeffris Lumber Co. of Chicago. While Mr. Jeffris declines to state the exact amount of lumber bought, materials are being assembled here and at Mobile for ten to a dozen shiploads, the first of which has gone forward and the remainder of which will be exported at irregular periods between now and the new year.

Delivery of southern lumber at Bombay, India, will also mark something of an event in the trade. Various classes of materials are included in the British specifications, though all are for oak and pine. The first ship for India will probably leave here in October, it is stated, and others at different times when vessels are available.

The steamer Hassell sailed three weeks ago from New Orleans with a cargo of 60,000 oak cross-ties, bound for "somewhere in France." These ties, which were the first oak ties ever sent out of here to Europe, were part of the gigantic order placed with the Jeffris company by the French government.

The next steamer out of here loaded with Jeffris lumber for France will be the Omnium, which will get away the latter part of September, it is expected. Like the Hassell, the Omnium is chartered by the French government.

Mr. Jeffris is arranging to forward these export materials as promptly as shipping facilities make possible, and cargoes will be loaded at Mobile, as well as at New Orleans.

WOODS AVAILABLE FOR AUTOMOBILE CONSTRUCTION.

Louisville, Ky., Sept. 21.—Hardwood manufacturers report that the automobile business is responsible for a considerable movement of stock at present, the motor car interests having been busier this summer than for a long time, as inquiries and orders have been much more numerous than ordinarily at this season of the year.

This is due partly to the war business which has been enjoyed by a good many concerns in this line, and also to the general condition of the trade, the public ability to absorb new cars apparently being out of proportion to the number of non-owners with sufficient buying capacity to be considered prospects. It seems to be evident that present owners of cars offer a never-satisfied market for new automobiles.

Lumbermen have been especially interested in noting the increased variety of woods available for automobile construction work, as indicated by inquiries emanating from automobile centers. Elm and maple have been added to the list, supplementing the use of ash, which has been the "one best bet" in frame construction, and gum is now being tried out for the same purpose. All of this business has stimulated the call for thick lumber.

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Sales Offices in All Large Cities 6293

The great economies of G-E motor drive are not confined to logging operations, but are evident throughout the mill. The following list shows a few of the many lumber mills with G-E installations:

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Ayer & Lord Tie Co., Argenta, Arkansas.
Ayer & Lord Tie Co., Granada, Mississippi.
Bagdad Land & Lumber Co., Bagdad, Fla.
Carpenter-O'Brien Co., Eastport, Fla.
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Great Eastern Lumber Co., Savannah, Georgia.
Great Southern Lumber Co., Bogalusa, La.
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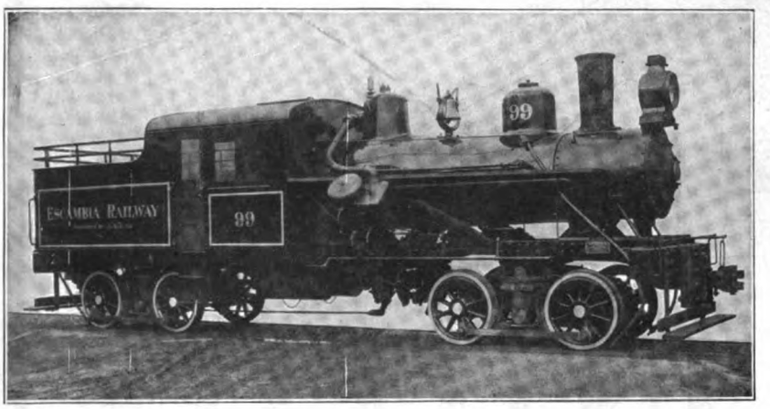

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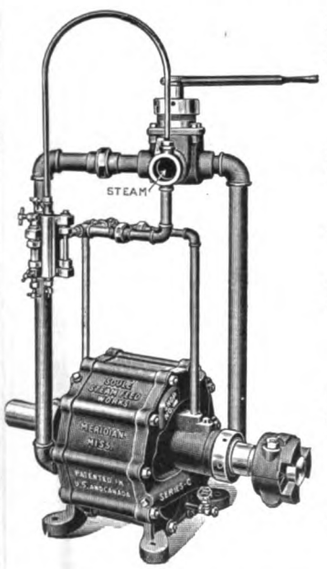

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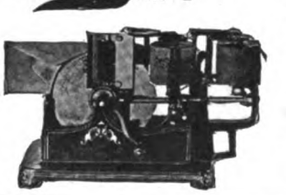

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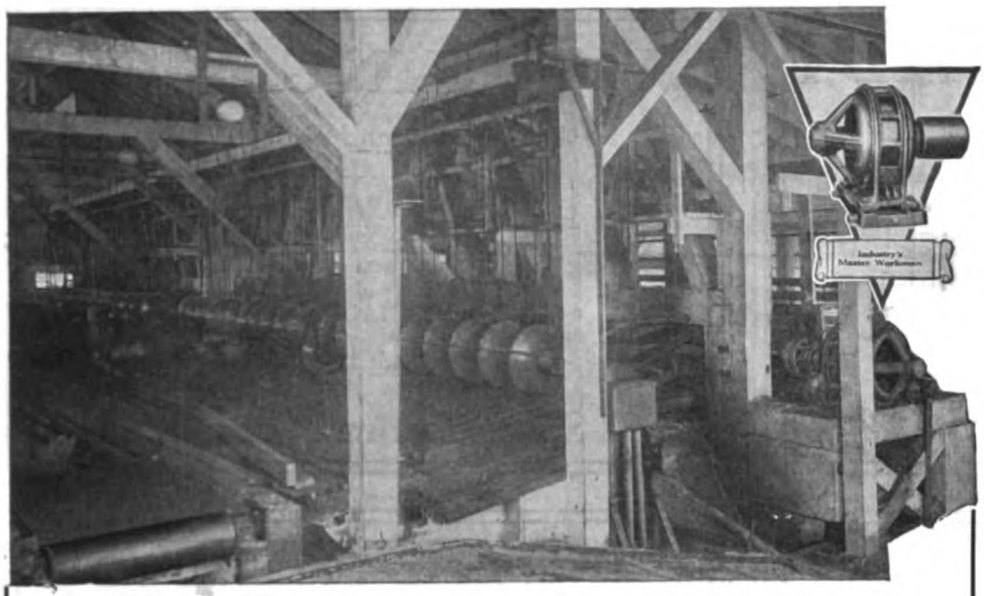

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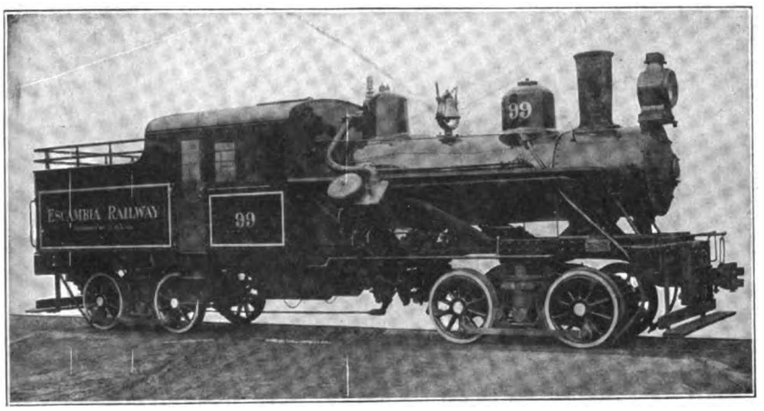

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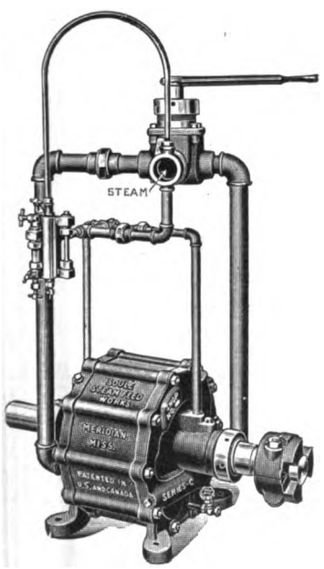

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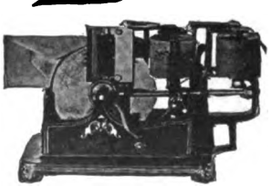

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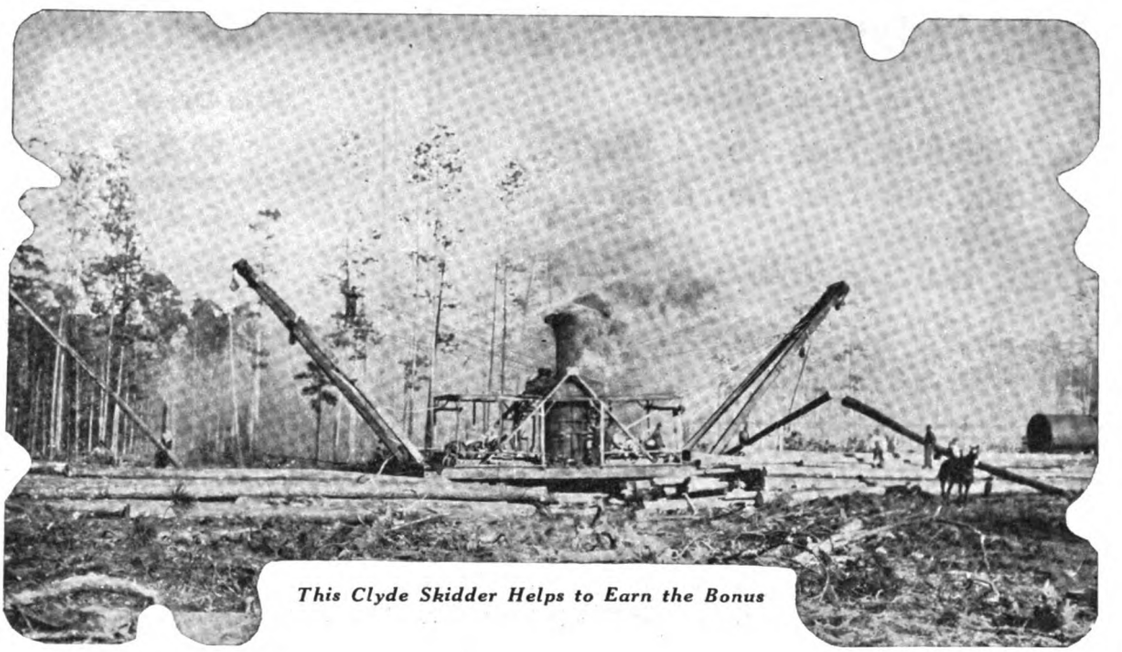

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(Continued on Pages 8 and 9. Don't omit the rest of the story.)

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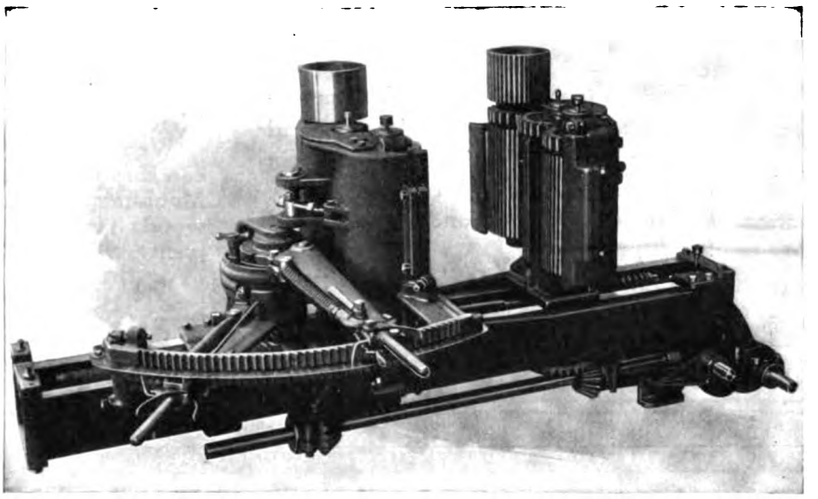

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And these are the reasons why users say these machines meet every operating contingency.

Our new book, "Band Sawing Machinery," tells all about these capable machines. Write for a copy while you have it in mind.

P. B. Yates Machine Co.

BELOIT, WISCONSIN, U. S. A.

CANADIAN PLANT WITH OFFICES: HAMILTON, ONTARIO **Successors to The Berlin Machine Works**

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ISAAC STEPHENSON, Prest., Marinette, Wis.
H. A. J. UPHAM, Vice-Prest., Milwaukee, Wis.
R. E. MacLEAN, Sec'y & Treas., Wells, Mich.

IDEAL

"Ideal" Rock Maple Flooring

We cut from our own timber, manufacture at our own mill and are second to none either in quality of timber or in the manufacturing of Lath, Shingles, Cedar Posts, Poles and all kinds of forest products.

Also manufacture Wood Alcohol, Charcoal and Acetate Lime.

We make a specialty of Bill Stuff and can ship mixed cars of Ceiling, Siding, Moulding and Casings, in Pine, Basswood, Hemlock or Hardwoods. Capacity, 90,000,000 feet annually.

I. STEPHENSON CO., Trustees, Wells, Mich.

SERVICE
QUALITY

INTEGRITY
DEPENDABILITY

Are the Foundation of the Edifice of Business Success which this Institution has built. The Satisfaction of Profitable Trade binds our Customers to us. From all Lumber Merchants who Appreciate a Product in which these Qualities are Inherent, we respectfully Solicit Correspondence.

WEYERHAEUSER LUMBER COMPANY

THE MILLS OF SERVICE

EVERETT, WASHINGTON

No. 3 Western Pine Boards

Our mixed cars of No. 3 Boards, Lap Siding and choice Larch Dimension will equip your yard with the real trade winning material.

Order Now!

The abundant crops throughout the country insure activity in building on farm and in town. Get ready to handle the trade.

Write or Wire

SELLING OFFICE

Blackwell Lumber Co.
Panhandle Lumber Co.
Spokane, Washington

Suite 1310
Old National
Bank Bldg.

FOUR BIG MILLS

ANNUAL CAPACITY 200,000,000 FT.

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THE KAUL KIND

# of Yellow Pine

has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.
BIRMINGHAM, ALA.

Our Trade-Mark
"Electric"
is stamped on underside of our flooring

We are members of the Maple Flooring Manufacturers' Association

Maple, Beech and Birch Flooring

The individuality of the various manufacturers and their organizations must be reflected in their flooring.

No two men are exactly alike and it is inevitable that no two manufacturers can make the same grade of flooring exactly alike.

It is said that a man may be known by the company he keeps. By the same token the character of our "Electric" flooring may be known by the dealers who handle it and by the builders who use it.

Cobbs & Mitchell, Incorporated
Sales Department Cadillac, Michigan

Mitchells - Make

"Rockhard," Maple Beech and Birch Flooring

Is so good that it satisfies the discriminating user who cares more for quality and superior mill work than a slight difference in price.

Order the Rockhard. *It Pays.*

Mitchell Brothers Co., Cadillac, Mich.
Members of Maple Flooring Manufacturers' Association

Does Quality Count With You?

If it Does You Will Appreciate Our

KANEY KREEK KLEARS

They are Produced From The Finest Short Leaf Southern Pine With Unexcelled Milling Facilities

FOSTER LUMBER COMPANY
LONG BUILDING KANSAS CITY, MO

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LONG AND SHORT LEAF YELLOW PINE

MISSOURI LUMBER & LAND EXCHANGE COMPANY

QUALITY SERVICE CAPACITY

R. A. LONG BUILDING KANSAS CITY, MO.

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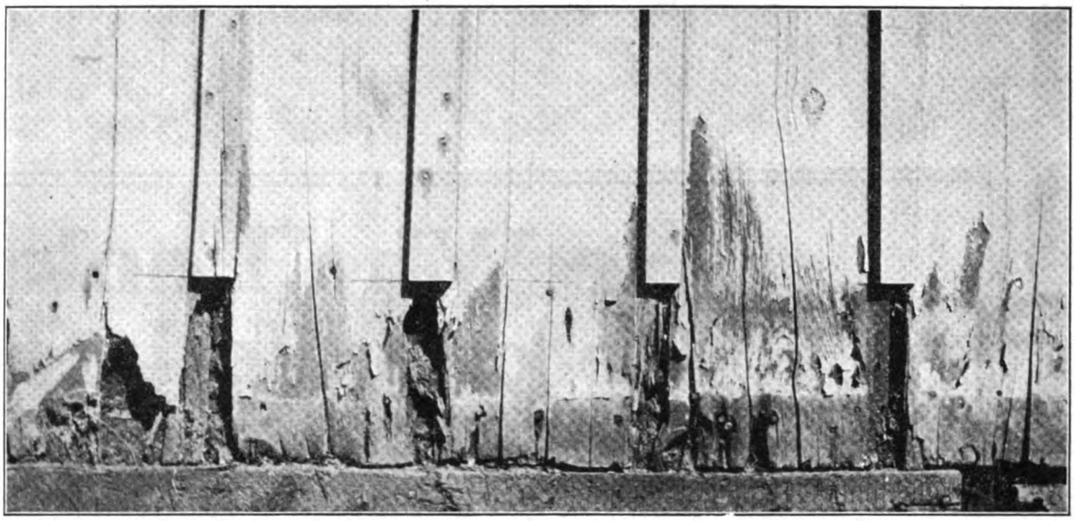

Decayed Barn Sill. Note condition of siding at point of contact with sill. (Courtesy U. S. Forest Service.)

Another Lumber Customer Lost

Conditions, such as illustrated above, cause the consumer to resort to substitutes. Not only is the wooden sill destroyed by decay, representing a monetary loss in material and labor, but a germinating place for dangerous bacteria and insects is provided by the decayed wood.

Lumber cannot hold its ground against substitutes unless it is protected from such failure.

Coal-tar Creosote Oil is the *best* wood preservative. It is recommended by all authorities.

Barrett's Carbosota Grade-One Liquid Creosote Oil is a pure coal-tar creosote oil made especially for the Brush and Open Tank method of treatment. It can be conveniently used *anywhere* and at *any time.*

Barrett's Carbosota Grade-One Liquid Creosote Oil

Lumber dealers can greatly aid the *cause of wood* if they will induce their customers to treat with creosote oil all lumber used under conditions subjecting it to decay.

Barrett's Carbosota Grade-One Liquid Creosote Oil should be carried in stock by every lumber dealer. It is nationally advertised, easy to sell, convenient and profitable to handle.

Booklet and further details on request.

Special Notice Regarding Change in Name

Since we introduced Grade-One Liquid Creosote Oil, numerous imitations have appeared on the market. For ease of identification, therefore, we have decided to change the name of this product and hereafter it will be known as BARRETT'S CARBOSOTA—Grade-One Liquid Creosote Oil.

The Barrett Company

New York Chicago Philadelphia Boston St. Louis Cleveland Cincinnati Pittsburgh
Detroit Birmingham Kansas City Minneapolis Nashville Salt Lake City Seattle Peoria

The Paterson Manufacturing Company, Limited: Montreal Toronto Winnipeg Vancouver
St. John, N. B. Halifax, N. S. Sydney, N. S.

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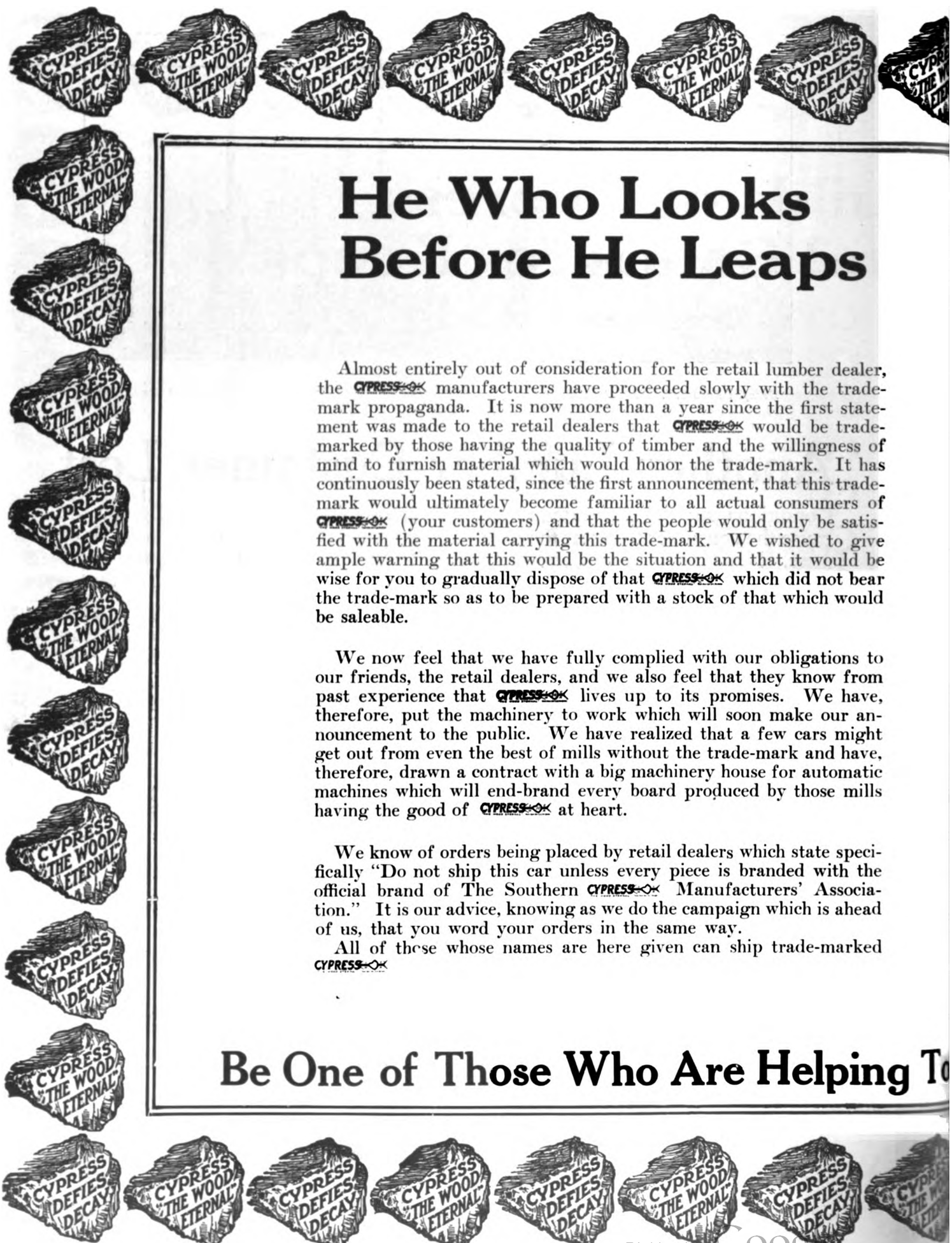

He Who Looks Before He Leaps

Almost entirely out of consideration for the retail lumber dealer, the CYPRESS manufacturers have proceeded slowly with the trade-mark propaganda. It is now more than a year since the first statement was made to the retail dealers that CYPRESS would be trade-marked by those having the quality of timber and the willingness of mind to furnish material which would honor the trade-mark. It has continuously been stated, since the first announcement, that this trade-mark would ultimately become familiar to all actual consumers of CYPRESS (your customers) and that the people would only be satisfied with the material carrying this trade-mark. We wished to give ample warning that this would be the situation and that it would be wise for you to gradually dispose of that CYPRESS which did not bear the trade-mark so as to be prepared with a stock of that which would be saleable.

We now feel that we have fully complied with our obligations to our friends, the retail dealers, and we also feel that they know from past experience that CYPRESS lives up to its promises. We have, therefore, put the machinery to work which will soon make our announcement to the public. We have realized that a few cars might get out from even the best of mills without the trade-mark and have, therefore, drawn a contract with a big machinery house for automatic machines which will end-brand every board produced by those mills having the good of CYPRESS at heart.

We know of orders being placed by retail dealers which state specifically "Do not ship this car unless every piece is branded with the official brand of The Southern CYPRESS Manufacturers' Association." It is our advice, knowing as we do the campaign which is ahead of us, that you word your orders in the same way.

All of those whose names are here given can ship trade-marked CYPRESS

Be One of Those Who Are Helping To

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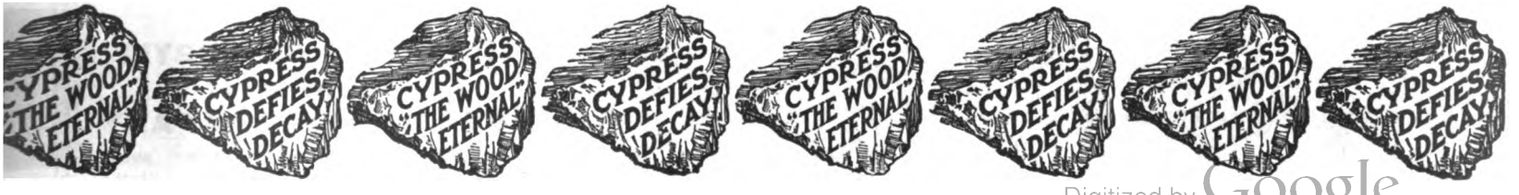
Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL"	Baker-Wakefield Cypress Co., Plattenville, La.
CYPRESS S 77 C M A "THE WOOD ETERNAL"	Baxter, G. S., & Co., Jacksonville, Fla.
CYPRESS S 4 C M A "THE WOOD ETERNAL"	Bowie Lumber Co., Bowie, La.
CYPRESS S 6 C M A "THE WOOD ETERNAL"	Burton-Swartz Cypress Co., Burton, La.
CYPRESS S 78 C M A "THE WOOD ETERNAL"	Cummer Lumber Co., Jacksonville, Fla.
CYPRESS S 11 C M A "THE WOOD ETERNAL"	Cummings-Moberly Cypress Co., Moberly, La.
CYPRESS S 13 C M A "THE WOOD ETERNAL"	Dibert, Stark & Brown Cypress Co., Donner, La.
CYPRESS S 66 C M A "THE WOOD ETERNAL"	East Coast Lumber Co., Watertown, Fla.
CYPRESS S 0 C M A "THE WOOD ETERNAL"	Albert Hanson Lumber Co., Garden City, La.
CYPRESS S 68 C M A "THE WOOD ETERNAL"	Hebard Cypress Co., Waycross, Ga.
CYPRESS S 23 C M A "THE WOOD ETERNAL"	Jeanerette Lumber & Shingle Co., Jeanerette, La.
CYPRESS S 26 C M A "THE WOOD ETERNAL"	Lutcher & Moore Cypress Lumber Co., Lutcher, La.
CYPRESS S 31 C M A "THE WOOD ETERNAL"	Opdenweyer-Alcus Cypress Co., Sorrento, La.
CYPRESS S 3 C M A "THE WOOD ETERNAL"	Ramos Lumber Co., Ramos, La.
CYPRESS S 74 C M A "THE WOOD ETERNAL"	Standard Lumber Co., Live Oak, Fla.
CYPRESS S 43 C M A "THE WOOD ETERNAL"	Whitecastle Lumber & Shingle Co., Whitecastle, La.
CYPRESS S 46 C M A "THE WOOD ETERNAL"	F. B. Williams Cypress Co., Patterson, La.

Put The PRESSure Behind CYPRESS



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30 Days' FREE TRIAL on your edger

COLEMAN FEED ROLLER (that never wears out)

Nothing since the shot-gun feed has meant so much to the modern sawmill. It is not only more efficient than the old style roller but can be *resharpened any day* AT NOON and is therefore always sharp, positive, accurate and speedy. You know and your mill boss knows that this means a saving of hundreds of dollars per edger per year in doing away with roller repairs, narrow ends, crooked lines and overplus of low grade lumber.

WOULD YOU SELL YOURS FOR TWICE WHAT YOU PAID?

We have asked this question of a number of sawmill men who are using Coleman Feed Rollers. With one great accord they have answered to this effect: "What! And go back to using the old style rollers? Not at any price!" We have published some of their letters in a sawmill man's booklet, together with the facts and figures about Coleman Feed Rollers. You will do yourself a favor if you

Send for the Coleman Book FREE

One look at the Coleman converts any practical sawmill man.

COLEMAN FEED ROLLER COMPANY, VREDENBURGH, ALA.

For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.

On exhibition at their branch houses: Atlanta, Ga. Chicago, Ill. Memphis, Tenn. Minneapolis, Minn. New Orleans, La. Hamilton, Ont. New York City. Portland, Ore. San Francisco, Cal. Seattle, Wash. Vancouver, B. C. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

"IS IT AS GOOD AS KIRBY'S"

MANUFACTURED ONLY BY

KIRBY LUMBER COMPANY

HOUSTON CHICAGO ST. LOUIS KANSAS CITY OMAHA
OKLAHOMA CITY WACO SAN ANTONIO HAVANA

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Shevlin Quality!

A Buy-Word in the Lumber Trade

WHITE and NORWAY PINE

Specified by architects who know—
Used by discriminating contractors—
Carried in stock by all wide awake, up-to-date retail dealers.

CROOKSTON LUMBER CO.
NICHOLS-CHISOLM LUMBER CO.
SHEVLIN-CLARKE CO., Ltd.

A word to the wise is sufficient

SHEVLIN-CARPENTER CO.
1986 Continental and Commercial Bank Bldg.
CHICAGO, ILL.

CROOKSTON LUMBER CO.
Sales Dept., 903 First National—Soo Line Bldg.
MINNEAPOLIS, MINN.

California White Pine

Manufactured to Shevlin Quality is Unequaled

The Shevlin-Hixon Company

Bend, Oregon

Operators Box Dept.: KNAPP-CHENEY COMPANY, Portland, Oregon

REPRESENTATIVES:

WYOMING—UTAH—COLORADO
G. W. GATES & CO., Denver-Portland-Salt Lake City

NORTHERN IOWA
WILSON-REX LBR. CO., Perry

KANSAS—NEBRASKA—SOUTH DAKOTA
BRADFORD-KENNEDY CO., Omaha

MINNESOTA
N. H. MORGAN, First Nat'l-Soo Line Bldg., Minneapolis

PITTSBURGH-PHILADELPHIA
FOREST LUMBER COMPANY

CHICAGO—DETROIT
A. W. LAMMERS, Continental Com. Bank Bldg., Chicago

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The Virginia & Rainy Lake Company

GENERAL OFFICES AND MILLS :: :: VIRGINIA, MINNESOTA

The Largest, Most Modern and Complete

WHITE PINE

Lumber Plant in the World

Annual capacity 300,000,000 feet.

Shipments by Rail or Water

Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily.

BRANCH SALES OFFICES:

1510 Otis Building Chicago

First National Bank Building Milwaukee

Lumber Exchange Minneapolis

Lyceum Building Duluth

EDWARD HINES, President
M. W. TEUFEL, Ass't to President

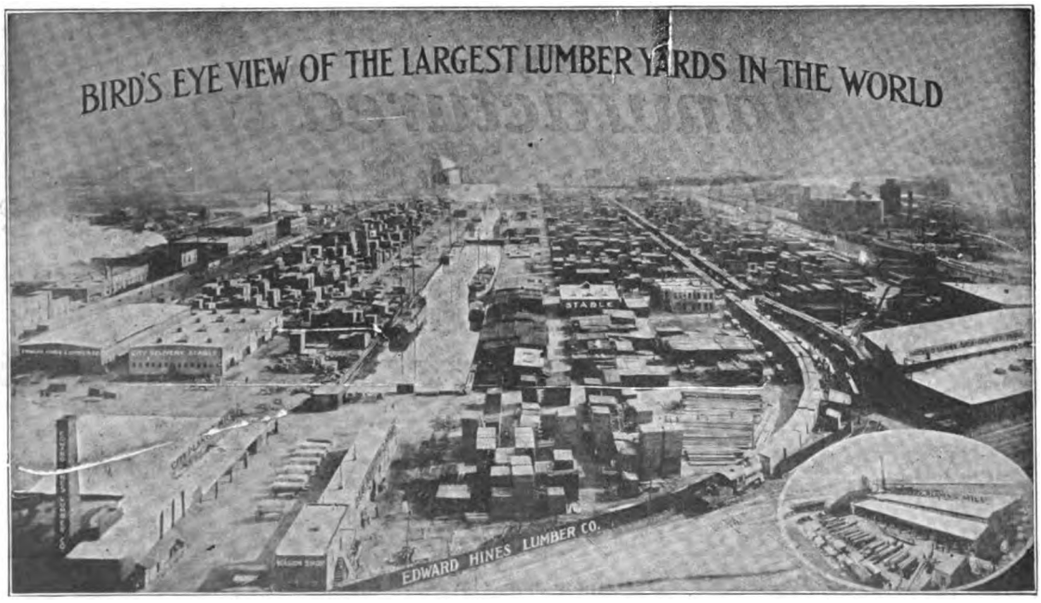
L. L. BARTH, Vice-President

C. F. WIEHE, Secretary
EDWARD H. THOMAS, Ass't Treasurer

Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office.

TELEPHONE "CANAL" 349

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Mississippi Lumber Co.

Manufacture

EXCEPTIONALLY FINE

SHORT LEAF FINISH

STEAM KILN DRIED

VERY SOFT AND LIGHT

Also

A full assortment of Long and Short Leaf Yard Stock,
Kiln Dried and Soda Dipped.

Also

HARDWOOD

White and Red Oak, Poplar, Sap and Red Gum,
Magnolia, Ash, Elm and Beach.
White Oak Bridge Plank and Ties.
Car Material.

Modern Fast Feed Planing Machines

The work is SLICK as GLASS.

WE SHIP WHEN WE PROMISE.

Address Inquiries and Orders to
519 Mississippi Ave.,
QUITMAN, MISS.

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our luxuriant timber.

Edward Rutledge Timber Co.

Coeur d'Alene, Idaho

Speed in the Lumber Office

is as essential as speed in the yard or mill—only more so in that office labor costs more to start with and in most offices a whole lot more than it should at the finish. But whatever your objections may have been in the past toward mechanical aid you can't afford now to overlook the

Dalton Adding, Listing and Calculating Machine

In actual practice it has demonstrated its efficiency in the lumber office not only in addition, but in the auditing of invoices requiring multiplication. For example it took an ordinary operator on the Dalton but **67 seconds** to audit the following invoices:

464 pcs. 1x8—16 No. 2 Com. Y. P. S2S		4,949
763 pcs. 1x8—18 No. 2 Com. Y. P. S2S		9,156
134 pcs. 1x8—20 No. 2 Com. Y. P. S2S		1,786
206 pcs. 1x8—24 No. 2 Com. Y. P. S2S		3,296
Weight 2,082 lbs. M.	19.187 ft. @ $14.45 M.	$277.25
39,947 lbs.		
Rate 14.25 cwt.		$ 56.92
Total at destination		$334.17

Fill out coupon attached and mail today for further information regarding use of the Dalton in the lumber office.

I should be glad to know more about the DALTON adding machine and welcome some further information on the subject, without obligation to us.

.....

.....

.....

How Long Would It Take You To Do it?

The Dalton Adding Machine Co.

Norwood, Cincinnati, Ohio

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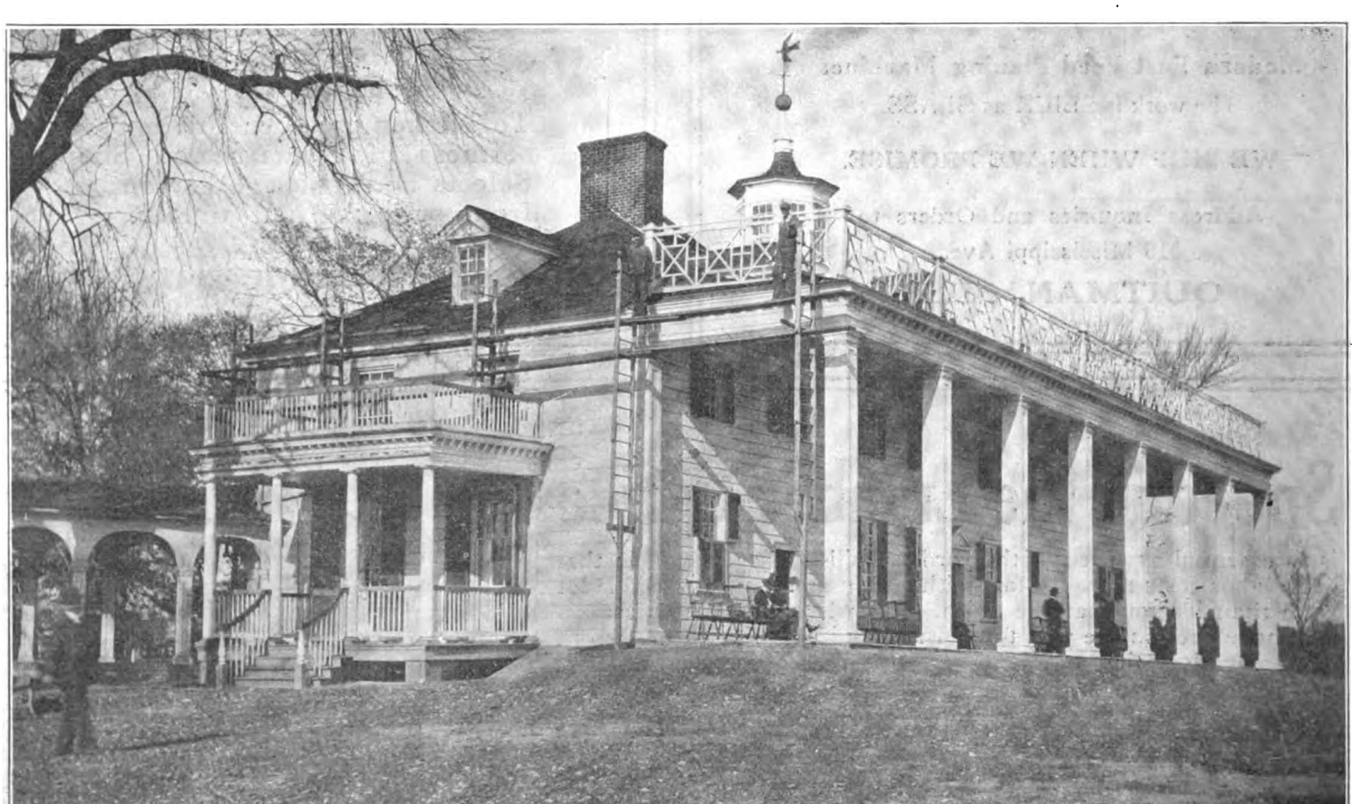
WE NEVER TIRE

of good examples of home building. If they are architecturally correct and artistically pleasing they are a constant source of delight.

The most prominent example of this sort of domestic architecture is the old home of George Washington—MOUNT VERNON, on the Potomac. This beautiful house—built in 1743—is shown below. At the time this photo was taken workmen were renewing the roof—hence the scaffolding. The weatherboarding is of NORTH CAROLINA PINE, and has not been renewed. Likewise the floors and interior trim are of

North Carolina Pine



Washington showed good judgment, not only in his selection of a design for his home, but in his choice of building material. He grew up amid the Pines of Virginia, knew their value, and himself absorbed their sturdy qualities.

Be wise, therefore, and follow his example. Use a proven wood yourself, and recommend it to your customers. It will be a constant source of profit and satisfaction. Write to us about it.

Anderson Lumber Corporation, Marion, S. C.
Fosburgh Lumber Co., Norfolk, Va.
Greenleaf Johnson Lumber Co., Norfolk, Va.
Montgomery Lumber Co., Suffolk, Va.
John L. Roper Lumber Co., Norfolk, Va.
Rowland Lumber Co., Norfolk, Va.
Waccamaw Lumber Co., Bolton, N. C.

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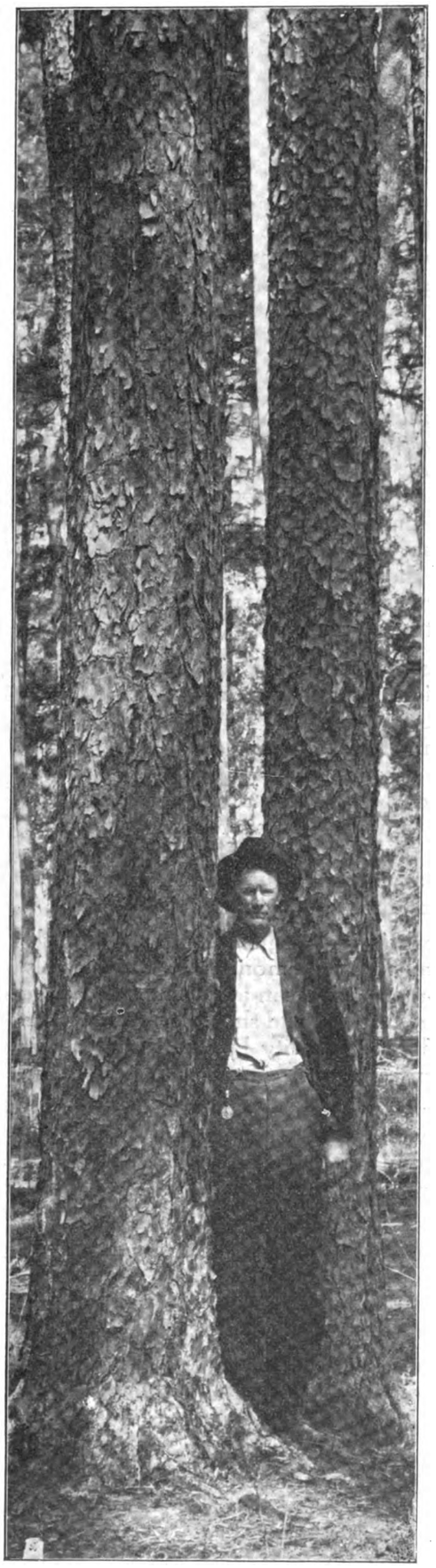

Forest Scene in the Long Leaf Timber of the W. G. Ragley Lumber Company

You Will Find They Are Right

Because:

RAGLEY Long Leaf

is manufactured from *Long Bodied Calcasieu Long Leaf Yellow Pine,* with the *most modern equipment,* into *lumber for you.*

There *is* a difference

W. G. Ragley Lumber Company

Ragley - - Louisiana

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ACCOMPLISHMENT

THE STORY OF ACCOMPLISHMENT:

To standardize lumber by making an international reputation for the manufacture of **quality** lumber.

To successfully operate ten great sawmills located in the heart of the finest forests in the South.

To produce the maximum capacity of one million, five hundred thousand feet of **quality** lumber per day.

To market all over the world four hundred and fifty million feet of **quality** lumber per annum.

To deliver to dealers, wholesale buyers and export trade twenty-four **thousand, three** hundred and sixty cars of **quality** lumber per annum.

To build up and maintain a selling organization of able Salesmen, meeting the lumber trade in all parts of the United States and some foreign countries.

To mass this gigantic organization, the largest lumber manufacturing institution in the world, under one administrative head, directing the growth, development and consummation of its phenomenal success, all in a short twenty-five years—**Is nothing short of a Titan Task.**

Just twenty-five years ago the company started to manufacture lumber in a small way, with three objects in view, namely:

1. The standardization of lumber which meant **quality** lumber.
2. The production of **quality** lumber in sufficient volume from several localities to take care of extensive orders, so that shipments could be made on record time.
3. And last, but most important, to build up an institution so trustworthy as to its method of business conduct as to inspire every dealer or buyer of lumber, or any commercial institution, with absolute confidence, wherever the name of The Long-Bell Lumber Company went forth.

With these three principles in mind, Mr. Long welded together the great interests which have grown from the almost forgotten miniature nucleus in 1891, into **not** one, but ten enormous sawmill institutions under one head. These ten sawmills, located in the States of Arkansas, Louisiana and Texas, have succeeded in standardizing lumber, placing upon the market **quality** lumber unassailable as to its uniformity and superiority. And today, when the name of The Long-Bell Lumber Company is mentioned, it is understood that the delivery of **quality** lumber will be exactly in accordance with the agreement of time of shipment and quality of the lumber, plus the satisfaction of dealing with an institution that lives up to every contract it **makes.**

To have accomplished this splendid task is a satisfaction to the management of The Long-Bell Lumber Company's operations, but that satisfaction of accomplishment is only an incentive to further development. An institution founded upon the principles that have made The Long-Bell Lumber Company, world famous in the production of **quality** lumber, is in an enviable position in the lumber markets of this and foreign countries.

The work is just begun. The accomplishment already made demonstrates conclusively that this organization can at all times take care of all orders for long and short leaf yellow pine and oak flooring **quality** lumber, both in this and foreign countries.

As long as the lumber industry of America will supply the trade, so long will The Long-Bell Lumber Company endure and deliver its **quality** lumber to the trade.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company

KANSAS CITY, MO.

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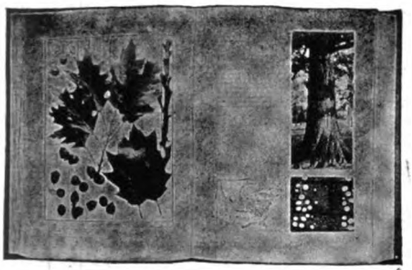
Hough's American Woods

A unique and most useful publication illustrated by actual specimens, showing 3 sections of each wood, mounted in separable pages, with full text.
Its author has been awarded the special Elliott Cresson gold medal on account of its production.



Hand book Opened at Red Oak

Hough's Handbook of Trees

Is photo-descriptive and will enable one without a knowledge of botany to recognize the trees at any season of the year. Most useful for one wishing to know the trees.

If interested in woods or trees from whatever standpoint, write for information and sample specimens. See our exhibit at the Panama Exposition, Mezzanine Floor of Palace of Education.

Romeyn B. Hough Co.
Box 21 Lowville, N. Y.

American Forest Trees

By the late Henry H. Gibson
Edited by Hu Maxwell, Wood Utilization Expert

The book is beautifully printed, and is handsomely bound in half leather, dark green roan back and corners, with basket cloth sides, silk head-bands, gold stamping on the back, and gilt top.
The work is illustrated in sepia with more than 100 full-page halftones from photographs covering all the chief commercial varieties of virgin forest timber growing in the United States, and also with numerous engravings from drawings showing leaf and flower forms, etc.
The price of the work is $6.00, delivered by express or mail.

Address **LUMBER WORLD REVIEW**
608 South Dearborn Street, Chicago, Ill.

Make Your Company Stores More Profitable

If you will read these questions and answers, we shall be glad to show you how a complete National Cash Register will solve these troubles.

Do you always know that your cash is right?

You cannot know unless you have an accurate check on every cent that comes over your counter in exchange for goods.

Do you give goods away?

You do when you or your clerks "forget to charge" customers who buy on credit. In such cases the customers get the goods and you get nothing.

Do you ever pay bills twice?

You surely do unless you keep a permanent record of every cent you pay out as a safeguard against mistakes.

Do you ever lose customers by billing them after they have already paid you?

You do if you depend on memory, or on an uncertain system, to see that customers get credit for the money they pay you.

"A Drawer for Every Clerk"

A complete National Cash Register will help you—if you want to make more money; if you want to make your clerks more efficient; if you want to save yourself from worry and work; if you want to get ahead.

More than 1,500,000 have been sold.
And they pay for themselves as they go.

Write us on your letterhead for the little book, "Troubles of a Storekeeper"

The National Cash Register Company, Dayton, Ohio

Western Soft Pine and Larch Lumber

***Also* Box Shooks, Lath, Moldings, Sash, Doors, Millwork**
Shop Lumber and Lap Siding for Eastern Trade

When you need **Quick Shipment** remember our stocks are two hundred miles, or more, closer to you than most of the Western mills.

ANACONDA COPPER MINING COMPANY
Lumber Department **BONNER, MONTANA**

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Build Your Own Business

by establishing such a connection with us that our high grade lumber and superior shipping facilities are at your service. We ship 30 cars every 10 hours.

Our Selling Organization.

Minneapolis—C. M. Rhone.
Denver—Dwight H. Elder.
Sioux City—J. D. Merrill.
Pocatello—R. C. Angell Co. (E. T. Sturgeon).
Salt Lake City—R. C. Angell Co. (R. C. Angell).
Walla Walla—W. E. Murphy.
Grand Island—McCormick & White (T. P. White).
Omaha—McCormick & White (F. P. McCormick).
Chicago—Geo. T. Mickle Lbr. Co. (Wilber Hattery, Jr., Mgr. Western Dept.).

Douglas Fir Lumber Company

Manufacturing Merchants **Portland, Oregon**

We want to move quick

12 Cars 4/4 No. 1 Common

PLAIN WHITE OAK

We ship all over the world

Headquarters for

Old Fashioned Yellow Poplar

VANSANT, KITCHEN & CO.

Ashland : : Kentucky

Many Orders Now Specify

Immediate Shipment

We are prepared to comply with this requirement. When you are in a hurry for hardwoods, remember we can furnish the stock and the service, and that reasonably prompt delivery can be expected from orders placed with

LAMB-FISH LUMBER COMPANY, CHARLESTON MISS.

"The Largest Hardwood Mill in the World"

All timbers and heavy planking will bear the ***Calcasieu Long Leaf*** Trade-Mark brand shown in this advertisement.

We carry 35 million feet of well assorted one and two inch stock in all sizes and grades.

Industrial Lumber Company

Elizabeth, La.

Edw. E. Krauss Sales Manager

Our own reputation is the added guarantee to every bundle of Rite-Grade we ship you

RITE-GRADE
RED CEDAR SHINGLES

are their own solicitor for your next order. We want your Rite-Grade business, and we respectfully ask you for your next car.

St. Paul & Tacoma Lumber Co.

TACOMA - - - - - WASHINGTON

B-S Cypress Co.

IN THE HEART OF
THE BEST CYPRESS DISTRICT

We supply everything in

The New Grades of Cypress

Rough or Dressed Stock

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

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Number 7

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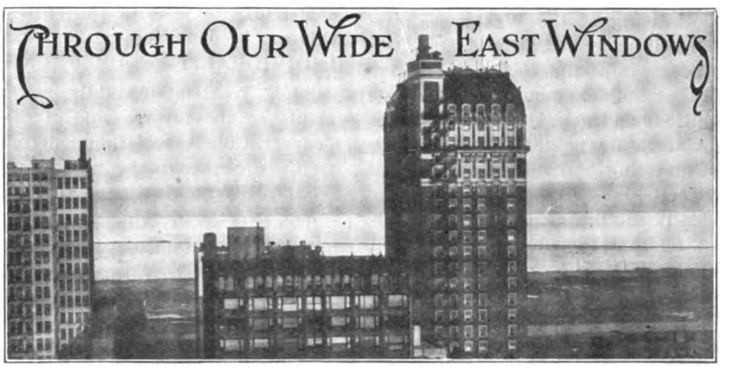

THE LAKE WAS NEVER MORE FASCINATING, rugged and helpful than it is this ninth day of October, 1916, as we look through the "Wide East Windows" to the steel blue horizon over the mercury-like cold and rippling water. The play of the sunshine through the openings of the clouds throwing light on the distant sea, the cold, black leaden sort of "rough washed" rock of the nearby waters, which the sunshine does not reach—ALL conspire to turn this department this autumn morning into an endeavor to be sentimental and sonnet-like. HOWEVER, a much more practical necessity intervenes and our "Wide East Windowites" are spared any so-called "bursts of song" or "barber shop melodies."

The thing which intervenes is not market conditions, or our dear old threadbare friend "supply and demand," or that evasive wight "curtailment," or the possible action of the Federal Trade Commission, or any other of the STOCK subjects which always are sitting about on the railing dangling their feet and begging to be written about!

No; the proverbial quarter of a dollar which we hold close up to our good right eye this morning which shuts out not only the shimmer of sea, but even the tang and perfume of the October atmosphere is the GREAT QUESTION of how ALL the lumber interests in the United States may get themselves together, in an association way, into one GREAT big FORTY-TWO CENTIMETER effort to do things NATIONALLY!

At the Forestry Industry Conference in San Francisco in the autumn of 1915, H. D. Langille sprang the sensation of the meeting and started a question rolling in the direction of the goal posts which has ever since been on its way, but which has never gotten far along in publicity; and as we believe in the proposition we are going to devote a lot of space to a discussion of all phases of it.

The sum and substance of Mr. Langille's idea was that some sort of co-operation or confederation of interests should be accomplished as between the various and sundry lumber associations west of the Rocky mountains, which would include all branches of the trade and which would not in any sense disturb the immediate working plans of the SEPARATE associations called upon to co-operate.

There was a lot more of it than that, but as we remember the occurrence without referring back to the voluminous paper which Mr. Langille read, the sentence above covers the subject.

During the progress of this same Forest Industry Conference, at a welfare dinner or something of the kind at Eureka, Cal., Mr. Langille made a very remarkable after-dinner speech on the same subject of co-opera-

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tion among the various lumber interests, which he likened to the falling of the dew and the snow on the mountains, the gathering of the waters in the rivulets and mountain rills and the flowing of it down great rivers to the sea.

Inasmuch as there has been National co-operation among lumber associations simply in name and hardly enough of it at that for such co-operation to stand up and declare itself, we have carefully watched the result of the agitation at San Francisco and on the trip to Eureka and subsequent happenings in that connection, for RESULTS!

Before the Western Forestry and Conservation meeting adjourned at San Francisco, a National committee, consisting of E. G. Ames, T. J. Humbird, E. A. Selfridge, Jr., J. B. White, C. A. Weyerhauser and H. D. Langille, was named by that body to make and report on this subject. During the remainder of 1915 and the first four months of 1916, Mr. Langille and his committee worked on this question and produced a preliminary report which, had it arrived in Chicago in time, would have been made part and parcel of the very interesting program of the National Lumber Manufacturers' Association held in Chicago in May.

Judge A. L. Flewelling, president of the Western Forestry and Conservation Association, at that time entrusted the editor of the LUMBER WORLD REVIEW with the report which we handed to the National association, a full account of which episode may be found in another section of this publication at this time.

The idea THEN was to give the question a lot of publicity and try out the ideas on the lumber mind in order to see what could be done with the question at the next annual meeting of the Western Forestry and Conservation Association, which will occur at Portland, Ore., October 24 and 25. HOWEVER, as the program of the National Lumber Manufacturers' Association was full, all that could be done about the matter at that time was to print some resolutions on the subject (which were elaborate and to the point) and to print in its proceedings later the RESUME of the report which Judge Flewelling had submitted through the editor of the LUMBER WORLD REVIEW.

We are thus careful to state specifically all the conditions that surrounded the submission of this report, so that the lumber public will understand WHY we are printing it at this TIME.

The handing of the original report to the National Lumber Manufacturers' Association through the LUMBER WORLD REVIEW had no significance whatever. Judge Flewelling simply desired to use the editor of the LUMBER WORLD REVIEW as a convenient agent and all that we did was simply to turn the matter over to the National Lumber Manufacturers' Association and let it GO at THAT.

We had intended to print the matter that this issue of our paper contains on this subject as early as August 10, but were prevented from that on account of the interposition of conditions over which we had no control; but we NOW offer in THIS issue, the entire text of Mr. Langille's committee's remarkable PRELIMINARY REPORT, which was filed May 22, 1916, for what it contains and not as an official utterance, for in many ways it is not at all likely that the text of this report will coincide with the text of the report which Mr. Langille will make at the meeting in Portland at 11 o'clock on the morning of Wednesday, October 25.

The title of Mr. Langille's paper at that time will be "Reorganization of Forest Industrial Associations" and will be called according to Mr. Allen's program, "Report of the 'Nation-Wide Committee'."

At that time thirty minutes will be occupied in reading the report and sixty minutes in the discussion thereof.

It will be a great event.

Since this "Forest Products Federation" question is up, now is a splendid opportunity to print a lot of things on the subject for the information of our "Wide East Windowites" which have long been deferred and for which we have waited for just this chance.

"Reorganization" to be Discussed at Portland.

CONCERNING THE REPORT WHICH IS to be made by H. D. Langille, at the Forest Industry Conference at Portland on the "Reorganization of Forest Industrial Associations," in a letter dated October 5, Mr. Langille says: "When the report was prepared, it was contemplated that a series of meetings should be held at Chicago and elsewhere, at which those locally interested would build upon the fabric of the report according to local needs. This has not been done and for the purpose of the present meeting the report seems very incomplete. E. T. Allen and I are going to try to show the amount of money now spent by timber owners and manufacturers in the Douglas fir district, tell how it is spent and point a way to the economies which are emphasized in the report itself, and which were particularly alluded to in my address at San Francisco last year."

In his communication of October 5 Mr. Langille seems to sum up the whole question in this statement, viz.: "It seems to me that the point to be emphasized now is the need that timber owners join with the manufacturers in providing the funds sufficient to do the things which both the local and National associations are unable to do for want of money."

There, in the paragraph above, is the whole thing.

It is an endeavor to get every phase and character of lumber association in the United States to join in a movement which (until some one suggests a better) we shall continue to call a Forest Products Federation. To do just these NATIONAL things without interfering with the work of the local associations, just as the national government at Washington does NATIONAL things without interfering with the legislation of the states, is what we wish to see achieved.

This movement, which has had really two birthplaces, should now be given a place in history.

"Forest Products Federation" History.

WE MAY CALL THE GETTING TOGETHER of all lumber associations in this country under one flag any sort of name we like, but really nothing has ever been suggested that was BETTER than our original suggestion of "Forest Products Federation." That did not and never has meant another association, as some allege, "to complicate matters" but it would weld into one great big whole all NATIONAL LUMBER EFFORT.

The earnest organizers on the Pacific coast set out to accomplish only a getting together of Pacific coast interests.

What we wish to see accomplished is to have that movement broadened sufficiently to take in the entire lumber interests of the country, and this can be done, too, without any lumber trade association LOSING its INDIVIDUALITY or USEFULNESS in any PARTICULAR.

As E. T. Allen so vividly portrays in his allegorical picture, which he prints on the reverse side of the program for the Western Forestry & Conservation Association meeting—a reproduction of which suggestion we have caused to be made and printed in this issue of the LUMBER WORLD REVIEW—we need a "firm, national policy."

The title of Mr. Allen's picture story "Needed!—The Big Gun and Men Behind It," epitomizes what our necessities may be.

Let us get back to history.

The LUMBER WORLD REVIEW endeavored to get the leading lumbermen of the United States together in Chicago early in September, 1914, and was authorized by 95 percent of the men approached to call a mass meeting in Chicago at that time. As we recall (in our news introduction to Mr. Langille's committee report, printed elsewhere) this sentiment when crystallized was handed over to J. E. Rhodes, secretary of the National Lumber Manufacturers' Association at that time and the ultimate result was the call which Mr. Rhodes issued on November 16, 1914, for lumber officials to get together in Chicago at the Hotel La Salle on November 17, 1914, for a conference on the subject of a NATIONAL ORGANIZATION OF ASSOCIATIONS.

The result of that conference ultimately produced the Trade Extension Bureau of the National Lumber Manufacturers Association, and from that date until the Forest Industries Congress, in San Francisco last autumn, there was no endeavor made to nationalize lumber association effort which should incorporate in the movement more than just the manufacturers' associations.

On January 25, 1915, in this department of the LUMBER WORLD REVIEW on page 18, we said: "WE REALIZE JUST HOW READILY A LUMBER TRADE NEWSPAPER CAN GET ITSELF DISLIKED BY MAKING SUGGESTIONS WHICH LOOK LIKE AN ENDEAVOR TO DICTATE TO THE TRADE; BUT FORBEARANCE CONCERNING A PROPOSITION TO CREATE THE PROPOSED FOREST PRODUCTS FEDERATION WILL SPEEDILY CEASE TO BE A VIRTUE, FOR IF SOMEBODY DON'T VERY SOON PROPOSE A PLAN THE LUMBER WORLD REVIEW WILL BE UNDER THE PAINFUL NECESSITY OF MAKING A FEW DIAGRAMS OF A PLAN WHICH IT HAS BEEN INCUBATING FOR SEVERAL MONTHS."

On February 10, 1915, in this department, under the caption "What Will The Forest Products Federation Be?" we made this statement: "AND NOW, WHEN WE ARE ALL READY AND WAITING FOR A PLAN BY WHICH ALL ASSOCIATION EFFORT MAY BE WELDED INTO ONE ASSOCIATION BATTERING RAM, BY WHICH WE MAY HAMMER DOWN THE CITADEL OF OUR ENEMIES AND MAKE OUR WAY TO FREEDOM, IT DEVELOPS THAT THERE IS A GREAT HESITANCY OR RETICENCE IN OFFERING THE PLAN."

On December 10, 1915, in this department, upon page 18, we made the simple suggestion—all along looking for a chance to speak—that the only scheme worth consideration was the nationalizing of the plan of organization of the Lumbermen's Association of Chicago; and it is YET our deliberate opinion that after EVERYTHING else has been SUGGESTED and TRIED that the lumber interests of the United States will come back to exactly THAT POSITION.

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Shingle Weavers will Probably Not "Trade-Mark"

Several Letters on the Subject of the Proposed Shingle Weavers' Union "Trade-marking" of Lumber with their Union Brand.

Concerning the matter of the endeavor of the shingle weavers of Washington to work in conjunction with the Lester W. David Co. to popularize the Shingle Weavers' Union label brand for the red cedar shingles of Washington, we recently sent a letter to all executive officials of lumber associations in the United States, which read as follows:

"I have been hoping to have some expression from you in regard to an article which was printed in a prominent department, in the August 25 issue of the LUMBER WORLD REVIEW, but as yet nothing has come to hand. I refer to the item on page 36, entitled 'International Shingle Weavers' Union Begin National Advertising Campaign,' in which is set forth an arrangement which Lester W. David has made with the International Shingle Weavers' Union.

"It would seem to the writer that in this direction lies a great danger which threatens the whole trade-marking proposition. It is a recognition of the unions which may have some very unfortunate possibilities. The first thing we know we are liable to have union carpenters and builders striking about using trade-marked shingles and lumber to retaliate for our 10 and 11-hour day.

"It hardly seems possible that the item which we printed so conspicuously could have failed to catch your attention, as we hoped it would. Are we wrong in believing that this is a matter which we should look carefully to? Next attached is copy of the item in question, in case you have not seen it. Please let me hear from you on the subject."

To this communication we have received a variety of answers but by no means have all of the various presidents and secretaries made reply to our query.

Some have written saying that they did not consider that this question should receive publicity, but this is a question that must be settled in the office of the LUMBER WORLD REVIEW and had already been settled by the printing of our news story on the subject in the issue of August 25.

The LUMBER WORLD REVIEW cannot help eradicate the evils of the trade outside of the arguments it may print between its column rules, and this is ONE lumber trade newspaper office that does not believe in "gum shoe" processes or that there is any question under discussion in the lumber field which may not be PROFITABLY discussed HERE.

The above is not an excuse for printing what follows, but a reason. We hope that our readers will take what we and the lumbermen who have helped in this contribution have to say upon the subject in a kindly spirit.

TWO DIVERGENT OPINIONS.

The president of a prominent manufacturers' association says: "I had not noticed your news item 'Union Branded Shingles,' and certainly do not approve of the 'entering wedge.' We may have serious trouble ahead for all of us."

The secretary of the same association says: "We anticipate no trouble from this source in the ———. There are very few mills making shingles exclusively. It is largely a by-product proposition."

So there you are.

One man sees that it interests the whole country, and another man sees that it does not interest his section, and therefore has no interest at all; and we keep wondering among us why it is that lumbermen cannot be depended upon to work together in national affairs!!

We do not believe that the shingle weavers of Washington or anywhere else are going to arrange to put over a trade-marking proposition in connection with the union label, but they certainly would do it if we who believe in the "open shop" did not make some endeavor to increase the solidarity of thought among lumbermen upon this subject.

A SOUTHEASTERN PRESIDENT SPEAKS UP.

A. R. Turnbull, of the Rowland Lumber Co. of Bowden, N. C., and Norfolk, Va., and president of the North Carolina Pine Association, speaks up and out loud. He says:

"We are in receipt of yours 19th, referring to item on page 36, entitled International Shingle Weavers' Union, and we agree with you that there is a very great danger in this matter. It has always been the writer's opinion, and was expressed to your Mr. Johnson, that trade-marking of lumber would be a very serious mistake, and would lead to the mechanic handling this material looking for the union label along with the trade-mark. We have appointed a committee to act on this matter, and shall be very glad to have any information that you receive as to the development of this movement."

"SEER OF THE FRENCH BROAD" SEES THE POINT.

George L. Forester, secretary-treasurer and traffic manager of the Western Carolina Lumber & Timber Association, comes back at us with a fine communication on the subject of the shingle weavers' trade-mark, which is characteristic of him, and of course is therefore worth reading. Mr. Forester traces "trades unionism" back a long ways. He says:

"Your favor of September 20th is acknowledged.

"In the rush of trying to salvage about three million feet of erstwhile real marketable hardwood lumber from the maws of the roaring French Broad river and its tributaries, and from the paws of certain gentlemen of the section, a small minority of whom have exhibited a desire to appropriate to their own use, without recompense of any nature, such lumber as was carried down stream by the heavy shower of July 16th last, I have not previously read the article to which my attention is called, anent 'International Shingle Weavers' Union' and their advertising campaign.

"Trade unions are here to stay, however much we may differ in our opinions as to the good or bad results we think they accomplish.

"It is acknowledged that it pays to advertise and the question in my mind is whether or not greater publicity will not aid rather than retard the work which is aimed at by the union and our friend David.

"Some time before last week, if my memory serves me rightly, a fat old duffer named Goliath came off second best in an argument with a nifty little cuss called David, and I have been laying off on the David stuff ever since, or at least since I first heard of David. That Boy certainly was some pitcher in his league. I am not acquainted with THIS David, but it looks to me like he is a 'south paw.' Still you never can tell.

"This is a matter which I believe deserves careful consideration and may bring unfortunate results, but it is one which I do not feel called upon to tackle individually. I simply 'pass the buck.'

"This letter is written only because you ask for and are entitled to a reply, and it is certainly legitimate matter for the consideration of this as well as other associations. If I can get our members to listen long enough, I will bring it up at our next meeting.

"If you feel like taking up the job, I can only say 'More power to you,' but is it not possible, if not probable, that the proposed action will be aided rather than harmed by publicity?

"Now I wish to say this much about union labor: I believe it to be beneficial in many ways, and to have accomplished much good for many men and trades, and properly handled should continue to be beneficial. The trouble as I see it with such labor is that when they become strong enough to be of still greater benefit to their members they usually become very human and by arbitrary methods defeat the very objects for which they sought and injure their own cause by demanding more than they can get.

"My recollection is that Noah had some sort of a fracas with the shipbuilders' union and I believe such trouble will continue long after the time when I shall have crossed the Great Divide. Therefore as to this particular David, I am willing that we have war, but want my wife's relatives all to enlist."

THREATENS "TRADE-MARKING" PROPOSITION.

B. B. Burns, secretary-treasurer of the C. L. Ritter Lumber Co. of Huntington, W. Va., and president of the Hardwood Manufacturers' Association of the United States, has some very positive opinions on this question which go to make good reading. Mr. Burns says:

"Yours of the 19th instant received. In my opinion this movement not only threatens the whole trade-marking proposition, as you state, but it is the entering wedge to burden the manufacturers of lumber with union labor and all the restrictions and handicaps that go with such a situation. I certainly hope that the lumber producers and organizations in the northwest, where this movement has originated, will take active steps to see that it makes no headway."

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A RETAIL ASSOCIATION SECRETARY SPEAKS UP.

We are very sure that the gentleman we are going to quote has not the slightest objection to being quoted and to have us spell out his name in full, but we believe that just for the present we will withhold his name, if for no better reason than that it will puzzle the other fellow. Our correspondent in this case can always be depended upon for the facts in detail and what he has to say is very much worth while. He says:

"I have yours of the 20th. I note what you say about the article referring to national advertising campaign of shingles made by the shingle weavers' union people. I confess I had overlooked it.

"Now, I note you have used the name of J. G. Brown. Mr. Brown is the gentleman who stood up last year before the Federal Trade Commission in Tacoma and said that the trouble with the shingle business was that the retailers were robbing the public, and then he told of having seen a newspaper containing an advertisement of red cedar shingles at $5.25 per M and up, somewhere in Illinois.

"Of course he did not know that there was a little, ordinary retailer sitting around listening to what he had to say. He took it for granted that there was nobody there at the Trade Commission hearing but the manufacturers, and I do not mind saying to you that some of the manufacturers seemed to be very much tickled over what Mr. Brown had to say, inasmuch as it seemed to confirm what they had believed, and some pretended to know, as to what the retailers were doing.

"When the hearing was over, I went to Mr. Brown and handed him my card, and asked him to give me the name of the paper, the town, and the retailer that was getting such prices in Illinois (this town was in Illinois which he mentioned). He gave no name, location, etc. He promised to give it to me, but he never did. He finally wrote me and gave me the name of the town in Illinois, and that, of course, was all I wanted. I took it up with the dealers in that town, and instead of them getting '$5.25 and up' for shingles, they were actually getting $4 and down.

"I then asked the gentleman to explain why he had made such a statement. The best part of the whole thing was, however, that I filed the information with the Federal Trade Commission, and wrote them a pretty sharp letter about the kind of testimony they had been listening to, on the part of Mr. Brown. Therefore, I do not think there will ever very much come of this idea of union carpenters over the country demanding shingles shipped through this David company.

"The shingle weavers of that territory are already in a union, and they are getting better wages than most anybody that works. I do not object to that. I am glad they are getting it, but if the consuming public had to depend on its supply of shingles from sources indicated there would not be very many used, because they could not be made fast enough.

"However, this is worth watching, and I am glad you called my attention to it."

HERE IS PROBABLY THE "NUB" OF IT.

Here is probably the nub of the story as suggested in a few vigorous sentences taken from the letter of a lumber manufacturer who is also a prominent official of a lumber association. He says:

"Replying to your favor of the 19th instant, would state that I have no fear of this situation at all; the fact is, I think this originated in the fertile brain of someone connected with the Lester W. David Co. and I do not believe it will ever materialize to hurt us. This is the first union organization that I have ever heard of that advertised the product of an industry in which it was engaged.

"As suggested above, this is more an effort on the part of the Lester W. David Lumber Co. to sell their product through the use of the union label than it is an effort on the part of the organization; the lumber company is simply using the organization for the purpose of accomplishing results in that way. I think that this is very poor business ethics on the part of this lumber company."

WOULD INTERFERE WITH GENERAL "TRADE-MARKING."

O. T. Swan, secretary of the Northern Hemlock & Hardwood Manufacturers' Association, says:

"There is no question concerning the important bearing which the action of the shingle weavers' union may have in connection with the developments in the lumber industry. I have not been able to figure the matter out to my own satisfaction, as I am unable to judge just how much power is back of the movement. Granted that it becomes successful, it would doubtless have a marked tendency to stop activities looking toward the use of cheap trade-marking machinery through the fear of some mills that such equipment might be diverted to the placing of the union label in lieu of or in connection with the original branding proposition."

WEST COAST LUMBERMEN'S ASSOCIATION PROTESTS.

H. P. Wyckoff, secretary of the shingle branch of the West Coast Lumbermen's Association, enclosed to us a circular which he had recently sent out to the mills shortly after the shingle weavers' movement is supposed to have started. It is a very interesting document.

This document was entitled "Circular No. 163," and was issued from Seattle, September 14. In this document he called the attention of the shingle manufacturers to his circular of August 17 in connection with the "recent trade agreement entered into by the International Shingle Weavers' Union and the Lester W. David Lumber Co."

Mr. Wyckoff called particular attention in this circular to a letter from L. H. Irvine, manager of the Employers' Association, who had written as follows:

"Permit us to call your attention to the fact that several shingle manufacturers have registered a complaint to the effect that indifference among manufacturers may give the shingle weavers' union an opportunity to strengthen themselves in Washington.

"The International Shingle Weavers' Union is planning to create a special market throughout the United States for the red cedar shingles of the Pacific northwest through the use of its official label.

"It is the purpose to begin a campaign to advertise and sell Washington shingles manufactured under union conditions. Union men are boasting that this will unite the purchasing power of organized labor throughout the United States to do all in their power to force consumers to buy union-made shingles.

"We share in the belief of a number of manufacturers that this project is a wedge by which the shingle weavers' union hopes to force shingle manufacturers to unionize under closed shop regulations—in other words, to give the control of the plants to the walking delegate. It seems plain that if their plan succeeds it will result in the boycotting of all shingles made by other than union establishments in Washington, for no mill will be permitted to use the union label unless it hires union men only. Of course this would force independent workmen out of a job and destroy the business of independent mills.

"It seems that the Lester W. David Lumber Co. has agreed to become the selling agent for all mills that will agree to use the label of the shingle weavers' union on their product.

"This seems to be an alliance essentially un-American and unfair to an industry which under such open shop conditions as the country is now coming to understand, adopt, and even demand, might become far more powerful than it is to-day if independent conditions were encouraged.

"It seems manifest that the pernicious activities indicated by the shingle weavers' union should not be allowed to pass without protest and vigorous opposition."

After quoting the letter of Mr. Irvine, Mr. Wyckoff says that the West Coast Lumbermen's Association "hereby condemns this proposition as being unfair and in direct discrimination against the independent non-union employer and employe." Mr. Wyckoff says further that it is simply an endeavor by J. G. Brown, president of the International Shingle Weavers' Union, through the Lester W. David Lumber Co., to gain control of the shingle industry.

Mr. Wyckoff asks the members especially to re-read that portion of his Circular No. 155 which appertained specifically to the agreement that had been made by Mr. David with the shingle weavers' union, two paragraphs of the text of which are as follows:

"It is further understood and agreed by the party of the second part (International Shingle Weavers' Union) that the use of the union label shall be given only to mills having full union crews so far as the skilled mill employees are concerned, and who shall first agree that all shingles upon which the union label is used shall be sold or marketed by the party of the first part providing said party of the first part is able to procure a market in accordance with the terms set forth in section 2 of this agreement.

"The party of the first part (Lester W. David Lumber Co.) further agrees to use its best endeavors to obtain the signing of agreements between shingle manufacturers and the party of the second part in accordance with the provisions hereinbefore mentioned."

ARCHITECTS AND BUILDERS.

The architectural edition of Sweet's Catalogue Service, Inc., 115 West Fortieth St., New York, for 1916, is at hand and is an almost invaluable text book for dealers in building material, as well as architects. It is a mammoth compilation, comprising 1,802 pages and contains just such information as would be wanted by the building industries. It gives data and illustrations concerning the products of 800 manufacturers of building material and equipment in the United States and is indexed by firms represented by products and by location. This is the eleventh annual edition of this valuable work and it is without doubt one of the most to be desired catalogues of its kind in the world.

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Plan a "Forest Products Federation"

Preliminary Report of the Committee Appointed at the San Francisco Meeting Last October to Develop a Real National Lumber Organization Effort

H. D. Langille, chairman of the committee whose preliminary report follows this introduction, fully explains the genesis of this report in his letter of submission to Judge A. L. Flewelling, president of the Western Forestry and Conservation Association, May 23, 1916, along with his suggestion that the report be used and given prominence by the National Lumber Manufacturers' Association annual meeting in Chicago, May 31, 1916,—the letter of submission we print elsewhere in this article.

Judge Flewelling was to have attended the national meeting in Chicago but was unable to be present and submitted the entire report and correspondence to the editor of the LUMBER WORLD REVIEW on May 25, saying: "I am enclosing you correspondence relating to the report of the Langille committee, appointed at our October meeting in San Francisco. You were present and know the full situation. Take this matter up with R. H. Downman, president of the National Lumber Manufacturers' Association as to whether or not this report should be presented. If Mr. Downman thinks this matter should come up for hearing you are hereby appointed to represent me or to appoint someone else to represent me on the floor of the meeting. **WOULD BE GLAD TO HAVE THE MATTER THOROUGHLY DISCUSSED THERE AND LEAVE IT TO THE JUDGMENT OF YOURSELF AND MR. DOWNMAN.**"

PRELIMINARY REPORT PRESENTED BUT NOT READ.

These documents arrived in Chicago after the program for the meeting had been determined upon, and were approved by Mr. Downman and turned over to E. A. Sterling for administration.

Ultimately a very extensive resolution was passed by the National Lumber Manufacturers' Association referring to the matter in a promising way.

The report was NOT made for submission to the National Lumber Manufacturers' Association, but rather for submission to the annual meeting of the Western Forestry and Conservation Association which convenes in Portland, Oregon, October 24 and 25, 1916, and it was a very broad thought of the committee which considered the idea of presenting the matter to be discussed at the National meeting.

Commenting upon the idea of giving the report publicity at the National gathering, E. T. Allen, secretary of the Western Conservation and Forestry Association, said to Judge Flewelling under date of May 24, 1916: "AS A MATTER OF TECHNICAL PROCEDURE I SUPPOSE THE REPORT WAS ORDERED BY OUR PEOPLE IN SAN FRANCISCO AND SHOULD FIRST BE SUBMITTED TO OUR ASSOCIATION FOR DISCUSSION AND ACTION, BUT THERE WILL BE NO OPPORTUNITY FOR THIS BEFORE OUR OWN MEETING IN SEPTEMBER OR OCTOBER. PRACTICALLY THE CHICAGO MEETING IS A BETTER PLACE TO PRESENT IT. THE SUBJECT CALLS FOR THE LEAST POSSIBLE DELAY IN PRESENTATION ONCE THE COMMITTEE HAS FINISHED ITS REPORT. THE DELAY HAS ALREADY BEEN LONG. BUT OF MORE PERTINENCE IS THE FACT THAT THE WHOLE SUBJECT JUMPED AWAY FROM OUR LOCAL JURISDICTION AT THE START AND INVOLVES ALL LUMBERING REGIONS. THE 'NATIONAL' BECAME A PROMINENT PART OF THE DESIGN. MOREOVER SUGGESTED IMPROVEMENT IN LOCAL ORGANIZATION WAS NOT CONFINED TO OUR TERRITORY. WE COULD HARDLY DISCUSS THE MEETING MORE FULLY THAN TO REACH OUR OWN DECISION, THEN PASS IT ON TO OTHER DISTRICTS AND TO THE 'NATIONAL.' IF IT GOES TO THE 'NATIONAL' AT THE COMING MEETING ITS BROADER ASPECTS WILL BE DEALT WITH IMMEDIATELY AND IT WILL BE PASSED ON TO LOCAL DISTRICTS OTHER THAN OURS. IT WILL OBVIOUSLY BE ONE OF THE MAIN FEATURES OF THE CHICAGO MEETING."

Mr. Allen also thought that there was "EVEN A DISTINCT ADVANTAGE AND PROPRIETY IN OUR PUTTING IT UP TO THE INDUSTRY AT LARGE FOR COMMENT BEFORE WE ACT."

MR. ALLEN'S HOPES WERE NOT REALIZED.

As we all know, who have this matter at heart and who have helped to make lumber history, a line of orators had already been provided for the "National" meeting and this PRACTICAL subject was not discussed except in the resolution mentioned.

ORIGIN OF THIS MOVEMENT FROM TWO QUARTERS.

It is not at all strange when the conditions of trade and national life DEMAND it that demonstrations and representations should be proposed for the solution of such problems SIMULTANEOUSLY and from SEVERAL parts of the country.

The movement for a greater solidarity of lumber association effort, an attempt to amalgamate the work of ALL lumber associations into ONE movement for national affairs in lumber originated in the office of the LUMBER WORLD REVIEW, when in September, 1914, it telegraphed to a score or more of prominent lumbermen in the United States asking for and receiving from them the privilege of calling a meeting in Chicago to discuss this matter.

The National Lumber Manufacturers' Association stepped into the affair—however,—claiming and demonstrating for the time that the sort of work proposed belonged STRICTLY to the "National" body; and on November 16, 1914, sent out a call for all secretaries of lumber associations in the country to meet in Chicago for consultation upon the subject. A Forest Products Federation was THEN proposed, but the National Association prevailed and added a Trade Extension Department as one of its bureaus and there the matter dropped.

MR. LANGILLE ENTERS THE FIELD.

Independent of this, H. D. Langille conceived and worked out in FINER DETAIL a proposition of SIMILAR character which he proposed at the Forest Industries Congress at the Panama Pacific International Exposition in San Francisco last October, and demonstrated at THAT time that the OTHER movement of a similar character originating in Chicago in September, 1914, had never been brought to his attention and was entirely UNKNOWN to HIM.

These facts should very materially interest our readers in pursuing this report of the committee that was appointed in San Francisco last October. We pay our further respects to the Forest Products Federation idea in an editorial way in this issue of our paper.

MR. LANGILLE'S CHARTS OF EXPLANATION.

In the report of this committee which follows there is mention made of two charts, one only of which we use in this article.

Chart No. 2 is a carrying out and minute explanation of the chart which we DO print, and in its shape and form is impossible of reproduction at this time in this publication, and as a matter of fact would probably best be left for later consideration and be not used at this time, because this is a vast subject and too much detail at first would undoubtedly confuse and bother the average reader even IF the "average reader" was actually seeking knowledge—for some DO—you know.

REPORT OF THE COMMITTEE APPOINTED BY THE WESTERN FORESTRY AND CONSERVATION ASSOCIATION TO PRESENT A PLAN BY WHICH TIMBER OWNERS, MANUFACTURERS AND PROTECTIVE AGENCIES MAY UNITE TO ADVANTAGE.

To the President of the Western Forestry and Conservation Association.

At the annual meeting of your association, held in San Francisco, October 19-20, 1915, a resolution was offered and approved which called for the appointment of a committee to formulate a plan of organization under which timber owners, manufacturers and protective agencies might unite in the several lumber districts to bring about co-operation, more economical protection, more efficient and profitable manufacturing and better merchandising of the products of wood.

You appointed as this committee, H. D. Langille of Portland, chairman, representing Oregon; E. G. Ames, Seattle, representing Washington; T. J. Humbird, Sandpoint, Idaho, representing the Inland Empire; E. A. Selfridge, jr., Willits, California, representing California; Captain J. B. White, Kansas City, representing the southern states and C. A. Weyerhaeuser, St. Paul, representing the northern states.

Your committee has met and now has the honor to submit its report as follows:

INTRODUCTION OF THE SUBJECT.

History is but a record of human achievements. It is recorded in epochs differentiated by changed relations between peoples or their affairs, due to social or economic evolu-

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tion. Every period of progress develops unwholesome conditions requiring epochal readjustments but such adjustments elevate men to higher planes and standards of accomplishment; and every urgent need evolves thought that leads to betterment. Industrial emancipation is often slow but it is nevertheless inevitable, be it by or against the will of those concerned.

For years the ways of lumbermen have led through burning sands with only occasional cases of prosperous times to relieve hunger and thirst and need. Epochs have been recorded but mostly they have been marked by shifting scenes of greatest activity or by mechanical development. The industry is undeveloped. Always it is associated with pioneer endeavor advancing at the forefront of civilization and dealing with primitive conditions. Virile men, trained to the accomplishment of physical feats, matched mechanical skill against the bulk of forests, blazed the way into new places and spanned a continent. Succeeding generations developed a type of lumbermen—mechanics—specializing producers whose vision was narrowed by self-reliance, heredity and environment.

In the pursuit of any vocation men may become so absorbed, so intent upon following definite lines of development, as to fail to discover a widening breach between their own particular activities and new principles of relationship as between that vocation and the conduct of human affairs. This seems true of lumbermen and their industry. Lumbering attained its position among the great industries because it supplied an essential commodity that was required in one form or another by all the people of this and every other civilized country. It has followed more or less fixed channels out of which it has not flowed. These channels were only temporarily obstructed during many decades but latterly the current of business has received a check which threatens to be permanent; and the industry, instead of opening new channels or removing the obstruction, has impotently awaited a recurrence of a deluge that would clear the stream and relieve its stagnation.

LUMBER MAKING LONG UNPROFITABLE.

The business of making lumber has long been unprofitable, with only brief periods of prosperous times to dispel the gloom and foster hope that continuous better times would come. Looking back to the days of their forebears, clinging to a sound but misinterpreted theorem of early exhaustion of raw material, and constantly disclaiming personal responsibility, lumbermen and timber owners have steadily looked beyond the range of their own activities expectantly awaiting the coming of some new and undefined condition that would write profit and success upon the pages of their records. But latterly, despairing of the coming of relief out of the unknown, the industry has turned to look within itself. It has gone to confession before enquiring bodies and itself bared its secrets to the world and exposed its weakness. It has shown the dry-rot that has attacked its materiality. It has shown the answer to the question, "What is the matter with the lumber industry?" that has been asked by the industry itself and repeated with alarm by the country at large. It is now preparing itself to enter a new epoch of its history, an epoch that should lead to final relief from its inherent ills.

In the hearings before the Federal Trade Commission, in association meetings and in calm analysis of thoughtful minds the industry has been divested of its hereditary glamor; its physical, financial and commercial phases have been made naked and its incompetence has been revealed. The outstanding factors disclosed are as follows:

LUMBER INDUSTRY DIFFERS FROM ALL OTHERS.

(1) The lumber industry differs from every other industry in that its staple may be reproduced, yet centuries are required in its reproduction. This staple is all above the surface, visible, measurable, liable to injury and susceptible of exploitation and destruction by skilled or unskilled workers. There are no secret nor patent processes by which trees may be converted into their common products to the great advantage of the few or wise as against the many or the uninformed. Location, ingenuity, ability to manage and willingness to work are, then, the only prime advantages to be obtained as between one operator and another. And any one of these qualities, possessed in extraordinary measure, may offset the other three.

THE RAW MATERIAL IS ALL DISCOVERED.

(2) The raw material is all discovered, located, estimated and controlled by private or public ownership and all of it is under the axe. So diversified is its distribution and ownership that monopolistic control is impossible and the maximum price of its products is positively fixed by the price at which competitive materials may be sold. The "lumber trust" has been proved a myth.

An enormous capital investment is represented in trees upon which a fair return of interest must be paid or wasteful loss of a public resource will result. The industry is engaged in harvesting a commodity all of which will be needed by the people and in which the public is interested from the standpoint of an available commodity, employment and returns to the several states.

COMPLICATIONS BETWEEN GOVERNMENT AND CITIZENS.

(3) There is growing competition between government and citizen through the proffered sale of national forest timber, thus inviting further overproduction without compensating benefits to consumers and violating the principles of conservation for which the public has contended.

A WASTE OF THE STAPLE.

Because of the circumstances in which the industry is somnolently resting there is waste of the staple, unemployment of labor and consequent economic loss in all avenues of trade, besides capital loss which must lead to bankruptcy if not averted.

LACK OF ABILITY TO CREATE MARKETS.

The condition of which the industry complains is attributable to absence of foresight, enterprise and aggressiveness in seeking and creating new markets or holding established

Letter of Submission From H. D. Langille "Forest Products Federation" Report

"Portland, Ore., May 23, 1916.

"Mr. A. L. Flewelling, Pres.,
"Western Forestry & Conservation Assn.,
"Spokane, Wash.

"Dear Sir:

"At the annual meeting of the Western Forestry and Conservation Association held in San Francisco in October, 1915, you appointed a committee to report upon the feasibility of forming organizations in the several producing districts, for the betterment of the lumber industry. This committee was instructed to meet in Portland 'or some suitable place' on or before January, 1916, and formulate its report.

"Three members of your committee met at Portland on January 14, 1916, and as a result the enclosed report is submitted for your consideration. It is delivered after months of deliberation upon the part of the members and many prominent participants in forest work and lumbering. It has the approval of all members of the committee except one whose views have not been made known.

"Since your committee was appointed another of the recurring periods of prosperity, such as have come at long intervals in the past, has greatly stimulated the industry. As a consequence the message contained in this report may now reach less sympathetic and responsive hearers than did that which led to its conception but it seems to me that the experiences of the intervening months have added weight to every argument adduced and pointed more directly than before to the need for aggressive, vitalizing effort upon the part of both manufacturers and timber owners.

"The attitude of public and government has changed. Both have seen the errors of past judgment. The former has felt the penetrating sting of a great industry prostrated and the latter has made an earnest effort to determine the disease that has sapped the industry's vitality. Through the Forest Service and the Federal Trade Commission all of those things which government may properly do will be done. The way will be made clear for the industry itself to put its feet on solid ground and follow its rightful way in the light of understanding and without fear.

"Your committee earnestly hopes and urges that every zone of lumbering will respond to the need for associational activity, co-ordinate its forces and go forward under such policies as are defined in its report. Much has been done; much more is possible if every man whose interest attaches to trees will do his part.

"The National Lumber Manufacturers' Association will meet on May 31. In a recent talk with its secretary this report was discussed. It is his hope that you will accept a place upon the program and give out, in your own forceful way, the substance of our recommendations. No more opportune time or manner could be found in which to do good for the industry if you concur in our belief that our community house should be put in order.

"Respectfully yours,
"H. D. LANGILLE."

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outlets; so-called over-production, which is but an unbalanced relation between producing and marketing, and, therefore, within the control of the industry; lack of co-operation and consequent adjustment to the needs of the times; subordination of marketing to manufacturing, adherence to old ways of selling through agencies that play one producer against another and whose only interest in lumber is to "bear" the price at the mill; which is to say that the producers have so far subordinated themselves that they have nothing whatever to say in determining the price at which their products are sold. There is failure to refine lumber into its most attractive, usable and adaptable forms. Production is sustained while futile and impoverishing efforts are made to increase sales through price cutting to levels below the cost of production. There is wide-spread indifference to the principles adopted by producers of other materials against which lumber must compete. Manufacturers and dealers alike lack knowledge of the qualities of wood and consumers have been left to determine those qualities for themselves in the face of impelling salesmanship in behalf of imitations and substitutes by men trained to a knowledge of the last detail of their wares.

Judge A. L. Flewelling's Resume of This Subject Which Would Have Been Presented to the National Lumber Manufacturers' Association Annual if the Subject Had Been Brought Up and Which Was Printed in the Annual Report of That Meeting

"Mr. Chairman and Gentlemen:

"In San Francisco last October was held the annual 'Forest Industry Conference' of the Western Forestry and Conservation Association, a league or alliance of the timber protective associations of the Pacific coast. These organizations exist primarily for patrol and fire-fighting, having a membership of over 13 million acres and patrolling over 20 million (containing a fifth of the nation's timber). But through constituting the only alliance of forest interests covering all five Pacific forest states, and through being the accepted medium of general co-operation with state and government throughout this important territory, we have come in our annual meetings to cover all subjects of broad interest to the industry as well as our fire work. Our San Francisco meeting, being an important part of 'Forest Week' at the Exposition, was further broadened to deal with matters of current interest to lumber and forest people throughout the United States and was attended by representatives of nearly all sections. It dealt particularly with the situation of the industry.

"One of the topics on the program was 'Can Manufacturers, Timber Owners and Protective Agencies Unite to Advantage?' The speaker, H. D. Langille, of the Jas. D. Lacey Co., was asked previously to discuss 'the growing interest in some plan for pooling strength, preventing duplication, and avoiding so many assessments for separate agencies.' In assigning him this topic, we did not have in mind to any great extent involving affairs outside our western jurisdiction. We were concerned chiefly with a situation more marked on the Pacific coast than elsewhere—the organization of timber owners as such, independently of manufacturers' associations, resulting in considerable duplication of effort. Such organization came about through our perfection of protective work and in this is highly successful. Nevertheless, in some districts particularly, there has seemed a need for closer co-operation and unity of purpose with other organized effort in the industry.

"Prior to the San Francisco meeting this need had suggested to few, if any, of us actual merger of the distinct organizations. We had in mind rather some system of alliance only in certain broad work in which all are interested and which can perhaps be supported jointly with more efficiency and economy than when prosecuted under several heads. This might include some legislative matters, matters of public sentiment toward the industry as a whole, and perhaps trade extension, in which timber owners and millmen are alike interested. It might leave distinct and separate such matters as purely forest legislation and protection on the one hand, and, on the other, many of the functions of manufacturers' associations. But it might suggest better organization within these separate fields for their own work, as well as their co-operation with each other in some joint matters. In short, we thought there might be a little realignment of our fire associations, and also of our manufacturers' associations, so as to do their respective work to best advantage at least cost, and then perhaps some more systematic contribution by both toward agencies serving both.

"Along these lines Mr. Langille presented a very eloquent and able report, in which he condemned us vigorously for our lack of organized effort in many directions essential to modern business. And he made some definite suggestions. It was so good a speech that it nearly broke up the meeting. After an hour of vigorous debate, over which I presided, it appeared that every sort of association in the United States agreed with him and was certain it could provide all the functions needed if the others would just join it. The proposition grew in that hour to involve all of you and, of course, the National Lumber Manufacturers' Association as the hub around which all revolve.

"The result was a motion calling for a nation-wide committee to go into the subject carefully and report to me, as president of the Western Forestry and Conservation Association where the project was born. It called for 'a plan for co-ordinating associate effort in connection with forest industry, using production districts as units but with the national co-operation of these units in mind.'

"It did not tell us what to do with the report when we got it. As a matter of technical procedure I suppose it should be presented at the next forest industry conference of the Western Forestry and Conservation Association, which is responsible for raising the subject for discussion, dressing it into concrete form, and getting it ready for national consideration. We could then act on it and pass it on to the rest of you. But as it involves all of you as much as it does us of the west, and as the committee which prepared it contained your representatives as well as ours, I felt it no more than proper to respond to the request of the National Lumber Manufacturers' Association and let it come before you at this meeting. It does so, therefore, without the action of the Western Forestry and Conservation Association. It is before you for discussion and action first of all; then, I presume, it will be considered by local associations everywhere just as it will be by us at our coming meeting.

"Under these circumstances I am hardly authorized to comment upon its recommendations favorably or unfavorably, for the Western Forestry and Conservation Association might not endorse what I would say in advance of its formal action. I can say, however, that it expresses what all of us, if we are honest, must admit is fundamentally needful if our industry is to hold its own. It represents the aim we must take. The measure in which we approach it is the measure of our success or failure. The questions are of time and method. We may not be broad enough and strong enough and cohesive enough to shoulder such a program in its entirety. It is ideal. Whether we can reach the ideal now, or must compromise, and the nature of compromise, if any, is not for me to say but for the industry as a whole to say. But I bespeak not only your earnest attention to a big idea, but also your appreciation of the earnest and generous work of Mr. Langille and his committee. This report represents no visionary reformer's dream, but thorough consideration by conservative men who realize all the difficulties yet believe our problems can be met in no other way. And I happen to know that they have consulted widely before presenting their conclusions."

NO EFFORT MADE TO STANDARDIZE LUMBERING.

Until recently no attempts have been made through co-operative effort to standardize lumbering, analyze its problems, protect it from organized attacks, tell the merits of wood, give knowledge of its uses and utility and extend its market. A beginning has been made but the creative forces have not been fully co-ordinated for the purposes of effectiveness and economy. Individualism and prejudice have prevailed in a business that is exceedingly complex in its amplitude and needful of the most earnest expression of mutuality. There has been too much militancy and destructive seeking to survive alone. Dollars are knocked off the price of lumber at the mills without self-reproach but cents are contributed reluctantly, if at all, toward the support of helpful organizations only through which such a far-spread and wide-

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ly-owned resource can be profitably and intelligently exploited. While other industries are providing hundreds of thousands of dollars for advertising, research and market extension, the lumber industry follows its time-worn groove, lends no aid to the distributors of its product, ignores the laws of supply and demand and pursues policies under which no great industry has yielded fair returns.

In a broad way these statements set out "What is the matter with the lumber industry?" Basically they are the problems which have confronted every big industry. They have been solved in the meat, oil, steel, leather, aluminum and many other industries. Adherence to old customs, narrowness of vision, unawakened responsibility and selfish seeking after individual advantage alone stand in the way of effectually fortifying the industry against panic, sacrifice and decrement. Year after year there has been much talk but never until recently has real, energized, constructive effort resulted in any region; and enough has nowhere been done.

NEED FOR CO-ORDINATION OF LUMBER THOUGHT.

Lumbermen must come to see the great need for co-ordination of thought and purpose. They must recognize the complexities against which they can successfully contend only through voluntary mutual help. There is much of helpfulness that they can give and get in making over an industry that is mechanically complete but commercially unsound and sorely requiring adjustment to new but fixed conditions. No great industry can prosper or even survive upon the free-will offerings of public business unless the goods offered be monopoly goods, which lumber is not and cannot be.

LUMBER LACKS AGGRESSIVENESS.

Other than the lumber industry there is none of importance that never moves except to retreat; that yields its place without contest or fails to invade some new field when an outlet for its product is closed. Yet the lumber industry has steadily yielded its market, making no effort to gain new places or fill new wants in the wide range of human requirements. Apathy, indifference and fatuous neglect of opportunity should be written in the red-ink entries at the close of each succeeding year's record of insufficient return. No other industry knows so little of its actualities or its potentialities. In all of the broad scope of lumbering activities there is not a laboratory equipped for research work determining the possibilities of wood and pointing the way to the conversion of such by-product values as are now made to yield the greatest profits of other industries. Paucity of thought, inanity of action and looseness of purpose upon the part of those concerned in the ownership and harvest of trees has led the industry to its present unstable condition. Square it with the intensiveness of others at whose success and greatness the world marvels and the cause of its decadence is found. Plumb it with these industries which have been forced into large, effective units and great possibilities of permanence, stability and profit appear. Take, for example, the production of aluminum. In 1890 four hundred pounds were produced and its uses were not known. It is a "substitute" metal, the producers of which were required to force it into the market by finding new uses or displacing other materials. In 1915 production reached 3,600 tons per day; and THIRTY-FIVE HUNDRED RESEARCH EXPERTS WERE EMPLOYED TO DISCOVER FURTHER USES AND APPLICATIONS. Early in its development aluminum would have been "over-produced" had its producers left the research work to consumers as lumbermen have done. When steel cannot be sold as rails it is further refined and made into articles that the public can be induced to buy. Consider its campaigns of national advertising.

MUST BE ADJUSTMENTS, TO MEET REQUIREMENTS.

It is the way of successful, modern business; it must be the way of the lumber industry. In many uses which have heretofore contributed largely to the support of lumbering wood has been displaced. It will not resume its former place "when times are normal." Judged by the old standards of making and selling lumber, conditions will never again be normal in the lumber industry. There must be adjustments to meet the requirements of changed conditions; and unless present day operators shall re-adjust their positions, surrender the traditions of past generations and adopt modern ways they must yield to the inexorable law that eliminates the unfit.

BELOW IS TEXT OF THE RESOLUTIONS PASSED AT THE LAST ANNUAL MEETING OF THE NATIONAL LUMBER MANUFACTURERS' ASSOCIATION UPON THE REPORT WHICH WAS SUBMITTED BUT NOT READ—WHICH REPORT PROPOSED A REORGANIZATION OF PRACTICALLY ALL LUMBER ASSOCIATIONS AND AN AMALGAMATION OF THEM.

"Whereas, A committee was appoint by Judge A. L. Flewelling, president of the Western Foresty and Conservation Association, at a meeting held in San Francisco last October, to consider an improved and more effective organization of all lumber interests; and

"Whereas, Timberland owners, particularly on the Pacific coast, have evidenced a desire to co-operate more definitely in the activities of lumber manufacturers' associations; and,

"Whereas, The committee appointed to consider these matters has submitted a full and excellent report for presentation before the annual meeting of the National Lumber Manufacturers' Association; and

"Whereas, Such report strengthens the national organization and suggests ways and means for affiliating the timberland owning interests; Be it

"Resolved, That the National Lumber Manufacturers' Association in convention assembled tenders its thanks to the committee, its chairman, H. D. Langille, and to Judge Flewelling for the excellent plan presented, and that said plan be given full and careful consideration by proper officials and committees of the national organization."

Twentieth-century organization, the impelling force of energized business that goes out and creates a market for its goods will steal away the materials of the lumbermen's long-looked-for feast of plenty. For there is no use to which wood is applied to which some other material cannot be adapted, although it may be less suited; and while lumbermen apathetically await the return of old conditions, aggressive science works in its laboratories and pattern shops devising new materials and new applications of old materials to take the place of wood. Backed by co-operative production, advertising and skilled business-getting efforts, all of which are unknown or of doubtful value to the average lumberman-mechanic, trained to deal with the forces of production only, those modern captains of industry are at work creating new voids in the order books of the lumber makers.

PUBLIC THOUGHT MUST BE DIRECTED.

But it is not upon production and distribution alone that the blight of individualism has fallen. In the ownership of timber and the administration of forest lands there has been no concentration of effort in directing public thought toward a realization of its own deep interest; few forceful presentations of facts bearing upon the vital question of taxation and use of public funds; no helpful influence upon legislation; no elucidation of those phases of the industry which contribute to the public weal but of which the public cannot inform itself. The tree is the basis of the industry; its owner is the responsible steward to whom the public looks for preservation of its resources and its ultimate, timely conversion into wealth. Through organized expert intelligence the public has come to know its interest in the forest and by similar co-ordination of effort it can be taught its interest in the products of trees.

CO-OPERATION IS CO-ORDINATED SENSE.

The lumber business will continue to be productive through the medium of many operations; and this logically leads to the conclusion that only by organized co-operation that shall be morally and legally within the law can it be sustained, stabilized and made profitable.

Co-operation is but co-ordinated common sense. Its antithesis is uncontrolled, destructive competition, an evil thing that sacrifices the resources of a people, impoverishes labor, deprives capital of its just reward, destroys credit and paralyzes industry. It makes possible accomplishments necessary to all but beyond the reach of individual units. It brings men of common interests into mutual and harmonious relations. It concentrates thought and unifies purpose. It lends strength and cohesion to undertakings. It stands for economy and efficiency. It yields results where individual initiative fails. It offers first aid and a corrective for many of the ills of the timber industry. It is a thing to be gained, supported and made strong that it shall yield its fullest return.

Turning from wistful waiting to self-analysis the industry has determined the cause of its ills and answered the great question. Having answered it, there is need for applying remedial measures and bringing together in the bonds of unity and good understanding all whose interests are involved in the ownership of trees, conversion into their usable forms or delivery of the product to the consumer.

MUST BE UNITY IN NATIONAL ASSOCIATION.

The national scope of the industry, the common interests of those in any way concerned in it and the broad, basic principles which underlie its important parts demand co-operative unity centering in national association effort. There are many functions which, if performed effectively and economically, should be performed through a central body; else there must continue to be neglect of opportunity

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and failure to accomplish the prime purpose in view, namely, the establishment of wood in its proper sphere of usefulness and appreciation of its worth.

LOCAL ASSOCIATIONS MUST SUPPORT THE NATIONAL.

Supporting the broad purposes of the national work there should be local associations built upon substantially the same form of organization but adapted to the peculiar needs of each district. There must be perception of common interests, definitely defined purposes, trained experts in charge of the different activities and liberal support of them, each participant bearing a share of the cost according to his place. Timber owners, loggers and manufacturers of all kinds must join, lending moral and financial support; for the time has come for action that will reinstate lumber as a commodity of recognized and accepted value and utility. If this be not done, if stability be not established and the complex problems of ownership of timber and its conversion be not made clear the inevitable effect upon present owners must be distress, bankruptcy and elimination. Not all of the problems of ownership and exploitation can be met and overcome through co-operation but the fundamental problems can be dealt with in such a manner as to create and sustain opportunity for those who have energy and determination to build upon a firm foundation and meet the conditions of modern times.

TIMBER OWNERS' INTEREST RUN TO THE CORE.

The interest of timber owners runs straight to the core of this issue. Under the changed economic conditions of today their former independence and complacent reliance upon diminution of supply must yield to recognition of absolute dependence upon the progress and achievements of those who harvest and sell. For a tree in its primal state is an inutile thing, dependent upon labor, refinement and the utility of its finished form for value. Hence it is only by amalgamation of interests, rehabilitation of the industry and assured permanence of utility of wood that the investments of timber owners and manufacturers can be made secure. An obligation to give permanence to the value of trees rests upon owners and manufacturers alike; yet the concern of owners should be deepest because manufacturers are often of today while non-operators will be required to carry to distant times the burden of the "heavy load." If they would give value to their trees and receive fair returns in the end they must give power to the vehicles of production upon which utility and demand shall ride into the future. In time to come the interest of the public may be acute but so long as its needs are supplied from any source it will be indifferent.

MANUFACTURERS MUST JOIN WITH ALL OTHERS.

Manufacturers, upon their part, should no longer hold aloof from others whose relations to the industry are legitimate. On the one hand are timber owners; on the other, dealers and distributors. Each occupies an important place but their forces are not directed to a common end. Each seeks an individual advantage rather than the advantages of common good. Even after the industry has become so stabilized that trees, mills and distributing facilities shall all be owned and conducted by large-scale producing units these several factors will have need to co-ordinate their functions.

NATIONAL CO-OPERATION THE ONLY WAY.

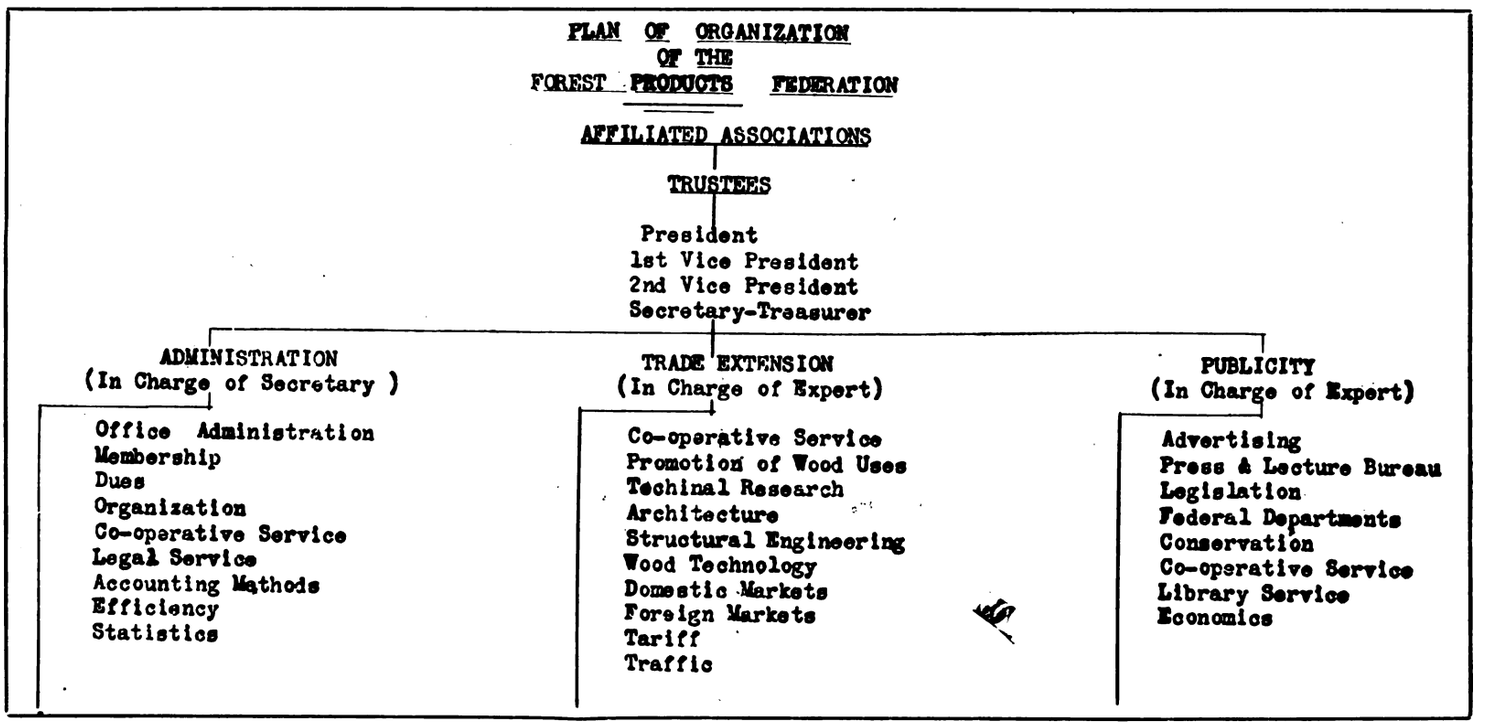
In the National Lumber Manufacturers' Association there has been created a service bureau through which much may be accomplished. It should be made helpful to the industry at large, Around it should be built supporting organizations that shall make it permanent, strong, aggressive and efficient.

As now established its duties are circumscribed. It does not serve in the wide field of its fullest possibilities. Primarily it is a manufacturers' association and as such it is attaining its end; but in the accomplishment of all the things the industry has need to accomplish its vision must be expanded and its urge made more potent. The exigencies of the times demand constant attention to matters comprehended only in the broader range of national economics.

The name of the association, as in the case of others, denotes circumscription and narrows its apparent purposes beyond the present scope of the things it should do. It has been suggested that it be enlarged to embrace the potentialities of a Forest Products Federation and your committee urges that this be done. Such a comprehensive title would invite support from all allied interests and give it power in national activities. It should bring public, government and industry into better understanding and more intimate relations.

Chart I is submitted to suggest some of the functions to be performed by such an organization. It presents only those phases of forest economics which are national in scope and fundamental in their relations to the industry and the public.

In addition to the statistical and trade extension work it would be well that capital, labor and the public should have in this service bureau a joint representative qualified to tell the facts about this great industry, aid in its development and maintenance and help to shape national policies in behalf of producer and consumer. He should be a policy-maker and sentiment-maker, a spokesman and an educator, whose utterances would truly define the position of the industry and carry its message to the public. His employment would broaden, deepen and make practical the business of forest conservation besides bringing about better understanding between those who harvest and those who buy. His duties are suggested in the chart. The possibilities of such an office are beyond calculation.



DISTRICT ORGANIZATION MUST BE PRESERVED.

It would be presumptuous upon the part of your committee to attempt to set down in detail the lines of endeavor to be followed in different districts under varying conditions by the several required organizations; hence Chart II prescribes only in general form the activities which might be undertaken in seeking to relieve the industry from the avoidable adversities of which it complains. The chart indicates the broad scope of practical endeavor and the possibilities of sustained, co-ordinated effort. Each function is susceptible of elaboration or elimination. An emotional mind is not required to discern the benefits to accrue from intelligent, forceful application of the plan. An association should be formed in each

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district having peculiar conditions, as determined by species of timber, geographical location or mutual interests. Each should embrace all of the functions of ownership, protection, manufacturing and distribution.

Throughout the country there are innumerable associations of engineers, architects, builders and dealers; manufacturers of uncounted numbers of refined products, by-products, preservatives and accessories of wood; beside all those engaged in forest ownership or protection and the production of lumber, the prime article. All are directly or indirectly related to the lumber industry. Their activities extend over every phase of forest economics and so far as practicable they should become identified with local lumbermen's organizations and through them with the national service bureau; or, with the latter direct if the common purpose shall be best accomplished in that way, the prime object being to bring together every direct and allied interest into units of organization calculated to yield results, avoid duplication, save costs and develop every legitimate means by which forests may be owned, harvested and used through all time with fair profit to all concerned.

COMPETENT MEN NEEDED AS LEADERS.

Broad-gauged, com[illegible] t be employed and paid a[illegible]ility to get results in their respective lines of effort. There are many capable by reason of past experience to take up the work, expand it and grow with it to its ultimate dimensions. Initiative and capability grow with responsibility and opportunity.

Support of these organizations must be willing and adequate. Economy must be sought through singleness of purpose and it may be found. Experts studying the special problems of their assignments, codifying and making available the knowledge and experience of the industry will bring to members a fund of facts and deductions that will earn and save more than their respective contributions. In taxes, protection, administration and responses to calls for funds for special purposes fully organized timber departments should save much for each contributor from year to year. Haphazard, voluntary effort would be superseded by constant watchfulness and action. By reason of expert scrutiny of public affairs net results will accrue to every taxpayer and community confronted with the problems of forest taxation and rural development. One expert can do well that to which a dozen now give time and money with only indifferent results or none. Communities themselves will respond and give helpful aid. The effectiveness of organized effort upon the part of our embryonic organizations has been clearly and convincingly shown, in the past and present. The possibilities of co-ordinated effort are immensely greater.

THE FUTURE OF WOOD THE PROBLEM.

The expense should be borne by all whose interests are involved. Financial plans must be made to fit the peculiar conditions in each association district; but it seems cardinal that inasmuch as standing timber is the basis of the industry it should be the basis of assessments. For the problem "is the future of wood, not the lumber market of tomorrow;" and the recovery and preservation of markets must most helpfully benefit the withheld supply. It were manifestly unjust that the owner of a billion feet of stumpage operating only a small mill or camp should contribute on the basis of output alone. In addition to the contributions of the tree there should be further contributions based upon each process of refinement. Value will be given to timber by uplifting the industry and timber should bear its share, at least in the west where the reserve is enormously out of proportion to cut. Such contributions should not be regarded as gifts given in response to sentiment. They should be held to be needed and legitimate items in the costs of business which every successful enterprise of today must bear.

The beginnings of lumbermen's association

ILLUSTRATION USED FOR THE COVER OF THE PROGRAM OF THE ANNUAL "FOREST INDUSTRY CONFERENCE" OF THE FOREST PROTECTIVE ORGANIZATIONS COMPOSING THE "WESTERN FORESTRY AND CONSERVATION ASSOCIATION" WITH STATE, FEDERAL AND BRITISH COLUMBIA FOREST INTERESTS, TO BE HELD AT PORTLAND, ORE., OCT. 24-25, 1916.—THIS IS ANOTHER ONE OF THE PICTORIAL ALLEGORIES OF E. T. ALLEN, FORESTER OF THE WESTERN FORESTRY AND CONSERVATION ASSOCIATION, WHICH OUGHT TO CONSIDERABLY TERRIFY THE SQUEAMISH GENTLEMEN WHO THINK THAT THE "WAR OF THE SUBSTITUTES" IS OVER. IT HAS JUST BEGUN.

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activities have evolved from manufacturers and membership has been exclusive. Community of interest is not admitted. But in this newer and more urgent need it may be clearly seen that all should draw together in the bonds of unity to gain power, efficiency and economy. Together all should reflect upon the past, analyze the present and consider the future.

THE QUESTION OF SUPPORT.

The national federation should be supported by the many district associations, each paying that percentage of its receipts necessary to provide the sum fixed by budget and approved by a board made up of trustees representing each affiliated association. Special membership should be provided for societies and associations whose co-operation the lumber industry needs more than they need the lumber industry.

The lumber industry has long talked and dreamed of the things that might and should be done; of its need for honest, sincere and effective co-operation. The thought has grown in the mind and heart of every progressive lumberman and owner of trees. Its development has been exceedingly rapid in these latter years and in some districts it has fructified. The fruits it is yielding sustain the contentions of this report and warrant each district in joining together its latent forces for the strengthening and upbuilding of a common cause.

The need is everywhere present; it has been brought home to every student of forest economics and every thinking timberman, lumberman, banker and citizen of forest regions that "something must be done." Co-operation is the only remedy within the reach of the industry as it is now controlled. Intelligently and lawfully applied it will fill the chasm that is opening ahead. If the consciousness awakened in recent months by laying bare the sores of incompetency shall not impel wholesome cleansing and energized rehabilitation the old law of the survival of the fittest will encompass the situation.

In trees there is value for which the public is willing to give fair exchange up to the maximum of its wants. The task of the owners of trees is to increase those wants and stabilize the business of supplying them. Only through co-operation can this be done. The time for action is now.

Plans for uniting timber owners, loggers, manufacturers and protective agencies are new in practice. The advantages are obvious.

DUPLICATION OF EFFORT MUST CEASE.

Organizations now performing the functions of association work should not be displaced but their activities should be expanded to embrace as many of the duties indicated by Chart II as local situations may require. Districts having no association should be organized. Where the common multiplicity of organization exists there should be amalgamation. Duplication of effort should come to a full stop. Capital, time and results are lost.

Subscriptions to this and that, dues to ineffective associations, expenses and loss of time are large items in the accounts of a few while others contribute unwillingly if at all. Many stand outside looking in, waiting for results; those inside often wait for others. To get results money, brains and energies should be united to support paid experts taking the place of volunteers.

Often there is multiplicity of organizations created for single purposes, working along parallel lines and over-lapping; or neglecting many matters. There should be amalgamation to secure efficiency and economy, consideration of all subjects and constant application. A few energetic men may make a beginning, get results and impel others to participate. The business of owning timber, manufacturing it and selling it should be integrated to the last degree. It is profitable to do so.

TAXATION AND FIRE PROTECTION.

Taxation upon non-productive property such as timber is onerous. Taxpayers complain of extravagance and waste upon the part of levying and disbursing bodies; yet they give but little heed to public affairs and exert but little, if any, influence to prevent wastefulness or wrong-doing. They are busy with other things; or, perhaps they are non-residents unfamiliar with conditions. They permit class prejudice to grow against them. Individually their interests may not justify investigation. Submission may be cheaper than opposition; yet a representative collectively-employed man familiar with laws and conversant with the facts may save to the industry each year many times the cost of his employment. There is much that may be done to help public, officials and owners alike.

Fire protection is another item of cost in western and northern states. In the beginning there was risk and loss that caused increased concern as values and investments accumulated. Out of the apparent need of the situation grew protection, co-operation and sentiment making that changed public opinion and gave forests recognition and importance. Associations were formed, experts were employed, individual patrols were practically discontinued and greater results were obtained at less cost. The time of many men was saved.

In Idaho and Oregon there are local associations and district or state organizations acting as directing bodies. The latter should be made parts of the proposed association that their activities may be broadened to include taxation, legislation and all-the-year service of importance to the district as a whole.

These services would embrace all of the purposes for which dues are paid and for numerous exigencies for which subscriptions are collected by men whose time is valuable but who are called by public or self-interest to leave their affairs to try to do helpful things. One qualified man could do well those things which many at heavy cost fail to accomplish. He would introduce new relief and save expense. Through his activities timber owners would gain immediate benefits besides cumulative rewards of the future.

Manufacturers too would gain. Joint contributions would accumulate a fund that would enable associations to do many more things and general support would make it possible to do them at low cost to each contributor. Yet cost must not be the governing consideration. Support must be liberal and freely given to secure increased earnings, stabilized values and permanent upbuilding. All are possible under the plan.

The tree should be the basis of assessments. Dues should be fixed in accord with the assessed value of the timber land. The same rule should be applied in the case of non-operative mills. Operating mills and logging camps should contribute dues according to output, a fixed amount per thousand feet. Each plant that further refines materials going into its product should pay its share. Each process of refinement should contribute because each would receive benefits.

ASSOCIATION EFFORT MUST BE BROADENED.

Western Forestry and Conservation Association, the five-state organization of the west, has been a most potent single factor in shaping public sentiment to the needs of practical conservation. It has done its work well and the country at large is indebted to the association's forester, E. T. Allen, for a large part of the sentiment that has made forests secure. It has been helpful in many ways.

To your committee it seems that local need for the restricted activities of this assocation is passing and that a broader field should be entered. The constructive work has been done; and it is fitting that there should be in the national organization proposed a man of Mr. Allen's talents who would give to the nation at large the helpfulness of his skill and training in such matters as are enumerated under "Publicity" in Chart I.

This department of the federation would be conducted with a purpose even more for the welfare of forest industry as a whole and permanently than for the current welfare of the existing manufacturing branches. It would constitute a channel through which the nation might have intercourse with the lumber industry and understanding of its economic problems.

Your committee has also given thought to methods by which its plan may be considered, amplified and perfected. It is recommended that there shall be called together at Chicago a meeting of principal officers of the various organizations and persons whose interests are embraced by the plan. Such a meeting would develop interest, bring about nation-wide understanding and establish intensive co-operation. It would give a national impetus to betterment and harmony.

To establish more intimate relations between the different producing districts and develop support for the plan a series of conferences should be held on the Pacific coast at which leaders in the industry in the south, where organization has been better accomplished, would set out the advantages of co-operation and weld diverse interests into harmony.

In conclusion your committee appeals to the industry to take leave of the strife and discord that has invited disrepute in the past; to reconstruct itself along lines of permanent advancement; to join together in unity that its own constituents shall no longer be its most disturbing and destructive element. Experience should now be augmented by logic and reason.

SOIL PRODUCTS EXPOSITION.

Washington, D. C., Oct. 6.—The Forest Service is to be represented at the International Soil Products Exposition to be held at El Paso, Texas, from October 14 to 24, by an exhibit showing the administration of the national forests in their relation to the farmers, the preservative treatment of farm timbers and similar matters.

HANDY VOLUME FOR HUNTERS.

Thomas B. Wyman, secretary-forester of the Northern Forest Protective Association, Munising, Mich., has published a synopsis of the game and fish laws of Michigan for 1915-16, which he is sending out to sportsmen on application. The pamphlet contains all the information relative to the Michigan laws for the protection of game and fish that would be needed by any person and lays special stress upon care in the prevention of forest fires, which, he says, kill more game annually than do the hunters.

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Observations in the Realm of the Retailer

A Six Room House to Cost About $3,000

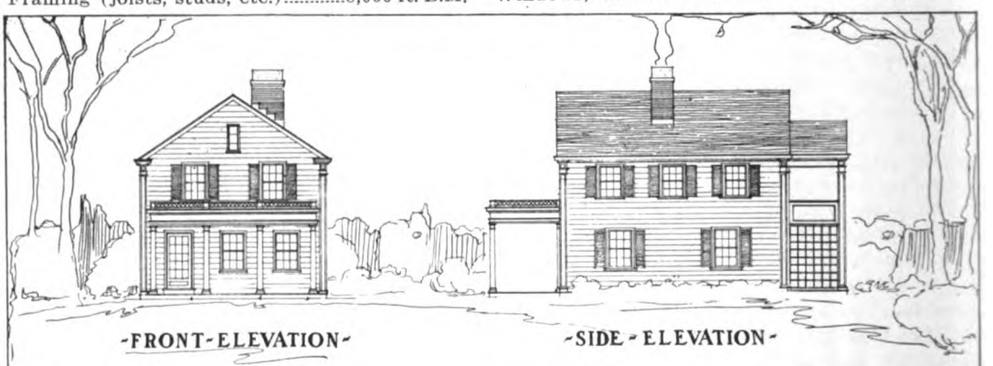
A SERIES OF ARCHITECTURAL DESIGNS OF HOUSES PLANNED TO BE BUILT OF ARKANSAS SOFT PINE.

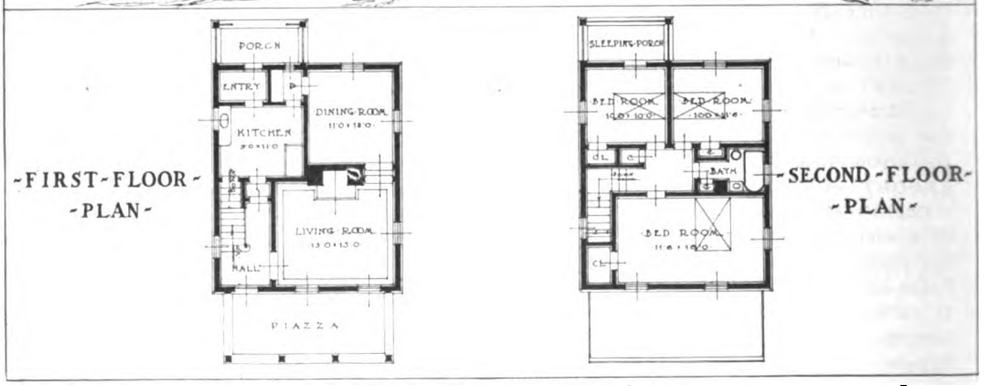
Recently the Arkansas Soft Pine Bureau issued through the medium of the press of the American Lithograph Co., one of the most beautiful architectural books which has ever been given out to the lumber trade of America, entitled "NOT A HOUSE BUT A HOME," and containing a number of house plans designed by the well-known architect, Aymar Embrey II, of New York.

Through the courtesy of R. H. Brooks, who has charge of the advertising of the Bureau, we have secured the privilege of republishing these designs in the LUMBER WORLD REVIEW, and we are running them in our general department, "Observations in the Realm of the Retailer," believing that if there is one thing in which all retail lumbermen MUST be interested it is in SUCH a series of PLANS, and we want to suggest that every retail lumberman who receives the LUMBER WORLD REVIEW file away the copies which contain these plans.

We do not know whether "Not a House But a Home" is out of print or not, but it probably is; and if that be true this may be the only opportunity there is to secure these etchings of the house plans.

EDITOR.





This house is especially designed for a narrow lot, with an entrance at one corner and a piazza across the front of the house, and as in all cases where the entrance is at the narrow side of the building, there is no more waste space than is proper in proportion to the bedrooms. This house is of the simple Colonial type, with round columns in the front porch, and two story columns in the back, making a kitchen porch and a sleeping porch above. The house should be painted white, with green blinds, and a dull green roof; the foundation would be of masonry, with a cellar under the entire house, and a single chimney. There is a fireplace in the living-room and a flue for the kitchen range. The first and second floors would be plastered throughout, and a certain amount of storage space would be available in the attic above the second floor, either by a ladder or by a folding stairway. The plan gives a rather small living-room which might be opened through to the hall if desired, a fair sized dining-room, a small kitchen with a pantry separating it from the dining-room. The entry gives room for an icebox and for provision storage.

On the second floor there are three bedrooms, one a large room, and the other two of medium size, but of comfortable shape. The bathroom is compact, and has in it a small towel closet, and there is a linen closet as well.

The material for the house might be either clapboards or shingles, and the roof shingled, the lower blinds should be solid, and the upper blinds slatted to permit circulation of air through the sleeping apartments.

TABLE OF CARPENTER MATERIAL.

NOTE—All amounts given do not allow for waste. Where there is doubt about widths of material the areas to be covered are given in square feet. Trim should be allowed for both sides of all openings.

Lumber.

*Framing (joists, studs, etc.)	8,000 ft. B.M.
*Sheathing, rough floors, etc	3,200 sq. ft.
*Clapboards	1,740 sq. ft.
*Shingle strips	2,200 lin. ft.
Shingles	6,000
*Ceiling for piazza and porches	320 sq. ft.
*Finish floors	1,200 sq. ft.
*Porch floors	330 sq. ft.

Millwork.

*Main cornice	98 lin. ft.
*Rake cornice	90 lin. ft.
*Panel square columns, two, 12 in. x 12 in. x 17 ft.	
*Panel square pilasters, four, 12 in. x 12 in. x 17 ft.	
*Sleeping porch rail and cornice	18 lin. ft.
*Trellis on rear porch	2
*Water table	100 lin ft.
*Facia piazza and porch	60 lin. ft.
*Piazza pilasters, two, 7 in. x 2 in. x 8 ft. 6 in. high.	
*Piazza columns, four, 8 in. fluted 8 ft. 6 in. high.	
*Piazza cornice and rail	39 lin. ft.
Windows cellar	6
Windows D. H.	15
Windows, casement	3
Doors, exterior	3
Doors, interior	17
*Trimmed openings	3
*Blinds (pairs)	12
*Base	390 lin. ft.
*Picture mold	300 lin. ft
*Stairs, cellar to second floor.	

Fitting Up.

Cellar partitions.	
Shelving (cellar and six closets).	
Mantel	1
Drainboard and dresser	1

**Materials noted with asterisk should be of Arkansas Soft Pine.*

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SUMMARY ESTIMATE.

Excavation	$ 80.00
Mason work	300.00
Plastering	260.00
Rough Carpenter Work	890.00
Finish Capenter Work	700.00
Painting	225.00
Tin Work	45.00
Plumbing	215.00
Heating	235.00
Electric Work	50.00
Total	$3,000.00

Drawings are to the scale of ⅛"=1' 0".

Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

Trade has slackened to some extent in the last fortnight, but is still in good volume, possibly as good as could be expected at this stage of the building season. There has been more or less activity in the carload trade, as it seemed there is a considerable effort on the part of buyers of late to get some goods ahead of their immediate needs. For that reason, also, there has been a more active demand for small lots in stock sizes. The uncertainties of rail delivery are partly responsible for the better inquiry for carload quantities, as the scarcity of cars affects the sash and door industries as well as the lumbermen. Besides there is the incentive of still higher prices, which are in prospect owing to the strength shown in window glass and in lumber.

Building operations throughout the country up to October 1 were of extraordinary proportions, showing an increase over the corresponding period of last year of nearly 25 percent and indicating a total for the year in Chicago alone of upward of $100,000,000. A corresponding high figure is indicated by the building reports from other leading cities.

Good Demand for Factory Stock.

Manufacturers and distributers of white pine report generally a wide distribution, restricted only by the inability to secure cars. This is a considerable factor in the California and Inland Empire districts, where the car shortage is pronounced. Some inconvenience is felt by shippers in the upper Mississippi territory and even more trouble is likely to ensue in that section. Trade is kept up at a very fair volume, although there is considerable shortage in assortments, some items being difficult to secure, especially five-quarter No. 1 and 2 shop common. The demand for fir doors is exceedingly good and prices are being well maintained.

Glazed Sash Quoted Higher.

Owing to the higher prices for window glass and the prospect of a pronounced scarcity of many standard sizes before the factories start up this month, there is a heavy pressure on all stocks of glazed goods that are available and glazed sash has been quoted higher within the last week. The discounts on less than 100 openings for delivery in Chicago territory are firm at 69 percent for No. 1 and No. 2 doors, 64 percent for Nos. 3 and 4 and painted doors and 55 percent on white pine mouldings, whereas glazed sash have been advanced to 73 percent, the equivalent of about 5 percent over the September prices. It is reported that even with the factories in operation the shortage of glass is so great as to render likely another readjustment in the discount card on all glazed work.

Conditions in the Middle Northwest.

The sash and door manufacturers and distributers in Minneapolis and St. Paul, Minn., report a very modest demand from their country customers, due in large part, no doubt, to the reduced wheat crop this season. However, they are getting some business from the country and are adding to this an unusually active city demand, as building operations in both cities are heavy this fall. According to the reports, much of the increased building consists of small residences, which require a greater proportion of mill work than the larger structures. The quantity of this kind of business at hand henceforth depends entirely upon the weather, as the sudden advent of cold weather would practically shut out further outside requirements and restrict the local demand. However, if the weather continues open, inquiries now at hand would undoubtedly result in a considerable country movement in addition to what will naturally accrue from the active city trade. The manufacturers in the Twin Cities are well satisfied with the prices they are getting for their material, but say that the margin of profit is much less than is generally imagined, due to the greatly increased cost of raw material and labor. While there may not be any further advance this season it is believed that distributers will be compelled to advance their prices by the first of the year at latest. Many of the factories already have booked sufficient orders to keep them in active operation for the next sixty days.

Southwestern Trade Reports.

The distributers of doors and mill work at Kansas City, Oklahoma, Wichita and, in fact, all other southwestern distributing centers, have had one of the best business seasons in recent years. In fact their trade has lasted up to this time almost unimpaired in volume. There has been a great influx of inquiries throughout the summer and little abatement is seen in the fall season thus far. Although crops were not up to the average in that territory this year, higher prices are offsetting much of the loss in volume. It is readily seen that 30 bushels to the acre at $1 a bushel, as last year, does not bring in any more money to the farmer than 20 bushels at $1.50 a bushel, which he is now receiving; and 50 bushels of corn to the acre at 50 cents a bushel does not yield him as much money as 35 bushels to the acre at 75 cents a bushel.

Pacific Coast Trade Conditions.

There is considerable inquiry at the door factories at Tacoma and the opinion seems to prevail that there will be a fair trade well into the winter. The sentiment is evidently firmer and where quotations are asked on future deliveries there is a disposition to get better prices. All of the factories throughout the fir territory are running on good time and are finding a fair market in the eastern field. Prices are being held and it is considered likely that they will be advanced.

In the Ohio River Territory.

Recent news from the Ohio valley and especially in the territory surrounding Louisville, Cincinnati and Evansville, are to the effect that the fall trade has been a huge success in volume and a fairly profitable one in price. Neither manufacturers nor distributers, however, feel that they have gotten out of the business all that they should for the reason that they have been compelled to pay so many penalties in the way of increased cost of window glass and raw material, as well as higher wages for labor. The advances made in September were well held and it is likely that a further appreciation will occur before October has passed. The volume of business at Louisville is much larger than a year ago and inquiries at hand betoken a healthy trade up to the holidays. At Cincinnati the fall trade has been only moderately active. There is plenty of inquiry at Evansville, and this is likely to keep the factories and warehouses busily employed for the next two or three months.

The Window and Plate Glass Situation.

Stocks of both window and plate glass have been almost entirely closed out during the last two or three months and there have been some stiff advances in consequence. The American factories, it is reported, are sending out discounts applicable up to October 25 (when the factories will start up) a point higher than after that date. The first three brackets of A, single strength, are quoted at 87 off and after the date named will be one point lower. The first three brackets of B single are quoted at 89 and after October 25 will be 90 off. A double strength is quoted at 87 up to October 25 and after that date 88, while B double is now quoted at 89 off and will be quoted at the same price after October 25. As to plate glass, the price today is more than two and a half times the price ruling last January. The discount was then at 90, 50 and 2½ off and is now quoted around 87. This is figured as an advance of 160 percent.

The Car Shortage Causes Inconvenience.

Door distributers east of the Mississippi are making considerable complaint of the inability to secure needed stocks of such items as yellow pine mouldings from the south and white pine mouldings and fir doors from the west coast. Orders that have been placed a month or more ago on the Pacific coast are not yet shipped because of inability to secure cars.

Door Trade in South America.

The Bureau of Foreign and Domestic Commerce has had prepared blue prints showing designs of doors and windows common in South American countries. Some of these show designs of the massive ornamental front doors that are in high favor for city residences, others of the less expensive front and rear doors, as well as several windows and window doors, together with their dimensions. These were prepared from drawings furnished by Special Agent Roger E. Simmons in connection with his reports, "Lumber Markets of the East Coast of South America," special agents' series No. 112, and "Lumber Markets of the West and North Coasts of South America," special agents' series No. 117, in which publications is given an account of the sash and door market in each country. These prints will be loaned to firms interested. (Refer to files Nov. 714 and 772.)

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General News of Associations and Clubs

WEST ALABAMA PINE MEN ORGANIZE.

Tuscaloosa, Ala., Sept. 25.—The lumbermen of this and several adjoining counties have perfected an organization here which will be known as the West Alabama Pine Manufacturers' Association. The shortage of cars caused the lumbermen to get together in an effort to alleviate the situation, and as a result an association was formed. At the meeting a report was heard from a special committee which had visited Vice-President Taylor, of the Mobile & Ohio railroad, in Mobile, and L. Sevier, of the Alabama Great Southern, in Birmingham.

The officers elected by the association were as follows: A. E. Bell, president; S. E. Deal, vice-president; R. L. Hughes, treasurer, and C. G. Harman, secretary. A committee on membership was appointed as follows: N. S. Curtis, George M. Collins and C. G. Harman. A committee on by-laws is composed of the following: W. W. Beasley, N. S. Curtis and C. G. Harman. Co-operation will be obtained from the railroads as a result of the visit of the committee, although there is a severe shortage over the whole of the two systems.

WEST COAST ORDER FILE.

The weekly report of order file and shipments of the West Coast Lumbermen's Association, issued September 26, gives a summary of the report from 116 mills for the week ended September 23. It shows for the rail trade the following figures:

	Cars.
Unfilled orders week ending Sept. 16th	6,425
Orders accepted week ending Sept. 23rd	1,769
Total	8,194
Orders shipped week ending Sept. 23rd	1,732
Balance of unshipped orders	6,462

Rail orders exceed rail shipments..... .....925,000 feet or 2.09 per cent.

For the cargo trade, both domestic and export, the figures are as follows:

	Domestic Feet	Export Feet
Unshipped orders wk. Sept. 16	45,308,822	53,503,537
Orders accepted wk. Sept. 23	8,501,226	5,750,000
Totals	53,810,048	59,253,537
Shipments wk. end. Sept. 23	7,468,828	4,888,000
Balance unshipped orders	46,341,220	54,365,537

The report shows a slight improvement over the previous week in both car and cargo trade, there being a balance of unshipped orders of 6,462 cars in the rail trade and over 100,000,000 feet in the vessel trade.

NORTH CAROLINA PINE ASSOCIATION.

The next meeting of the North Carolina Pine Association will be held at the Charleston Hotel, Charleston, S. C., Thursday, October 26. On the day before the general meeting there will be a meeting of inspectors, which will be held also at Charleston, and at which inspectors from every mill in the association are expected to be on hand.

CONVENTION DATES.

October 18-19—Appalachian Logging Congress, Atkin Hotel, Knoxville, Tenn. Fall meeting.
October 24-25—Western Forestry & Conservation Association, Portland, Ore. Annual forestry industrial conference.
October 25-26 27—Southern Logging Congress, New Orleans, La. Annual meeting.
October 26-27—Pacific Logging Congress, Portland, Ore. Annual meeting.
October 26—North Carolina Pine Association, Charleston, S. C. Monthly meeting.
November 1—Southern Cypress Manufacturers Association, New Mason Hotel, Jacksonville, Fla. Semi-annual meeting.
November 7—Louisville Hardwood Club, Louisville, Ky. Annual meeting.
November 11 — Southern California Retail Lumber Dealers' Association, Los Angeles, Cal. Annual meeting.
February 11-12—National Builders' Supply Association, Hotel Sherman, Chicago. Annual meeting.
February 14-16—Western Retail Lumbermens' Association, Hotel Davenport, Spokane, Wash. Annual meeting.
January 23-24—Retail Lumber Dealers' Association of Indiana, Claypool Hotel, Indianapolis, Ind. Annual meeting.
January 24-26, 1917—Southwestern Lumbermen's Association, Muehlebach Hotel, Kansas City, Mo. Annual Meeting.
February 14-16—Illinois Lumber & Builders' Supply Dealers' Association, Hotel Sherman, Chicago. Annual meeting.

Among the important subjects to be discussed at the association meeting are advertising for 1917, odd lengths, outside inspections and the new sales report.

The monthly report of stocks and orders September 1, showed that rough lumber was oversold by ten members 8,763,000 feet and that there is a surplus on hand of dressed lumber over orders of 4,053,000 feet, making a net oversold of rough and dressed lumber of 4,710,000 feet.

AMERICAN FORESTRY ASSOCIATION.

Washington, D. C., Oct. 7.—What promises to be one of the largest annual meetings that has ever been held by the American Forestry Association will convene in this city the latter part of January, according to Percival S. Ridsdale, secretary of the association.

According to the present plan the meeting will last for three days, at which time, in addition to members of the society, a number of prominent lumbermen throughout the country will be here. It is now planned, if possible, that two or three of the committees of the National Lumber Manufacturers' Association will meet here at the same time as the association meeting.

While no definite program has been worked out it is understood that the matter of forest fires and their prevention as regards Canada and the United States will be taken up; the white pine blister rust and the matter of having congress appropriate $10,000,000 to carry out the Weeks law and other matters. The executive committee of the association is to hold a meeting in New York on October 10, when further details will be worked out.

ARKANSAS ASSOCIATION TO HOLD DISTRICT MEETINGS.

Little Rock, Ark., Oct. 5.—The Arkansas Association of Lumber Dealers will hold one of a series of district meetings in Forrest City on the 13th of this month, according to announcements which have been given out by E. D. Ferguson of Blytheville and J. B. Webster of Little Rock, president and secretary respectively of the organization.

It is planned for the dealers to get together for a one day's meeting and discuss in an informal way matters affecting their businesses as retail lumbermen. Several matters of particular importance to the trade are being slated for consideration, and doubtless many others of more or less importance will be called up for consideration by those present.

While the meeting is intended for the special benefits of those dealers located in eastern Arkansas, all dealers of the state, as well as manufacturers, salesmen and the general public are invited to attend. There will be no secrecy about the meeting or executive sessions, but open discussion and general consideration will be given to the problems confronting retailers of lumber. It is thought that these meetings will be of special advantage in getting full and frank expressions from dealers who are little inclined to take the floor at the annual meetings. And it is also expected that several dealers will attend who have never been in attendance at one of the association's annual meetings. Much interest in association work is being manifested among the Arkansas dealers now, who appear to be awakening to the fact that there are many ways in which they may benefit themselves by interchanging ideas and learning from one another new and better ways for conducting their businesses and meeting competition of an unfair nature.

WEEKLY YELLOW PINE BAROMETER

The trade barometer issued by the Southern Pine Association October 2, gives the figures for the week ended Friday, September 29, from 153 mills, follows:

	Cars	Feet
Orders on hand	23,341	472,025,043
Orders received during week	4,855	98,182,665
Total	28,196	570,207,708
Shipments during week	3,954	79,961,742
Balance orders on hand	24,242	490,245,966

The report reflects the conditions of car shortage now prevalent, especially in the volume of shipments, which were below the production during the week 9,568,138 feet, or 10.69 percent. Orders exceeded production 8,652,785 feet or 9.66 percent and exceeded shipments 18,220,923 or 22,79 percent. The orders, shipments and unfilled cars for each week from July 7 to and including September 29 were as follows:

Week Ended	Mills Reporting	Orders Feet	Average Shipm't Feet	Total Unfilled Cars
July 7	147	401,980	383,801	16,444
July 14	147	539,383	531,275	16,379
July 21	150	697,933	504,758	18,130
July 28	158	894,095	617,704	20,590
Aug. 4	154	687,671	638,443	30,552
Aug. 11	165	703,996	643,840	23,020
Aug. 18	162	704,955	641,079	22,674
Aug. 25	164	669,024	659,150	23,487
Sept. 1	152	625,570	610,499	19,962
Sept. 8	157	538,353	565,145	23,284
Sept. 15	164	669,579	606,197	24,122
Sept. 22	168	671,331	558,540	24,539
Sept. 29	153	641,717	522,626	24,242

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West Coast Lumbermen Hold Meeting

The West Coast Lumbermen's Association held its monthly session in the Hotel Tacoma in Tacoma, Wash., Friday, September 29, with an unusually large attendance. J. H. Bloedel, president of the association, called the meeting to order at 2 o'clock in the afternoon. He referred to the car shortage, which he said was only in its early stages, and in his opinion lumbermen should endeavor to devise ways and means for overcoming, or at least lessening, the evils of the car shortage.

Major Everett G. Griggs asked leave to present resolutions on the death of the late James W. Dempsey, of Tacoma, and was granted the privilege. The following preamble and resolutions were thereupon unanimously adopted:

Whereas, James Ward Dempsey, of Tacoma, Wash., on September 15, 1916, was summoned by death in the prime of a life distinguished for its personal grace, usefulness, integrity and ability, Be it

Resolved, That the West Coast Lumbermen's Association, bowing in personal sorrow, makes the first action of this meeting a heartfelt tribute of affectionate remembrance to the life, character, works and worth of our departed comrade; and be it further

Resolved, That while we mourn the loss of his presence, his wholesome friendliness, his influence and his counsel, we take advantage of this opportunity, by rising vote, to express to his family our deep appreciation of his life, his manhood, his honor and his virtue; and to record our belief that of such are those whose souls shall live forever, even as the memory of James Ward Dempsey shall endure in the hearts of his fellow lumbermen.

REPORT ON STOCKS.

A report of the condition of stocks at the mills of members of the association was compiled by Secretary Thorpe Babcock. Although the figures were compiled exclusively for the benefit of the members of the association, it was stated that the stocks were considerably lower than had been generally believed.

Secretary Babcock made a report regarding yellow pine conditions, having received several telegrams from yellow pine markets, which indicated that there had been an advance of from $1 to $2 since the last meeting. It was also stated that the curtailment of production had been continued right along by the yellow pine manufacturers.

RESOLUTIONS ON CAR SHORTAGE.

Major E. G. Griggs offered the following resolutions regarding the car shortage, which were unanimously adopted, as follows:

Whereas, The car shortage now confronting the shippers of the country has already assumed serious proportions, necessitating closing of plants, throwing labor out of employment and rendering investment in industries absolutely unremunerative; and

Whereas, There is in the district represented in this association no other vocation or industry able to absorb the sawmill labor thus made idle; and

Whereas, From published reports the railroad dividends appear to-day to be sufficient to warrant expenditures for new equipment and the upkeep of old equipment; and

Whereas, It is assumed by congress that an already well paid class of labor, probably the highest paid class of labor in the United States, is entitled to a 20 percent advance entailed by a reduction in hours of labor; Therefore, be it

Resolved, That the lumber industry, as represented by this West Coast Lumbermen's Association, urgently requests the railroads to appropriate the necessary money properly to equip themselves with freight cars made of wood. The prosperity of industry determines the continued prosperity of the carrier and the placing of large purchases of lumber to-day for this needed equipment will greatly aid us to maintain living prices.

During a discussion of the subject a number of manufacturers expressed their opinion that there should not be any car shortage, because the railroads were in such condition that they ought to be able to furnish their shippers with a sufficient number of cars.

SOUTH AMERICAN OPPORTUNITIES.

Roger E. Simmons, of the Bureau of Foreign and Domestic Commerce, was present at the meeting and was called upon for remarks regarding his recent trip to the countries of South America in behalf of the lumber industry. Mr. Simmons' remarks have been pretty well covered in previous reports of his several addresses before lumber associations, and were along the same lines, with the exception that he devoted considerable attention to the possibilities of shipping Douglas fir to those countries. Mr. Simmons complimented the fir manufacturers by stating that their lumber was the only variety imported from the United States into the South American countries where the consignees had been given no grounds for complaint. He said they were perfectly satisfied with the character of Douglas fir, the way it was handled, the grading and the volume of the cargoes. In Chile, especially, he said that the wisdom of the west coast lumbermen in establishing an inspection bureau and arranging to transact their business on a standard basis is especially satisfactory, and in spite of competition on the part of native woods, the volume of Douglas fir is practically one-half of the entire requirement of that republic. He stated that the same systematized methods would place the west coast product in the River Plate market and other markets in South America.

Mr. Simmons recommended that the manufacturers arrange with one of the principal importers in the River Plate district for the placing of a cargo of Douglas fir on consignment and that a well posted salesmen be sent to direct its handling and disposition and instruct the consignee as to its qualities and uses. He would not recommend the establishment of a yard stocked with west coast woods in the River Plate territory, because it would be a very expensive way of introducing the wood, besides arousing some opposition on the part of the regular dealers. He recommended furthermore that an educational campaign on the qualities and uses of Douglas fir be inaugurated in Chile, Peru, Argentina, Uruguay and Brazil, so that people might be informed of the woods to use and how to use them; how to season them so as to prevent warping, shrinkage, or decay; how they could be treated to prevent rot when exposed to dampness and also to be made fire resistant. In his opinion there should be two organizations formed of fir manufacturers, one for operating on the east coast of South America and the other for operating on the west coast of South America. The steel and cement interests, he said, had been enabled to gain a strong foothold in South America by forming permanent organizations and keeping traveling men in all the principal countries of South America.

Mr. Simmons stated that in Brazil there was an immediate opportunity for substitution for Swedish pine in the form of deals, 3 x 9—14 to 18 feet, of which they used from 10,000,000 to 15,000,000 feet yearly. He also said that manufacturers of Douglas fir should look to the possibilities of trade with Venezuela, via the Panama canal, where lumber 12 x 12 or over and from 16 to 40 feet long is admitted free. He told of a vessel carrying Douglas fir which was wrecked near the island of Trinidad and the lumber was salvaged and taken to the island, where it made a favorable impression.

Mr. Simmons' ideas as to sending a specimen cargo to the River Plate were favorably received and the manufacturers, it is believed, will endeavor to secure the co-operation of the manufacturers of western pine and redwood in the matter.

George M. Cornwall, of the "Timberman," Portland, read a letter from New Zealand which set forth the great opportunity for west coast lumber in that country. He urged that samples of the different products be sent to the concern writing the letter.

FEDERAL TRADE COMMISSION REPRESENTATIVE.

The association was addressed by Dr. Wilson Compton, special examiner for the Federal Trade Commission. He assured the lumbermen that the Federal Trade Commission and all other branches of the government service were in sympathy with the lumbermen in endeavoring to solve their problems. Other industries throughout the country were much interested in the work undertaken by the Feeral Trade Commission relative to the lumber industry and are awaiting the results of the investigation with great anxiety. He referred to the Webb bill which was laid over by the last session of congress until the December session. He asked the co-operation of the lumbermen with the Federal Trade Commission.

President Bloedel thanked Dr. Compton for his welcome assurances and said that the lumbermen were very glad to have this kind of co-operation as compared with the rather hostile attitude of the government for some time previous. Adjourned.

"THERE IS A WOOD FOR EVERY NEED."

The National Lumber Manufacturers' Association has adopted the above as a slogan which was selected from among 76,291 slogans submitted to it by people all over the country, for which it offered a prize of $150. The winner who produced this slogan is Dr. Ben Webster, of Kingsbury, Ind. The second prize, $50, was awarded to Fred R. Grasser, of Belvidere, Ill., who submitted this: "Use wood where you should." There were also fifty prizes of $1 each awarded for slogans entitled to honorable mention and these went into twenty-seven states and one to Canada. A committee of judges, representing the lumber trade, arrived at the award of these prizes by elimination. There were three judges and they were assigned about 25,000 each, from which about 1,000 of the best were submitted to the entire committee. Each of the slogans submitted for the prize was numbered so that the judges did not know until the winning slogans were selected who the authors were.

GRANARIES AT SMALL COST.

The West Coast Lumbermen's Association has originated an idea which, if adopted, will bring to the farmers of eastern Washington and eastern Oregon, as well as all over the grain territory, a rich reward in being enabled to hold their grain for better prices. The association is now trying to interest retail lumber dealers in selling inexpensive grain storage buildings to farmers, which would enable them to put their crops into storage at small cost and hold them until prices are more profitable.

It is shown from government records that two-thirds of the wheat crop of the country is marketed during the months of July, August, September and October and that the price in those months is less than at other seasons of the year. It is estimated that in eastern Washington and eastern Oregon alone the farmers lose annually as much as $10,000,000 by being forced to sell their crops practically as soon as harvested.

The West Coast Lumbermen's Association has prepared complete plans, specifications and material bills for these low cost granaries and is prepared to furnish them to retail dealers in farming communities without cost. If the association idea is generally adopted it will also relieve much of the car shortage annually visible in the fall of the year.

SOUTHERN COMMERCIAL CONGRESS.

Washington, D. C., Oct. 5.—The question of adequate preparation for foreign trade at the conclusion of the European war, will be taken up at the eighth annual convention of the Southern Commercial Congress, to be held at Norfolk, Va., December 11-14, according to an announcement just made here.

"Preparation for Foreign Service" will be the title of the special session, over which Dr. Glen L. Swiggett, the assistant secretary general of the Second Pan American Scientific Congress, will preside.

ARCHITECTURE IN CONNECTICUT.

Another of the White Pine Series of Architectural Monographs has appeared. It describes Old Woodbury and adjacent domestic architecture of Connecticut. It is written by Wesley Bissell, the well known architect of New York City, and beautifully illustrated by photographs by the author and Julian Buckly of the old Woodbury houses, the Sanford house of Litchfield, the Lockwood house at Cromwell, and other examples of colonial and early national types.

The book contains also an interesting and enlightening article by Frederick E. Weyerhaeuser, than whom no man is better able to write it, on "The Available Supply of White Pine Timber."

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McDONOUGH BRANDING MACHINE APPROVED.

Approval of the McDonough lumber branding machine and recommendation of its use among subscribers of the association, featured a meeting held September 19 of the sub-committee on branding of the grading committee of the Southern Pine Association at New Orleans.

A discussion of the experiments now being conducted with the McDonough machines, which have been installed at the plants of Eastman, Gardiner & Co., Laurel, Miss., and the Calcasieu Long Leaf Lumber Co., Lake Charles, La., was followed by a conference with Mr. McDonough, the inventor of these machines, regarding certain improvements made in them, and the invention of a machine for the automatic branding of timbers.

The committee believes that the experiments so far conducted have been sufficient to prove the practicability of the branding machine from a mechanical standpoint.

By virtue of the authority vested in it, the committee discussed with Mr. McDonough the installation of two machines for the branding of timbers, one to be located in the mill of a subscriber east of the Mississippi river and one in a mill of a subscriber west of the river, the cost of the machines to be borne by the association at an expense not exceeding $500, and the cost of installation to be borne by the subscribers in whose mills the machines are placed.

"The committee," the report continues, "is more than ever impressed with not only the necessity but the good business policy of the Southern Pine Association adopting the branding of the lumber produced by its subscribers as an association enterprise, and is confirmed in its opinion by the following resolution recently adopted by the National Association of Retail Lumber Dealers, representing the yard dealers of the cities of the United States:

" 'To the end that the public may be protected from the mixing of grades of lumber, we hereby heartily endorse the efforts now being made by certain of the associations of lumber manufacturers to devise ways and means by which the product of their members may be branded with trademarks representing their respective associations, with the number or name of the mill which manufactures the lumber, and if possible with the name of the grade of each piece, thereby absolutely assuring, within a reasonable variation, the integrity of the grade as well as making possible the identification of the lumber, with the consequent protection of the retail dealer and the ultimate consumer of the stock.' "

In the report, which it will eventually present to the grading committee and the board of directors, setting forth its final recommendations, the committee will suggest two or more tentative propositions for the consideration of the directors, suggesting the basis on which negotiations may be conducted with Mr. McDonough for the use of his machines.

Mr. Green reported that the trade-mark, consisting of the Southern Pine Association registration, which had been applied for in the name of Eastman, Gardiner & Co., had been authorized by the United States patent office, and the trade-mark duly recorded.

The committee desires it understood that because the Southern Pine Association, as a corporation, is not engaged in the production and sale of lumber it could not secure registration of the said trade-mark, and that Eastman, Gardiner & Co., will grant the privilege of using this trade-mark to other manufacturers of yellow pine who are subscribers of the Southern Pine Association.

The following were present at the meeting: Charles Green, chairman, Eastman, Gardiner & Co., Laurel, Miss.; B. H. Smith, Longville Lumber Co., Longville, La.; J. H. Eddy, Kaul Lumber Co., Birmingham, Ala. (by proxy); J. E. Jones, chief inspector, Southern Pine Association, New Orleans, La.; J. E. Rhodes, secretary-manager, New Orleans, La.; A. G. T. Moore, assistant secretary, New Orleans, La.

REPORT OF RAILWAY BUREAU.

Washington, D. C., Oct. 7.—The net operating income of railways of the United States for June, 1916, exceeded that for June, 1915, by $81 per mile, or 25.9 percent, according to an announcement which has just been made here by the Bureau of Railway Economics.

CALIFORNIA UNIVERSITY FORESTRY COURSE.

A catalogue describing the several courses in forestry of the College of Agriculture, University of California, Berkeley, has just been received, although the college year began August 22. The university has a number of courses in forestry, one of which, the general forestry course, is designed to train the students for practice of the profession of forestry in its broader phases. Students completing this course will be prepared to take positions with the federal and state forestry departments. Another course is that of forest utilization, which is a four-year course, intended to prepare men for work as forestry logging engineers in lumber companies and in the government service. There is a five-year combined course, which trains students in general forestry along the lines of the forest utilization course and provides for an additional year devoted to specialization. There is a short course which takes up the first twelve weeks of the spring session and is for men, employed as guards or rangers in the Forest Service or by lumber companies, who desire to obtain information that will help them in their work. There are two summer courses designed for students who do not intend to become professional foresters, but desire knowledge of the aims and methods of a forester. There is a correspondence course of ten lessons on lumber and its uses which may be had free of charge by anybody interested.

Students taking the general four-year course or any of the other regular courses are urged to spend a year of actual work in the woods, preferably before completing the final year of the course. Full information regarding these courses can be had by addressing the agricultural department of the University of California at Berkeley.

HUGE TOTAL OF UNITED STATES EXPORTS FOR AUGUST.

Washington, D. C., Oct. 7.—Exports for August amounted to $510,000,000, according to figures which have just been made public here by the Bureau of Foreign & Domestic Commerce. This is said not only to be a record for the United States, but for all countries. It is $35,000,000 higher than the previous high record, which was established in May, and $45,000,000 higher than the June total.

Imports, on the other hand, showed a decrease for August, the total being $199,247,391. This is a decline of $47,000,000 as compared with June, the record month. It is greater than the total for any previous August, however. The exports for the year ended with August totaled $4,750,000,000 and the imports $2,300,000,000, both totals being far in advance of those for a similar period in any previous year.

The favorable trade balance for August, according to the figures of the bureau, was $311,000,000, comparing with an export balance of $119,000,000 in August, 1915, and an import balance of $19,000,000 in August, 1914. For the twelve months to August 31, 1916, the export balance was $2,465,000,000, as against $1,363,000,000 in the preceding year and $374,000,000 two years ago.

Southern Logging Associafion

Secretary James Boyd announces the sixth annual meeting of the Southern Logging Association to be held at the Hotel Grunewald, New Orleans, La., October 25, 26 and 27. The preliminary program for the first day, October 25, comprises the annual address of President Oscar Marsan and the report of Secretary Boyd and an address on "Feeding Men in Logging Camps," by Dr. R. B. Austin, camp physician of the Fernwood Lumber Co., Knoxo, Miss.

At the afternoon session of that day C. P. Myer, assistant general manager of the Kirby Lumber Co., Houston, Tex., will deliver an address on "Main Line Construction."

A symposium will be held on "Handling the Steel Gang," which will cover the main points of track-laying on logging roads, together with costs.

October 26 is called "Progress of Invention Day" and at the morning session "Recent Improvements in Cross-cut Saws" will be the subject of addresses to be read by H. T. Benham, advertising manager of the E. C. Atkins & Co., Indianapolis; J. C. McCauslan, assistant sales manager Henry Disston & Sons, Philadelphia, and E. B. Saunders, efficiency director of the Simonds Manufacturing Co., Fitchburg, Mass.

"Recent Inventions and Improvements in Skidding and Loading Machinery" will comprise the subject for addresses by J. H. Dickinson, manager of the logging machinery department of the Lidgerwood Manufacturing Co., New York; J. R. McGiffert, secretary and treasurer of the Clyde Iron Works, Duluth, Minn., and C. O. Hinz, southern engineer of the Lambert Hoisting Engine Co., Newark, N. J.

At the afternoon session, October 26, addresses will be delivered on the subject "Recent Improvements in Wire Rope for Logging Purposes," by Dr. W. C. Kretz, of the engineering department of John A. Roebling's Sons Co., New York; John K. Broderick, sales manager of the Broderick & Bascom Rope Co., St. Louis, and C. R. Deam, sales manager of the A. Leschen & Sons Rope Co., St. Louis.

Other addresses on that day will be "Recent Improvements in Geared Locomotives for Logging," by G. L. Swabb, secretary of the Heisler Locomotive Works, Erie, Pa., and on "Recent Improvements in Rod Locomotives for Logging Purposes," by C. H. Peterson, southwestern representative of the Baldwin Locomotive Works, of Philadelphia.

Several of these addresses will be illustrated by lantern slides and moving pictures.

The annual banquet to members, guests and ladies will be held October 26 at 6:30 p. m.

The morning program on October 27 will comprise meetings for cypress operators and hardwood operators who will meet separately in different rooms to discuss subjects of special interest.

At the afternoon session the following program will rule:

Address—"Results of Two Years of First Aid and Sanitation in Logging Operations," Dr. C. L. Vines, physician of Crossett Lumber Co., Crossett, Ark.

Symposium—"Location of Camps," Advantages compared of housing men in mill towns or in the woods; policing of camps; sanitation.

Symposium—"Logging with Teams"—Cattle, horses, mules; feeding; contract teams vs. teams owned; types of wagons.

Address—"Employment of Men"—J. M. Campbell, Choctaw Lumber Co., Broken Bow, Okla., illustrated with forms. All who attend are requested to bring specimens of forms used by them.

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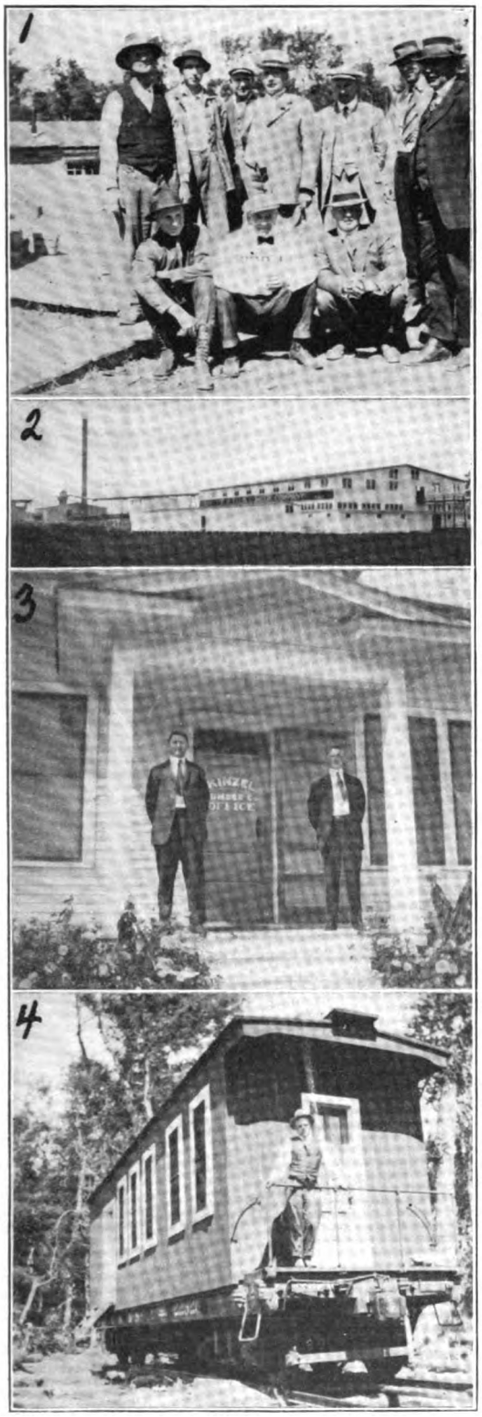
REMINISCENCES OF A NORTHERN TRIP

Views Taken and Incidents Noted During a Visit to Some of the Hemlock and Hardwood Mills of Wisconsin and Upper Michigan—Several New and Large Mills Under Way

As a necessary preliminary to a trip among the numerous mills of northern Wisconsin and the northern peninsula of Michigan, the intending traveler should provide himself with the latest maps of those states and all the time tables that he can assemble. Otherwise he must be prepared to put up with many vexatious delays, miss train connections, pass many weary hours at junction points or—a dread alternative—buy a "henry." A large number of the commercial salesmen who make the northern Wisconsin district find that the latter is about the only safe thing to do if they expect to make more than one town a day.

Wisconsin is supposed to be the best regulated railroad state on the footstool, but most assuredly it is not regulated to the advantage of the traveler who wishes to change from a north and south road to an east and west line on the same day. The Soo road, which is the great east and west artery in the northern territory, runs its trains for the benefit of the terminals and the principal express trains pass through that section in the small hours of the night with but little regard to the convenience of the local business. Hence there was much tribulation and loss of equipoise on the part of the writer in an endeavor to call upon some of the leading manufacturers of that territory during July, August and September of this year, and only a part of the visits contemplated could be made.



1—GROUP OF OFFICIALS AND EMPLOYEES OF THE A. H. STANGE CO., MERRILL, WIS. A. H. STANGE IN CENTER.

2—BOX FACTORY OF THE E. W. ELLIS LUMBER CO., GRAND RAPIDS, WIS.

3—OFFICE OF THE KINZEL LUMBER CO., MERRILL, WIS. C. J. KINZEL, PRESIDENT, AT RIGHT. GEORGE C. ROBSON, SALES MANAGER AT LEFT.

4—OFFICE CAR OF AUGUST J. STANGE AT LOGGING CAMP. MR. STANGE ON PLATFORM.

ALONG LITTLE BAY DE NOQUET.

The plant of the I. Stephenson Co. at Wells, one of the largest in the north, was found operating to the fullest extent permitted, but with a reduced force of employees. Manager R. E. McLean stated that in July he was forced to close down the mill several days owing to the inability to get enough men at the logging camps to furnish an adequate supply of logs. At that time he estimated the shortage of labor in his company's operations at something like 1,500 in a normal complement of 4,000. However, since July the labor situation has eased up wonderfully and the plant is now being operated on a practically normal basis, including the hemlock and pine mill, the hardwood mill and the hardwood flooring plant.

AT MASONVILLE, MICH.

The Stack Lumber Co. has been running about as usual with a nearly normal roster of employes. H. M. Stack, secretary and manager, stated that he had a supply of about 14,000,000 feet of lumber on hand, but was shipping in satisfactory volume by rail and water and expected to clean it up pretty thoroughly before the close of navigation.

AT GLADSTONE, MICH.

The Northwestern Cooperage & Lumber Co.'s plant suffered seriously through a lack of sufficient employes for logging and mill purposes, but is able to get out a fairly satisfactory volume of logs and to manufacture practically at capacity. Sales Manager J. D. Staple was on an extended vacation this summer and returned early in August, after having a good rest.

MENOMINEE-MARINETTE MILLS.

The various mills at Menominee and Marinette were operated the last two months at practically full capacity. The Sawyer-Goodman Co. of Marinette, as well as its fraternal operation, the mill of the Goodman Lumber Co. at Goodman, were being operated steadily. Manager C. A. Goodman, of Marinette, stated that the company was short of men and also carried less than its usual amount of lumber, the hardwood stock being particularly low.

The plant of the John W. Wells Lumber Co. at Menominee has also operated on full time. Manager A. C. Wells at the time of our visit was enjoying a vacation in the Muskoka lake country in Canada.

The plant of Walter C. Mansfield at Menominee was being run on full time with a full corps of men. Mr. Mansfield stated that in his specialties, which comprise basswood and its products, he was doing an excellent business with the prospect for a healthy fall trade.

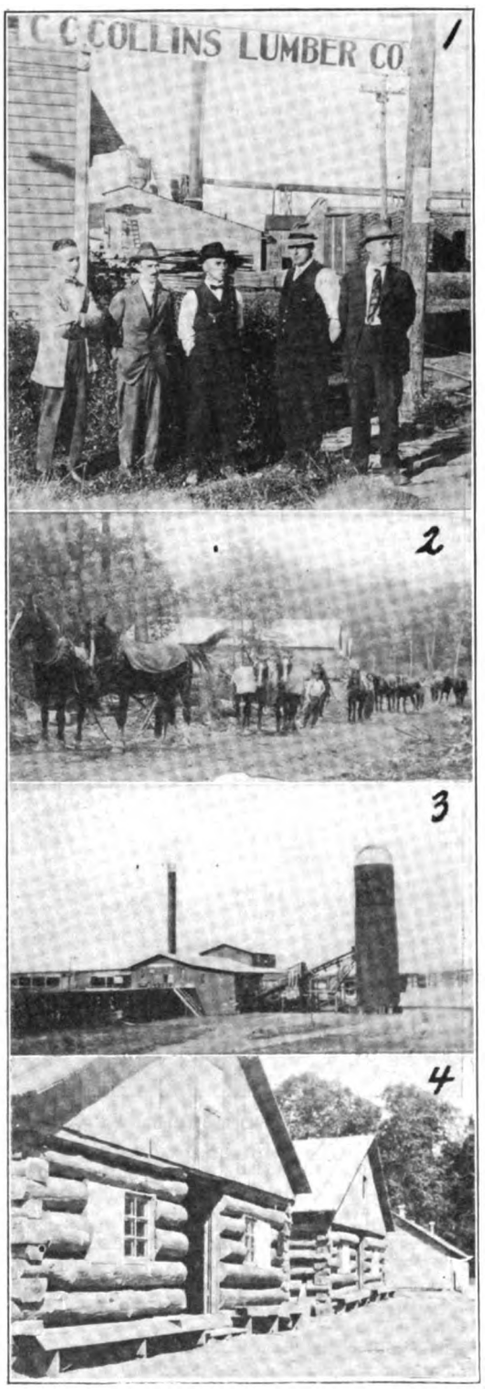
Manager W. S. Patch, of the Crawford Cedar Co., reported excellent business in both posts and poles.

AT IRON MOUNTAIN, MICH.

Manager M. J. Fox, of the Von Platen Lumber Co., reports everything running smoothly at his plant. The company lately occupied a new and handsome office, which is complete in every detail. Pictures of the new office and of the mill are found accompanying this article.

AT PARK FALLS, WIS.

One of the largest and best mills in the northern country is that of the Park Falls Lumber Co. at Park Falls, Wis., which is presided over by W. B. Clubine, manager. The mill has been running steadily and with a fair complement of operatives. Manager Clubine is putting in a new yard, comprising about fifty acres, which is being filled up rapidly. The yard is traversed by an electric trolley system which removes the lumber from the yard to the mill in a most prompt and satisfactory way. Every facility and convenience for the operation and the inexpensive manufacture and handling of lumber is to be found at this plant.



1—OFFICE AND DEPARTMENT HEADS OF THE C. C. COLLINS LUMBER CO. AT RHINELANDER, WIS. MR. COLLINS AT RIGHT; ROBERT CALDWELL, SUPERINTENDT; CHARLES A. MACDONALD, SALES MANAGER; RAYMOND PLUNKETT AND ARTHER DAVIDSON.

2—TEAMS OF THE C. C. COLLINS LUMBER CO. ON WAY TO LOGGING CAMP, PINE LAKE, WIS.

3—SAWMILL C. C. COLLINS LUMBER CO. AT RHINELANDER, WIS.

4—NEW LOGGING CAMP OF THE C. C. COLLINS LUMBER CO. AT PINE LAKE, WIS.

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1—A. S. PIERCE AND EUGENE SHEPARD, OF RHINELANDER, WIS.
2—NEW LUMBER SHED AT YARD OF KELLOGG BROS. LUMBER CO., GRAND RAPIDS, WIS.
3—WALTER C. MANSFIELD, BASSWOOD SPECIALIST, MENOMINEE, MICH.
4—THREE YEAR OLD WHITE PINE TREE PLANTED BY EUGENE SHEPARD, RHINELANDER, WIS.

AT PHILLIPS, WIS.

The mill of the Kneeland-McLurg Lumber Co., of which P. S. McLurg is president and general manager, is running the year round and is cutting 3,500,000 feet of lumber a month. The plant is equipped with twelve dry kilns and an up-to-date flooring factory and the company finishes all of its stock ready for the retail trade.

AT WESTBORO, WIS.

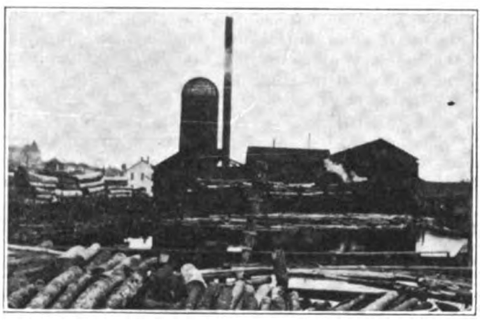
The Westboro Lumber Co.'s plant at Westboro, Wis., is one of the most capable plants in that country. This company is presided over by J. J. Lingle and J. W. Kaye, both of whom are known in the northern trade as being exceptionally qualified as practical lumbermen. They have been much hampered this season by the inability to secure woodsmen, but report that the situation lately has greatly improved. They are operating three camps and will have a full supply of logs with which to stock their mill the coming winter. One of the most attractive features of their camp is the splendid menu given to their men, and that is one of the reasons why they have little difficulty in securing and holding their woods force.

AT MEDFORD, WIS.

The plant of the Medford Lumber Co. at Medford, Wis., is operating on full time. This plant is owned principally by A. L. Osborn, of Oshkosh. E. L. French, who has been general manager, resigned August 15 to go into a new business at Cincinnati, Ohio. The sales department is in charge of J. J. Lutz, who is a well qualified and efficient salesman.

THE NEW RIB LAKE PLANT.

Manager George N. Harder, of the Rib Lake Lumber Co. at Rib Lake, Wis., states that the new mill now being completed will be ready for operations about November 1. This is one of the largest plants in the north. The main floor of the mill is 81 feet wide and the main building has a length of 240 feet. The lath mill occupies 21 feet of the width on one side of the building. When completed the mill will have two 8-foot bands, an 84-inch horizontal resaw, an 84-inch vertical resaw, two 63-inch double edgers, a 24-foot pneumatic overhead trimmer, and a 5-saw slab slasher and will have a capacity of 150,000 feet of lumber in ten hours. The picture of the mill which accompanies this article was taken just before it was enclosed. The company is now erecting its smoke stack, which is of brick construction, 165



SAWMILL PLANT OF THE MEDFORD LUMBER CO., MEDFORD, WIS.

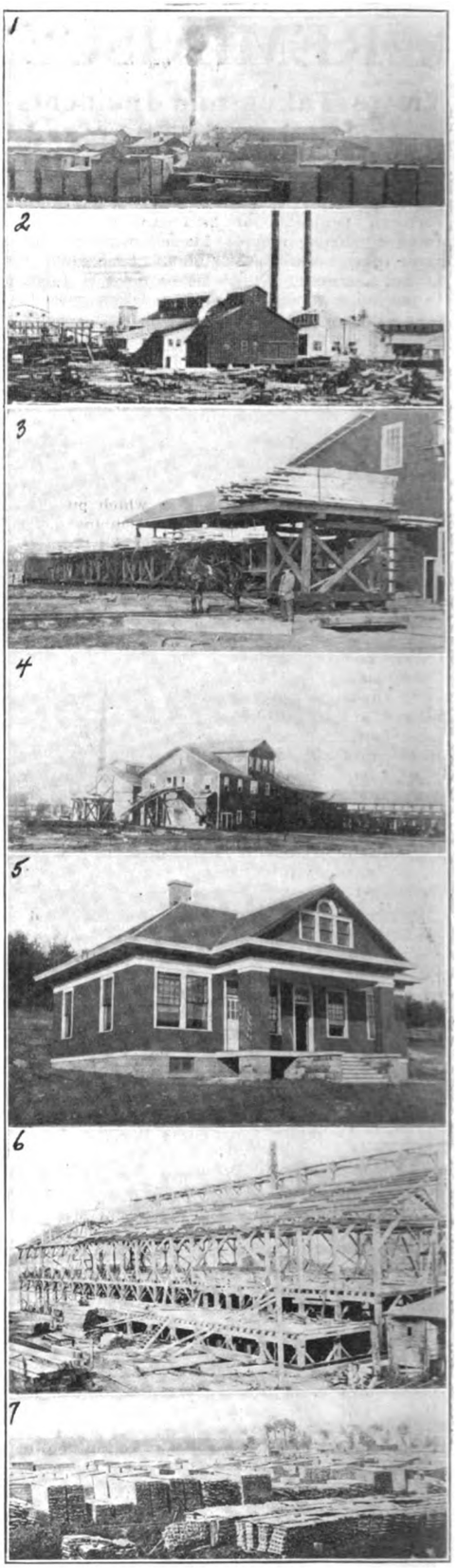
feet high and with a diameter at the top of 6 feet 6 inches inside measurement. It has a concrete foundation 24x24 feet, 7 feet thick and will probably be the largest saw mill smoke stack in Wisconsin. The power plant will consist of four 78-inch x 20-foot horizontal tubular boilers of a total of 800-horse power. The engine is a 28 x 36 non-condensing Clark-Corliss type with a commercial rating of 1,000 horse power. The planing mill, machine shop and filing room will be driven by a 500-horse power generator, which will also furnish light for the entire plant. The planing mill will be equipped with the S. A. Woods machines of latest design. The company has timber holdings sufficient to keep it in operation at its present capacity for twenty-five years. H. P. Welch, of the Central Pennsylvania Lumber Co., Williamsport, Pa., has been the mechanical engineer in charge of construction.

AT BLACKWELL, WIS.

The plant of the Flanner-Steger Lumber Co. at Blackwell, in Forest county, Wis., has been running steadily, although like many others hampered by lack of men. The hardwood flooring plant was shut down for a week or two this fall owing to the blowing out of the cylinder head. The company has been running considerably behind its orders for maple flooring and the breakdown was untimely.

AT ELCHO, WIS.

The Chas. W. Fish Lumber Co., at Elcho, Wis., and also with a fine big mill at Birnamwood, has just completed tearing down its old mill at Elcho which has been operated for the past ten or twelve years. It was a rotary mill. The company has already begun the construction of a new saw mill



1—HARDWOOD SAWMILL AND FLOORING FACTORY, 1. STEPHENSON CO., WELLS, MICH.
2—SAWMILL OF NORTHWESTERN COOPERAGE & LUMBER CO., GLADSTONE, MICH.
3—PILING TRUCK AT PLANT OF VON PLATEN LUMBER CO., IRON MOUNTAIN, MICH.
4—SAWMILL, VON PLATEN LUMBER CO., IRON MOUNTAIN, MICH.
5—NEW OFFICE, VON PLATEN LUMBER CO., IRON MOUNTAIN, MICH.
6—FRAME WORK OF IMMENSE NEW MILL OF RIB LAKE LUMBER CO., RIB LAKE, WIS.
7—LUMBER YARD OF FLANNER-STEGER LAND & LUMBER CO., BLACKWELL, WIS.

comprising a band and resaw on the site of the old plant. It will cut about 60,000 feet a day and will be ready for operation around December 1. The two mills produce about 50,000,000 feet a year. Frank Handryside, formerly of Rhinelander, is

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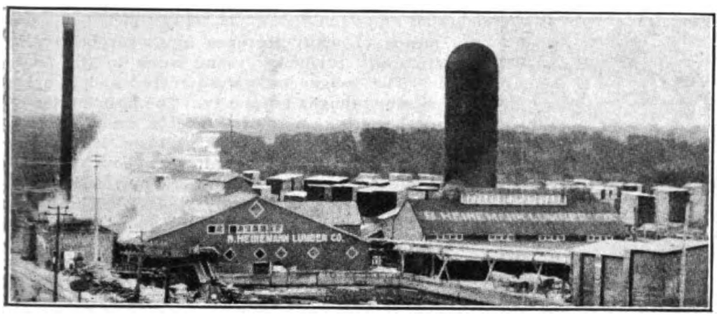


SAWMILL PLANT OF THE B. HEINEMANN LUMBER CO., WAUSAU, WIS.

HANDSOME COUNTRY HOME OF EUGENE S. SHEPARD, RHINELANDER, WIS.
1—"DEN." 2—BARN. 3—RESIDENCE.

sales manager and W. E. Latterman, formerly of Chicago, is office manager at Elcho.

NEW LIFE AT RHINELANDER.

The C. C. Collins Lumber Co., which purchased and started operating the F. S. Robbins mill at Rhinelander December 15, last year, ran the plant steadily until about July 15, when it shut down for repairs and alterations. These were to be completed along about October 1. The mill, which comprises a band and resaw, has a capacity of 70,000 feet of softwoods in ten hours, or 50,000 feet of hardwoods. New boilers are being installed and a new planing mill is being built. The planing mill contains a new No. A 91 Yates fast feed matcher and a new American No. 77 planer, together with a fine lay out of planing mill machinery to make it a complete modern mill. The yard, which is all situated in the city limits, comprises sixty-nine acres, of which fifty-five acres are used for piling, the remainder being given over to the buildings and to fire space. About 35,000,000 feet of lumber can be piled in the yard. When the mill shut down there were approximately 25,000,000 feet of lumber in pile.

The timber lands of the company are located in the vicinity of Pine Lake, Wis., which is sixteen miles south of Hurley, and the company has a twenty years' cut at the rate of about 25,000,000 feet a year. Of the total timber stand there are 20,000,000 feet of virgin cork white pine and of the balance about 60 percent is hemlock, 10 percent tamarack and the remainder hardwoods, mostly birch.

The officers of the company are Perley Lowe, Chicago, president; John D. Ross, Chicago, vice president; Jacob Mortenson, Oak Park, Ill., treasurer, and C. C. Collins, Rhinelander, secretary and manager. Charles A. Macdonald, formerly with the Westboro Lumber Co., is the sales manager of the new concern and Robert Caldwell, who was formerly connected with the Robbins Lumber Co., is superintendent of the operations and yard. In the office force also are Raymond Plunkett and Arthur Davidson, both experienced in their respective lines.

CHANGE IN THE BROWN INTERESTS.

The Brown Land & Lumber Co., which is composed of Luther E. Brown and his brother, Webster A. Brown, have recently purchased the saw mill of the Brown Bros. Lumber Co., which has been operated by the latter for the past thirty-four years. The Brown Bros. Lumber Co., as heretofore stated in these columns, will probably continue business along wholesale lines. The Brown Land & Lumber Co. will greatly enlarge its sphere of action in both manufacture and distribution within the next few months.

DEVELOPMENT OF LANGLADE COUNTY.

As stated in a recent issue of the LUMBER WORLD REVIEW, the timber resources of Langlade county, which have never been developed on any large scale, will be exploited the coming year to a greater extent than ever before. The new plant of the Langlade Lumber Co., at Antigo, will be one of the larger channels of manufacture, while another is to be installed at White Lake by the Yawkey-Bissell Lumber Co., of Wausau. This new mill, which has been heretofore described in these columns, will comprise a band and resaw with planing mill and other accessories and will cut something like 30,000,000 feet of lumber annually. It will be started in operation next winter.

THE NEW MILL AT ANTIGO.

The new mill of the Langlade Lumber Co., at Antigo, will be one of the largest and best mills in Wisconsin. The mill will have a capacity of about 100,000 feet a day and will consist of a band and rotary with probably a gang. George E. Foster, who is one of the leading stockholders of the new company, has been devoting considerable of his time lately to supervising the construction of the mill and hopes to have it ready for operation November 1. Mr. Foster says that the company will make logging its principal business and will sell logs to other manufacturers and to paper plants and will manufacture the rest at the new mill. John D. Mylrea, son of the late Hon. W. H. Mylrea, of Wausau, and who has been for some time operating the Hale & Mylrea Lumber Co., at Wausau, and Elcho, Wis., is the general manager of the new mill. He is an experienced lumberman and the new company is fortunate in securing his services.

OPERATIONS AT MERRILL, WIS.

The several large mills at Merrill are all now in operation, the A. H. Stange Co. having planned on starting up for its fall and winter run. The C. J. Kinzel Lumber Co.'s mill is again in operation after having given the plant a general overhauling and adding some new equipment.

The Heinemann Lumber Co. is going ahead on a normal basis of output.

The A. H. Stange Co. has recently put in some new camps sixteen miles northwest of Merrill and is getting out logs actively. The company has an abundance of timber to fall back on.

AT WAUSAU, WIS.

The B. Heinemann Lumber Co.'s extensive saw mill at Wausau is running full time and Manager W. B. Heinemann says that orders are coming in in good shape and that prices show a tendency toward improvement. Mr. Heinemann is doing some extensive advertising in the direction of retail trade and has some original and valuable ideas on the subject of retail advertising to which more extended reference will be made later.

The Jacob Mortenson Lumber Co.'s plant at Wausau is running steadily and is cutting some of the logs of the Mohr Lumber Co., whose saw mill plant was destroyed by fire a few weeks ago. The Mohr Lumber Co. is not sure whether it will rebuild at Wausau or at some other point, there having been a considerable desire upon the part of Tomahawk and other northern cities to induce the company to make a change in the location of its mill.

GRAND RAPIDS OPERATIONS.

At Grand Rapids, Wis., is located the saw mill and box factory of the E. W. Ellis Lumber Co., a concern related to the A. H. Stange interests at Merrill, Mr. Ellis being Mr. Stange's son-in-law. The company's saw mill is being operated on a normal output and its box factory is running full.

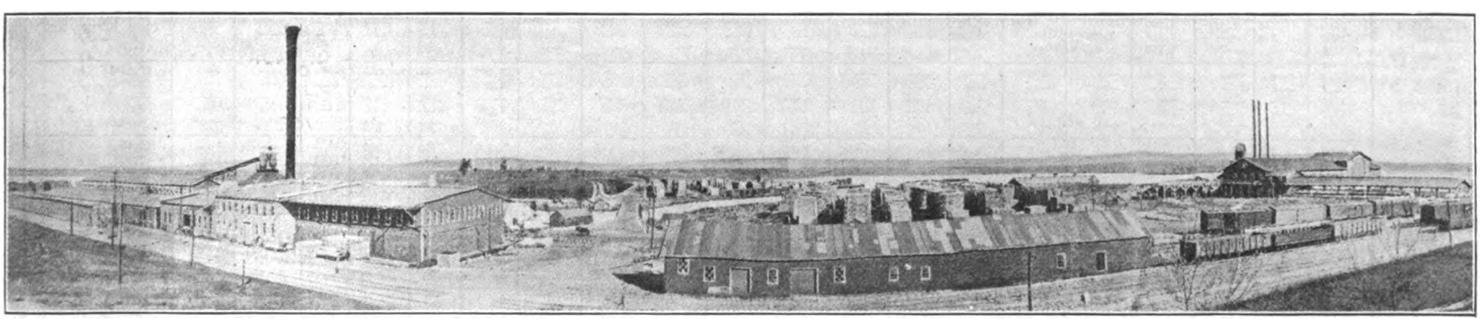
The Kellogg Bros. Lumber Co., one of the largest retail concerns in Wisconsin, has recently built a new lumber shed at its plant, a view of which is presented herewith. The company is also building a new office, all of which goes to indicate the deserved prosperity of Charles and Will Kellogg, the first named gentleman being the president of the Wisconsin Retail Lumber Dealers' Association.

A WONDERFUL SUMMER RESORT.

A glance at the accompanying map, distributed by C. P. Crosby, the well known wholesale lumberman of Rhinelander, and also engaged in the farm land business, gives a broad hint of the possibilities of Rhinelander as a summer resort. The city is traversed by the charming Wisconsin and Pelican rivers, which form a confluence within the city limits, just back of Eugene Shepard's fine residence and adjoining the city park. Within a radius of two or three miles of Rhinelander there are dozens of lakes, in all of which may be found gamey fish, while in the tributary streams there is an abundance of speckled trout.

Within a radius of twelve miles of Rhinelander there are 230 lakes of good size, and eleven trout streams.

For years Rhinelander has been without adequate hotel accommodations, but there is now in course of construction a handsome, modern brick hotel, with up-to-date equipment and containing sixty-six rooms, with about half of them provided with baths. The construction of this new hostelry marks a new era in Rhinelander's development, as the



GENERAL VIEW OF SAWMILL AND PLANING MILL PLANT OF THE KNEELAND-McLURG LUMBER CO., PHILLIPS, WIS.

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money for it has been raised among Rhinelander's public spirited citizens, prominent among whom are the Brown brothers, Edward O., Webster E. and Anderson W. Brown, who took a large interest in the enterprise.

That the hotel will be a credit to its projectors and the citizens generally is emphasized by the fact that it will be conducted by the same people (the Wisconsin Hotel Co.) who operate those two popular hotels, the Palmer house at Fond du Lac and the Hotel Delta, at Escanaba, Mich. It is reported that E. W. Wilkowski, now manager at the Palmer house, will have charge of the Rhinelander hostelry. With the new hotel as an additional attraction, there is no doubt that Rhinelander will soon become one of the most popular places in the country for tourists, fishermen and summer resorters.

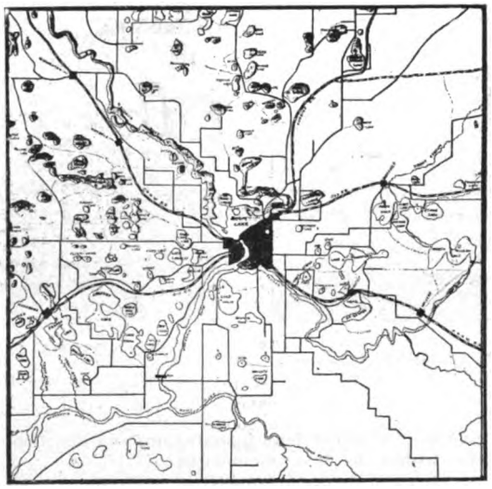
LUMBER MILL OPENED AT L'ANSE, MICH.

L'Anse, Mich., Oct. 1.—A city which has been burned to the ground once and which has had three booms only to fall back into decline later, but which is now enjoying its fourth and what is expected to be its perpetual period of prosperity is L'Anse, the county seat of Baraga county, in Clover-Land.

The lumbering industry has not only been the cause of the three booms as well as the great fire, but has also brought back prosperity to the community for the fourth time through the opening up of the L'Anse mill which is now turning out timber at a merry clip.

French Catholic priests were the first white persons to settle at L'Anse or "The Handle" as the word indicates. It is said that the Holy Fathers were on Lake Superior in a boat when a storm came up and drove them into Keweenaw bay for shelter. They went to the southern-most point before landing because of the immensity of the storm and thereby founded what is now the city of L'Anse.

These religious men found a band of Indians here and as a result worked among them. Thinking that this remarkable natural harbor would some day prove to be a great shipping point and that the Fall river would be harnessed for power by manufacturing plants a city was planned.



MAP OF RHINELANDER, WIS., AND ENVIRONS, SHOWING A FEW OF THE 230 LAKES IN A 12-MILE RADIUS.

A Catholic mission was first founded to be followed soon after by a Methodist mission. In view of the early completion of the Chicago, Milwaukee and St. Paul railroad several hundred settlers were living in L'Anse by 1872. Shortly after this time S. L. Smith, Charles H. Palmer and Captain James Bendry plotted the city and lots were sold as high as $1,000 each.

A huge ore dock was erected at a cost of $500,000 and other buildings followed. The first hotel was a frame structure which was moved from Houghton on a scow to L'Anse by Sam Lloyd. That was in 1871. Other improvements went forward to build up the city shortly.

The first real boom, however, came in 1838 when Charles Childs erected a sawmill. Millions of feet of first class timber on all sides of the city made the sawmill a prosperous venture from the very first. Prosperity smiled on the city until 1850 when the mill was destroyed by fire. Then the hamlet fell into decline.

In 1870 the lumbering industry, which has been the means of many fortunes in Clover-Land and which is still producing them, came to the front again. The Nester mill was erected and like its predecessor brought prosperity. The possibilities of L'Anse becoming an outlet for the great mineral wealth of Clover-Land as well as its timber brought great results. Capitalists bought great tracts of land and many settlers moved in.

But then came the crash in 1873. The mills closed down and hard times set in. The people moved away and buildings were vacated. For years the village went down hill and on May 10, 1896, fire, which originated in the mill yard of J. B. Smith, destroyed the entire location.

A few people rebuilt their homes but many more moved away. The period from then until 1913 was not prosperous although some new buildings were constructed. In that year a large mill was put up and it brought prosperity again. But in November of 1914 it closed down and L'Anse, then called the most unlucky city in America, again fell into an uncertain state.

W. T. Culver reorganized the company and with O. J. Smith as manager and E. Alter as bookkeeper, the new firm with its great financial backing is doing a large business. The mill is turning out 150,000 feet every twelve hours and the company owns 30,000 acres of fine timber land. The mill opened its doors this week and today L'Anse with its remarkable harbor and fine railroad facilities as well as its proximity to the raw product is booming more than ever before.

HACKLEY-PHELPS-BONNELL MILL BURNS.

The sawmill of the Hackley-Phelps-Bonnell Co., at Phelps, Wis., was totally destroyed by fire last week, Wednesday, and only by heroic effort on the part of the 200 employees of the plant was the fire prevented from spreading to other property. The chemical plant of the company, which is valued at $500,000, caught on fire several times, but was saved from destruction, the flames being confined to the mill, lumber yard and about 1,000 cords of wood in a yard adjoining. The loss is placed at $300,000 and this is fairly well covered by insurance.

Exports of Southern Yellow Pine

From Various Ports to All Destinations, for Fiscal Years Ending June 30, 1912-13-14-15-16—Compiled by the Southern Pine Association

(Figures shown in M feet.)

FROM	Year End'g. June 30.	Belgium	Netherlands	England	Ireland	Scotland	France	Spain	Portugal	Germany	Austria	Italy	All other European Countries	Africa	Mexico	Canada	West Indies	Central America	South America	Unknown	Total All Countries Annual	5-year Period
New Orleans	1912	2,699	15,143	2,856	2,783	2,278	7,052	1,652	297	13,012	395	7,862	203	-----	3,544	-----	4,541	20,833	-----	-----	85,150)	
	1913	13,026	53,812	12,467	9,477	6,319	9,441	1,467	208	20,801	566	5,089	1,855	----	4,432	-----	2,123	29,368	479	-----	172,930)	
	1914	7,269	22,826	12,150	3,953	3,391	12,036	2,860	1,434	11,685	802	6,679	499	20	3,526	-----	3,176	36,682	93	-----	129,071)	501,928
	1915	981	3,108	6,455	6,236	2,733	2,533	1,227	407	184	72	1,436	364	----	1,310	-----	1,504	18,764	3,824	-----	51,137)	
	1916	----	692	8,267	4,298	3,432	2,256	1,173	275		----	4,647	1,043	----	4,603	-----	9,979	22,182	793	-----	63,640)	
Baltimore	1912	-----	----	30	339	284	42	-----	-----	804	-----	-----	9	6	-----	-----	8	2	----	-----	1,524)	
	1913	65	----	47	129	384	80	-----	-----	3,539	-----	-----	-----	----	-----	-----	23	82	----	-----	4,349)	
	1914	----	----	10	43	214	40	-----	-----	2,318	-----	-----	-----	----	-----	-----	51	----	----	-----	2,676)	10,844
	1915	----	----	116	80	1,207	----	-----	-----	91	-----	-----	-----	----	-----	-----	3	----	----	-----	1,497)	
	1916	----	----	189	23	547	----	-----	-----	----	-----	-----	-----	----	-----	-----	39	----	----	-----	798)	
Florida District (Pensacola, etc.)	1912	8,177	23,331	27,306	982	18,062	5,010	13,921	1,270	8,296	899	49,602	50	11,491	130	1,066	16,743	784	116,190	-----	303,398)	
	1913	10,326	13,052	50,509	2,640	5,991	16,790	18,395	3,665	13,365	1,146	53,762	17,748	12,913	124	-----	28,323	1,334	77,546	-----	327,619)	
	1914	6,310	16,640	36,738	-----	8,410	10,172	19,720	868	10,338	1,294	59,341	351	13,527	----	-----	22,158	1,306	38,231	-----	246,403)	1,252,897
	1915	638	1,973	63,109	----	3,683	3,700	2,913	----	1,384	----	26,879	116	3,751	30	4,901	23,607	4,296	11,419	-----	152,099)	
	1916	-----	-----	38,169	23,407	11,328	2,181	14,914	----	----	----	31,212	2,750	3,800	36	4,008	63,867	1,821	26,885	-----	224,378)	
Norfolk & Newport News	1912	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	386)	
	1913	-----	5,404	121	75	7	-----	-----	-----	275	----	-----	-----	-----	-----	-----	-----	14	----	1,111	-----	7,007)	
	1914	-----	7,325	275	-----	11	-----	-----	-----	399	----	-----	-----	-----	-----	202	-----	-----	----	----	-----	8,212)	17,778
	1915	-----	915	352	-----	217	-----	-----	-----	30	----	-----	----	-----	-----	-----	-----	-----	----	----	-----	1,514)	
	1916	-----	-----	531	-----	98	-----	-----	-----	----	----	-----	30	-----	-----	-----	-----	-----	----	----	-----	659)	
Port Arthur	1912	1,296	20,575	5,572	-----	472	347	-----	-----	5,922	-----	-----	-----	-----	4,281	-----	1,677	-----	11,015	-----	51,157)	
	1913	-----	-----	-----	-----	-----	-----	-----	-----	----	-----	-----	-----	-----	-----	-----	-----	-----	----	66,462	66,452)	
	1914	6,180	47,201	37,949	1,170	860	1,608	-----	-----	5,673	-----	1,759	-----	-----	11,926	10,170	4,903	-----	11,041	----	140,440)	308,353
	1915	-----	-----	-----	-----	-----	-----	-----	-----	----	-----	-----	-----	-----	-----	-----	-----	-----	----	50,304	50,304)	
	1916	-----	-----	-----	-----	-----	-----	-----	-----	----	-----	-----	-----	-----	-----	-----	-----	-----	----	----	-----)	
Mobile District (Mobile, Gulfport, Pascagoula.)	1912	13,990	40,253	37,919	964	5,353	12,021	1,730	1,802	29,456	----	14,937	-----	3,532	4,554	2,043	64,746	2,603	205,885	-----	441,788)	
	1913	11,479	30,642	84,976	6,693	15,756	17,369	6,735	2,808	23,474	----	13,244	----	19,181	6,962	7,293	134,776	4,205	240,058	-----	625,651)	
	1914	21,152	92,711	104,982	5,445	31,034	25,701	8,420	2,652	30,179	----	53,179	----	22,968	5,881	7,426	136,004	18,404	275,848	-----	848,986)	2,492,545
	1915	3,670	16,932	49,833	4,921	9,244	4,225	7,007	-----	7,140	----	14,800	----	7,277	2,333	3,269	69,872	12,356	111,924	-----	324,803)	
	1916	----	5,085	35,117	5,108	3,598	2,733	6,191	----	----	----	2,771	2,124	22,101	1,963	1,140	99,102	3,651	60,633	-----	251,317)	
Beaufort, Brunswick & Savannah	1912	2,664	----	1,106	-----	-----	5,522	-----	-----	225	-----	-----	-----	-----	-----	-----	1,515	159	----	-----	11,191)	
	1913	----	2,372	893	----	-----	80	1,480	-----	2,949	----	-----	-----	-----	-----	-----	4,687	532	----	-----	12,993)	
	1914	3,428	2,483	6,952	----	291	5,013	858	-----	3,294	----	812	14	202	----	-----	6,895	----	----	-----	30,242)	84,358
	1915	348	----	9,516	1,755	-----	1,382	----	-----	----	----	----	----	329	----	-----	6,819	----	----	-----	20,149)	
	1916	----	----	7,110	230	----	----	21	-----	----	----	----	----	----	----	-----	1,900	460	----	72	9,783)	
El Paso, Eagle Pass, Laredo	1912	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	27,797	-----	-----	-----	----	-----	27,797)	
	1913	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	38,934	-----	-----	-----	----	-----	38,934)	
	1914	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	----	-----	-----)	75,395
	1915	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	4,090	-----	-----	-----	----	-----	4,090)	
	1916	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	4,574	-----	-----	-----	----	-----	4,574)	
Galveston	1912	1,630	5,479	582	-----	----	1,419	-----	----	7,223	73	-----	43	-----	5,438	613	6,387	-----	----	-----	28,887)	
	1913	2,464	5,927	3,778	-----	3,000	347	33	----	3,799	120	-----	-----	-----	17,413	-----	14,480	1,182	----	-----	52,543)	
	1914	389	7,340	9,002	111	----	775	----	450	3,971	----	740	73	-----	16,512	-----	15,669	1,382	1,631	-----	58,045)	195,934
	1915	-----	2,406	75	-----	65	-----	----	651	374	----	96	15	64	5,472	-----	10,941	----	----	-----	20,159)	
	1916	-----	-----	5,069	46	----	----	----	----	----	----	12,341	----	----	556	----	17,294	994	----	-----	36,300)	
Total All Ports (Annual)	1912	30,456	104,761	75,371	5,068	26,449	31,413	17,303	3,369	65,037	1,367	72,401	305	15,029	45,744	5,612	94,261	24,222	333,090	-----	951,278)	
	1913	37,360	111,209	152,791	19,014	33,457	44,107	28,110	6,681	68,202	1,832	72,085	19,603	32,094	67,866	11,980	180,271	36,171	319,194	66,452	1,306,478)	
	1914	44,728	203,526	208,058	10,722	44,201	55,345	31,858	5,404	67,857	2,096	122,510	937	36,717	37,845	24,693	181,961	57,723	326,844	-----	1,463,075)	
	1915	5,637	28,334	129,456	12,991	17,149	11,840	11,147	1,058	9,203	72	42,911	495	11,421	13,235	14,989	105,927	35,416	127,167	50,304	625,752)	
	1916	----	5,777	94,452	33,112	19,003	7,170	22,299	275	----	----	50,971	5,947	25,901	11,732	7,048	190,731	28,648	88,383	-----	591,449)	
Total All Ports (Five-year period)			118,181	450,627	660,128	80,907	140,259	149,875	110,717	16,787	210,299	5,367	360,878	27,287	121,162	147,424	64,322	753,151	182,230	1,184,678	95,448		4,940,033

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The Latest News of the Lumber World

THE DOUGLAS FIR EXPLORTATION AND EXPORT COMPANY ORGANIZED.

Tacoma, Wash., Oct. 3.—The Douglas Fir Exploitation & Export Co., the organization of which has been hanging fire for the past four years, has been finally organized and will commence operations in the near future. At a meeting of the leading waterfront manufacturers, held in Tacoma, September 29, the organization of the company was completed, according to statements by some of those present. None of those taking part in the meeting would discuss the matter for publication at the present time.

The final arrangements for commencing business will be made in San Francisco this week, a delegation of lumbermen from the northwest leaving Tacoma on October 1 for California. The delegation included Major Everett G. Griggs, president of the St. Paul & Tacoma Lumber Co.; J. T. Gregory, of the Fir Tree Lumber Co.; J. H. Bloedel, president of the West Coast Lumbermen's Association and the Bloedel-Donovan Co., of Seattle; C. E. Hill, of Tacoma, chairman of the special committee in charge of the organization; R. H. Burnside, of Raymond, and A. L. Paine, of Hoquiam. It is expected that an official announcement of the company's plans will be made following the San Francisco conference.

It was reported that A. A. Baxter, of the Charles Nelson Co., San Francisco, has been appointed manager of the new company and will give up his present position to take charge of the Douglas Fir Exploitation & Export Co.

CAR SHORTAGE AND THE LUMBER MARKET.

Pittsburgh, Pa., Oct. 5.—Speaking today of the effect on the lumber trade of the severe car shortage, a leading lumberman of this city said: "To say that the lumber business is in rather a chaotic condition is a mild expression.

"It has been many years since the car shortage was as acute as it is at this time and for the last thirty days it seems to have been getting worse continually, and we see no hope of improvement during the next sixty days.

"The only chance for relief that we can see is the fact that all the trunk line railroads are thoroughly alive to the situation and have their traveling representatives out, urging immediate unloading, and quick handling of cars, which should go a long way towards keeping the situation from becoming any more serious. Although we have talked 'car shortage' constantly to our customers, few, if any, of them heeded our warnings, and it is only within the last few days that the trade in general seems to have become impressed with the seriousness of the conditions and are beginning to anticipate their wants and place their orders in advance.

"Experience has taught us that it makes little difference whether there is a shortage of lumber, or whether we are unable to get it for lack of equipment, it has the effect of stimulating business. This is true of both volume and price. Therefore, it looks to us as if we have reason to look for unusual activity during the next sixty days. Many people who are looking for quick deliveries are doomed to more or less disappointment. Some of the larger shippers have been forced to withdraw from the market because they cannot get equipment. Those who are more fortunately located will have to advance prices to some extent in order to protect themselves and not get loaded up with orders that they will be unable to ship at the present prices.

"The advances enjoyed in the lumber business are in no way commensurate with what most other commodities have enjoyed, and are more than consumed by the advances in labor, which have materially affected the cost of production. All these abnormal conditions have a tendency to increase the cost of doing business, which will necessarily have the effect of stiffening prices."

CAR SHORTAGE CAUSES MILLS IN THE NORTHWEST TO CLOSE.

Seattle, Wash., Oct. 3.—Lumber manufacturers of the Pacific northwest are facing one of the most serious car shortages in years and there is no hope in sight for relief, in fact some declare the shortage has just started. There are various opinions expressed by representative manufacturers as to the car situation.

W. H. Boner, manager of the Weyerhaeuser Lumber Co.'s plants at Everett declares he believes the car shortage is a blessing in disguise. He said: "If it were not for the car shortage the mills would be taking $7 off for dimension now. The Weyerhaeuser mills will not cut any more lumber than they can ship. I believe the car shortage will stiffen prices. We are not excited over the situation. I think the prices have stopped sliding and that we soon will have to advance prices."

Major Everett G. Griggs, of the St. Paul & Tacoma Lumber Co., of Tacoma, declares he is seriously considering calling in all the company's salesmen. He does not believe it is good business policy to continue to book orders ahead when there is no assurance that the material can be shipped.

J. H. Bloedel, of the Bloedel-Donovan Lumber Mills, in speaking of the situation, said: "The car shortage has just begun. There seems to be no relief in sight. It seems to me to be a crying shame that this great lumber industry should remain idle and let things drift. We are in a critical position, but the manufacturers can control the situation if they will. Washington and Oregon are the only sections of the country that are not prosperous. Most sections are not only prosperous but intensely prosperous."

The plant of the Grays Harbor Lumber Co. has been closed and N. J. Blagen, of that firm, has announced it will remain idle until the car shortage is relieved. No new business will be booked by this concern at present.

Several of the transcontinental lines have instructed their agents under no circumstances to allow cars to leave their own lines. There are fears that if the cars ever become lost in the congestion east of Chicago there will be little chance of getting them back. One line has booked 25,500 tons of from 900 to 1,000 carloads of freight to be shipped from Puget sound to the Orient. It is believed when this starts to move there will be a slight measure of relief in this vicinity.

The enormous demand for cars arises this year because of the scarcity of Pacific coast tonnage to take care of the foreign shipments of flour, wheat, salmon, fruit and other products which are being sent to the Atlantic coast by rail for shipment by water.

IMPROVING LUMBER SERVICE.

The Chicago & Eastern Illinois road is the pioneer in an endeavor on the part of the railroad

Western Forestry and Conservation Association Program

The annual Forest Industry Conference of the forest protective organizations composing the Western Forestry and Conservation Association, will be held at the Hotel Portland, Portland, Ore., Tuesday and Wednesday, October 24 and 25, 1916. Represented in this great gathering will be the state, federal and British Columbia forest interests. The Pacific Logging Congress will convene at the same hotel October 26 and 27.

TUESDAY MORNING'S SESSION.

The session will be called to order at 1d o'clock Tuesday morning, October 24, which is "forest protection day." After the address of President A. L. Flewelling and the report of Secretary-Treasurer George M. Cornwall, the following features are announced:

"The Year's Work and Its Lessons," by E. T. Allen, forester.

"Railroad Fires," a report by the committee on railroad hazard, followed by discussion.

"Fire Weather Forecast System," a report of progress and suggestions for the coming year, by E. A. Beals, of the United States Weather Bureau.

"Standardizing Association Business Systems," being a report by the committee on business system, followed by discussion.

TUESDAY AFTERNOON'S SESSION.

"Motor Vehicles in Fire Work," by George C. Joy, of the Washington Forest Fire Association.

"An Idaho Experiment in Perfecting Lookout Methods," by W. D. Humiston, of the Potlatch Timber Association.

"Aeroplane Patrol," by W. E. Boeing, president of the Northwest Aero Club.

"Wireless Telephony and Other New Wrinkles," by Coert DuBois, United States Forest Service.

WEDNESDAY MORNING'S SESSION.

This is "forest industry day" and the following program will be followed:

"The Government and the Lumber Industry," giving essential facts disclosed by the investigations conducted by the Forest Service and the Federal Trade Commission. The subject will be presented by W. B. Greeley, of the Forest Service and an hour will be given to discussion.

"Re-organization of Forest Industrial Associations," report of the nation-wide committee, of which H. G. Langille, of Portland, is chairman. An hour will be allowed for discussion of this subject.

WEDNESDAY AFTERNOON'S SESSION.

"What British Columbia Is Doing to Help Its Lumber Business," by M. A. Grainger, chief of the British Columbia Forest Service.

"After the War." The expected trade situation will be presented by Dr. E. E. Pratt, chief of the United States Bureau of Foreign and Domestic Commerce.

"Necessity of International Co-Operation," by H. R. McMillan, timber trade commissioner of the Canadian government.

The session will close Wednesday afternoon with reports of committees and election of officers. In the evening there will be a dinner given by the lumbermen of Oregon to the guests.

The cover of the program for the meeting is a beautiful and comprehensive design and was drawn by E. T. Allen, of Portland, forester of the association, whose skill, either in poetry or artistic work of any kind, to say nothing of his ability as a forester, is invariably of the highest order

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people to improve the lumber service and its efforts are meeting with the hearty approval of the lumbermen. A. Fletcher Marsh, of Chicago, chairman of the tariff committee of the Lumbermen's Association, calls especial attention to a circular just issued by E. S. Stephens, general freight agent of the Chicago & Eastern Illinois, which is the fourth one he has sent out touching upon lumber. Mr. Stephens says that a railroad must have the good will of its patrons and the greater the good will the greater the railroad. He says that the Chicago & Eastern Illinois is specializing on lumber traffic, having a specific reason—that it may merit and justify an increase in patronage from those engaged in the timber trade.

W. J. Jackson, president and receiver of the road, in a recent address to its employes relative to claim prevention work, said: "More even than the saving of $150,000 wasted annually in damage to freight do I want to establish the Chicago & Eastern Illinois as the road of careful and 'coming' railroad men. I should take greater pride in feeling that, through his training and associates, every man on the Chicago & Eastern Illinois had an assured future, based on his character, than anything else I can think of.

"Our own men read these lumber specialization circulars with the same interest that lumbermen do.

"It is very simple to provide good transportation on lumber. All that is necessary is to get everyone interested.

"When the trainmen, yardmen, dispatchers, superintendents and agents are watching lumber shipments, it means that there are going to be few complaints on the service accorded lumber traffic.

"Our men realize that the fast handling of lumber increases car supply—that a car standing still is a car out of service.

"By service and all other means we are striving to increase the availability of equipment. We believe our connections in lumber producing territory are working with us to this end."

TRADE EXTENSION AND SALESMANSHIP.

The executive committee of the National Lumber Manufacturers' Association and the trade extension department of the association held meetings at Chicago on September 19. There were present R. H. Downman, president, New Orleans; R. B. Goodman, second vice president, Goodman, Wis.; John W. Blodgett, Grand Rapids, Mich., treasurer, and Edward Hines, C. H. Worcester, J. W. Embree and W. C. Hull, directors.

The work of the trade extension department was reported on by its manager, E. A. Sterling, and general approval was given to the projects under way.

The officers of the association were authorized to take out a membership in the World's Salesmanship Congress. They were also instructed to call a two days' meeting of traveling lumber salesmen in Chicago at the time of the semi-annual meeting of the board of directors in January, the object being to give salesmen information upon methods of selling lumber and meeting competition of other materials. It was also decided to invite manufacturers of other building materials interested in mill construction and buildings to hold a joint conference with the lumbermen at some convenient date to consider the best means of promoting mill construction and secure the adoption of uniform building regulations regarding mill construction. Authority was given the officers to employ a construction engineer to devote his entire time to building codes and especially with regard to changes proposed in various cities.

The officers were also authorized to employ a suitable man to work in co-operation with the Bridgeport Wood Finishing Co. and the Morgan Sash & Door Co. to take charge of the exhibits of the National Lumber Manufacturers' Association and the other concerns named at the Building Material Exhibit on the second floor of the Insurance Exchange, Chicago. The average monthly attendance at the Building Material Exhibit now exceeds 10,000. Samples of all the commercial woods are displayed and will be explained by the man in charge and literature published by the various lumber associations will be kept on hand for examination or distribution.

It was decided, after discussion, that inquiries for prices of structural and other timber received by the association should be referred to the retail yards in the localities where the inquiries originate.

It was decided that the president ask the affiliated associations to report the terms of sale in use in their membership and submit them to the National association so that they can be made more uniform. The work of the National Retail Lumber Dealers' Association, formed in Chicago, September 8, was endorsed. The affiliated associations were urged to co-operate with the new organization.

It was decided to appoint a finance committee for the purpose of securing more extended support for the association and also for helping the collection of back dues from the affiliated bodies. The committee is composed of the following: John W. Blodgett, chairman; F. E. Weyerhaeuser, F. G. Wisner, A. L. Flewelling, Arthur Cummer, R. M. Carrier and Edward Hines.

STATEMENT OF THE MANUFACTURE OF LUMBER PRODUCTS IN 1914.

A preliminary statement of the manufacture of lumber products in 1914 has just been issued by the Bureau of the Census of the Department of Commerce, Sam. L. Rogers, director. Compared with 1909, it shows an increase only in capital employed, wages paid and cost of material, every other item (probably including profits) showing a decrease. It would be interesting to make further comparison with 1916, were figures available.

	1914				
	Saw mills and logging camps	Independent planing mills	Total	1909	Percent of decrease* 1909-1914
Number of establishments†	27,229	5,841	33,060	39,492	16.2
Persons engaged in manufacture	535,616	115,969	651,585	746,112	12.7
Proprietors and firm members	32,340	5,131	37,471	47,736	21.5
Salaried employees	23,490	14,624	38,114	38,806	1.8
Wage earners (average number)	479,786	96,214	576,000	659,570	12.7
Primary horsepower	2,246,942	414,817	2,661,759	2,727,584	2.4
Capital	$916,574,000	$266,805,000	$1,183,379,000	$1,121,619,000	*5.5
Services	272,034,000	79,945,000	351,979,000	348,000,000	*1.1
Salaries	32,058,000	17,995,000	50,053,000	44,597,000	*12.2
Wages	239,976,000	61,950,000	301,926,000	303,403,000	0.5
Materials	281,952,000	184,227,000	466,179,000	461,639,000	*1.0
Value of products	715,310,000	307,672,000	1,022,982,000	1,080,786,000	5.3
Value added by manufacture (value of products less cost of materials)	433,358,000	123,445,000	556,803,000	619,147,000	10.1

*Increase.

†The decrease in the number of establishments is due primarily to the fact that at the census of 1909 a large number of reports were received from small lumber mills. Mills engaged exclusively in custom sawing for consumption in the immediate neighborhood should not be included in the census, but it is not always possible to conduct the enumeration in regard to these establishments on uniform lines at different censuses.

SAFETY FIRST TRUCK TYPE SWITCHBOARDS.

In every switchboard installation, protection against accidents should receive careful consideration. This applies particularly to the industrial plant, and doubly so if the panels are mounted in such location that access to them can be had by employes comparatively unfamiliar with electrical devices. In the latter case the safety first truck type switchboard units here shown are eminently fitted.

All live parts are enclosed, and danger of coming in contact with live circuits is practically eliminated. Oil switches, busses and other live parts are in compartments. This tends to reduce fire hazards and to limit disturbances to a single point. Extensions can be readily made or the units moved to other locations if desired.

Another marked advantage of this type of construction is the ease of inspection or replacement. The switchboard panel is mounted on a carriage which can be readily removed from and replaced in a stationary structure, but only when the oil switch is open. With the oil switch closed it is impossible to remove or insert the truck because of an interlock between the operating toggle of the oil switch and the stationary unit. In plants where feeders are standardized, spare panel trucks will permit systematic inspection of equipment with the least possible interruption of service.

The stationary member of the switchboard carries current and potential busses and disconnecting switch studs. Barriers between the current bus studs prevent accidental contact by any one who enters the compartment. The rear ends of the current disconnecting switch studs run to busses and incoming or outgoing leads; the potential bus wires to small contact studs near the top of the compartment. The side walls have hand holes, so that the bus bars and bus wires can be continued from unit to unit. These openings when not required can be closed by removable covers. Access to the rear of the compartment can be had by means of a two-section sheet steel door.

The removable truck is mounted on wheels, and when withdrawn, the equipment is dead and accessible from all sides. The fore part of the truck carries a sheet steel panel on which is mounted the instruments, meters, oil switches and other appliances as shown. The current transformers are mounted on steel brackets on the back of the instrument panel. The rear of the truck carries the movable parts of the disconnecting switches, the potential transformers and small wire accessories. To center the truck and to assist in placing it in or removing it from a compartment, rails are provided for the wheel to run on.

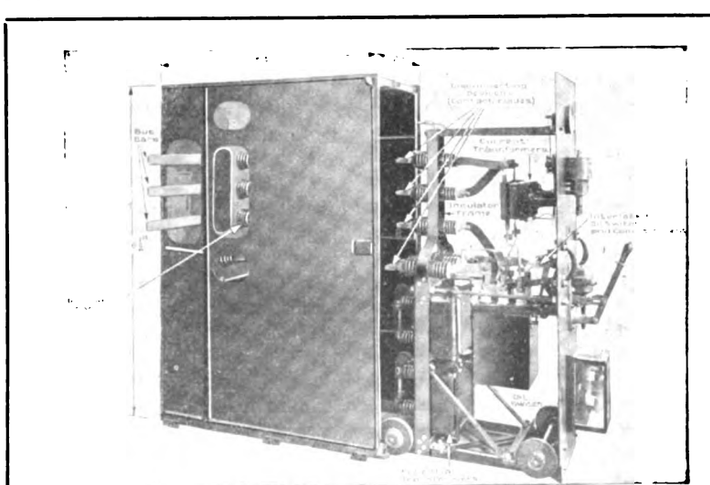
The field application of standard size units is limited to 75 volts and 2,000 amperes at 60 cycles, and 3,000 amperes at 25 cycles, on the main bus. Special units can be obtained for use up to 15,000 volts and 3,000 amperes. The current capacity of the removable element is limited to 500 amperes at 2,300 volts and above, and 800 amperes up to 600 volts. The units illustrated are 76 inches high, 24 inches wide and 52 inches deep.

TEXAS LUMBER PROBLEMS.

Houston, Tex., Oct. 7.—In an interview today a leading lumberman of Texas said: "The car shortage has so clouded the situation that it is impossible to make anything but a wild guess as to the future. As far as the car shortage is concerned, we anticipate that cars will be short until Jan. 1st.

"The labor problem is amost as serious as the car problem, but labor should be more plentiful by the middle of November.

"As far as the market is concerned, we are not getting enough equipment to warrant our testing it out to see how really active it is. Prices are getting better right along but ability to ship may be the deciding factor."



REMOVABLE TRUCK SAFETY FIRST SWITCHBOARD UNIT—TRUCK JUST ENTERING COMPARTMENT.

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DEATH OF JESSE N. CUMMINGS.

The death is announced at Oak Grove sanitarium, Flint, Mich., on September 22, of Jesse N. Cummings, president of the Cummings-Moberly Cypress Co., Moberly, La. Mr. Cummings had been in ill health for several years and for two years past had been under treatment at the sanitarium without, however, showing any visible improvement. He was born at Port Huron, Mich., in 1856 and consequently was in his sixtieth year. He came to Chicago as a young man and became associated with the wholesale lumber firm of Street, Chatfield & Keep. In 1888 he went to Fort Smith, Ark., where, with a brother, he went into the hardwood manufacturing business. In 1893 Mr. Cummings went to Anahuac, Chambers county, Texas, where he operated a mill at the mouth of the Trinity river, manufacturing hardwoods. In 1901 he went with the Louisiana Cypress Lumber Co., at Harvey, La., of which he was in charge for several years. He organized the Cummings-Moberly Cypress Co., together with E. E. Moberly, formerly of Chicago, in 1905, and was president of the organization. Mr. Cummings was never married. His nephew, J. C. Remick, is vice-president and general manager of the Cummings-Moberly Cypress Co., and another nephew resides in Virginia. He is also survived by a niece, Mrs. Irwin McDowell, of Chicago, from whose residence, 6806 Constance avenue, the funeral was held, September 25. The interment was at Oakwoods.

FIRE LOSS OF ANDERSON-TULLY COMPANY.

Memphis, Tenn., Oct. 5.—It has been impossible for the Anderson-Tully Co. to check up its records covering the fire which destroyed between nine and ten million feet of lumber on its yards at Vicksburg, Miss., last week. It may be stated in a general way, however, that the loss was approximately as mentioned and that it involved property damage around $200,000, largely covered by insurance. The loss of this very large amount of lumber has very seriously handicapped the company in the operation of its box factory at Vicksburg and it is stated that, while preparations are being made to start this up again, it may require two or three months before this is possible. In the meantime, the company has its large box factories at Memphis and it has also that of the Morgan West Box Co. at Madison, Ark., and orders accepted for the Vicksburg plant will be taken care of at the two already mentioned. The company also operates a large band mill at Memphis and it takes the entire output of a band mill at Rayville, La. Both of these plants are being run on full time. The fire did not damage the circular mill of the company at Vicksburg nor did it interfere in any way with the building of the new band mill which is being constructed at that point and which will involve a total of approximately $75,000. Officials of the company are busy checking over the records with the insurance companies and they will be able within the next few days to make a full statement of the loss incurred. It is known that there will be some salvage from the Vicksburg yards, but nothing whatever has been given out indicating the extent of the lumber that will be available for use.

H. R. MAC MILLAN HAS RESIGNED.

Vancouver, B. C., Sept. 29.—H. R. MacMillan, provincial chief forester, has resigned and will take up immediately the duties of assistant manager of the Victoria Lumber & Manufacturing Co., at Chemainus, B. C. A month or two ago Mr. MacMillan returned from a sixteen months' trip around the world, made as special trade commissioner for the Federal Department of Trade and Commerce. During this trip he paid special attention to the possibilities of marketing lumber overseas. About a month ago it was announced that he had left on a four months' trip to the Orient and Russia, but at the very last moment this trip was postponed. Mr. MacMillan gained an invaluable personal acquaintance with conditions in all the lumber consuming countries of the world.

A MAMMOTH HARDWOOD LUMBER SHED.

W. O. King & Co. have lately occupied their new lumber shed at the Loomis street bridge, this city, and it is one of the handsomest and largest lumber sheds in Chicago, if not in the United States. It covers a ground area of 400 feet on Loomis street and is 208 feet wide, extending from Loomis street to the slip and is thirty feet high, which gives it over 80,000 square feet of floor space. Mr. King states that it will hold 10,000,000 feet of lumber and he is filling it up now as rapidly as possible.

W. O. King & Co. are known as one of the largest concerns in the Chicago hardwood trade and their responsibility is unquestioned. Mr. King has been in the lumber business in Chicago thirty-four years. He handles practically all the staple hardwoods of northern and southern origin and makes a considerable specialty of thick maple and, in fact, his concern is known as one of the largest distributers of this item in the country.

In the middle part of the new lumber shed are located the offices of the concern. On the first floor is the shipping department which is neatly finished in birch. On the second floor are the four rooms, the accounting and sales departments, which are handsomely finished in oak, natural finish. The doors are of oak, but are painted in white enamel which affords a pleasing combination. Mr. King's private office and that of his son, William, junior, who is now associated with him, are handsomely furnished throughout. The shed frame is made of yellow pine timbers and the siding is of cypress.

HYMENEAL

WILLIAMS—ARNOLD.

Seattle, Wash., Oct. 1.—John S. Williams, assistant secretary of the shingle branch of the West Coast Lumbermen's Association, was married Saturday, September 16, to Miss Rhea Gertrude Arnold, at Kenmore, N. Y., the home of the bride's parents, Mr. and Mrs. Clarence H. Arnold.

Mr. Williams is a graduate of the class of 1914, College of Forestry, University of Washington, Seattle, and for a time immediately following graduation was in the employ of the lumber department of the Panama Canal Commission at New Orleans, La., where he met Miss Arnold. Mr. and Mrs. Williams will make their home at 1726 Harvard avenue, Seattle.

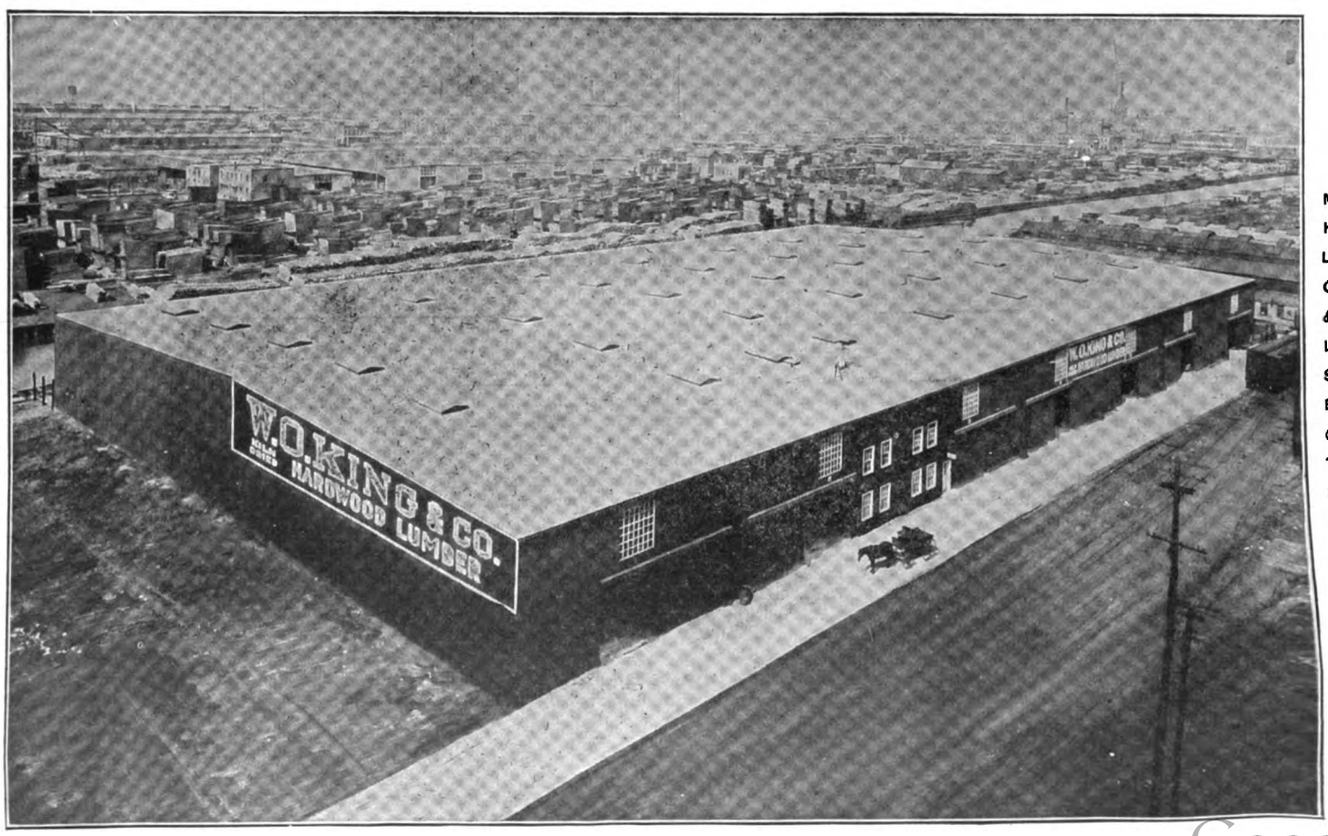
HADLEY—SCOTT.

Ottawa, Sept. 27.—The much-anticipated wedding of the season in military and social circles was solemnized this morning at 10:30 o'clock in St. James' Church, Hull, when Miss Lois Scott, daughter of the late Dr. Frank Scott and of Mrs. Scott, of Hull, was married to Captain W. Fraser Hadley, R. C. E., O. C., the Signal Depot at Rockliffe Camp, and son of Mr. and Mrs. William Arthur Hadley, of Chatham, Ont.

Impressively beautiful was the ceremony, conducted with full military honors and attended by several hundred guests, who formed a most brilliant assemblage.

As the bridal couple left the church they walked under an arch formed of the crossed swords of some twenty officers of the Signallers.

Captain and Mrs. Hadley will in a few weeks take up residence at 192 Cobourg street.



MAMMOTH HARDWOOD LUMBER SHED OF W. O. KING & CO. AT LOOMIS STREET BRIDGE, CHICAGO. THIS SHED HAS A CAPACITY OF TEN MILLION FEET OF LUMBER.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

LUMBER INSPECTORS WANTED BY THE FEDERAL GOVERNMENT.

Washington, D. C., Oct. 6.—Lumber inspectors are wanted according to the United States Civil Service Commission, which has just announced that a competitive examination will be held on October 24. From the register of eligibles resulting from the examination certification will be made to fill two vacancies in this position in the Bureau of Forestry, Philippine Service. A salary of $2,500, a year is to be paid and the inspector is to be allowed traveling and subsistence expenses while he is away from his station.

The duties of these lumber inspectors will be to make such inspection of lumber exported from the Philippine Islands as will be necessary to prevent losses on the part of the exporters by reason of rejections at the point of destination, and to enable a lumber importer in the United States or foreign countries to be sure that an order placed by him in the islands will be filled satisfactorily.

Familiarity with Philippine woods is not essential, but the applicants must be thoroughly familiar with the hardwoods and the entire hardwood situation and market in the United States, with the peculiar requirements of the various hardwood markets, certainly of the United States and preferably with foreign countries, and in addition should have a thorough knowledge of the hardwood lumber industry, particularly so far as refers to the manufacture of the raw product.

Applicants must have had at least six years good general experience in the lumber industry, not less than two years of which must have been in actual inspection of lumber, preferably hardwood lumber.

FEDERAL RESERVE BULLETIN FOR OCTOBER.

Washington, D. C., Oct. 5.—Business conditions throughout the country are good, according to the Federal Reserve Bulletin for October, just out. The Bulletin is the official organ of the Federal Reserve Board. Relative to the lumber business in Cleveland the report says in part:

"The lumber business, which has been unsatisfactory during the summer, is better. Both hardwood and yellow pine dealers are reporting increased sales and better prices." The Chicago correspondent sends the following market report:

"Prices are firm, but sales decreased in some centers during August. Railroads and car manufacturers are taking only their immediate needs. The high cost of building construction is probably exercising a detrimental effect, but country sections which have held off are beginning to come into the market. Business has been below normal, but wholesalers report an indication of a stronger demand for the balance of the year. Mahogany is at a high price, due to the exorbitant ocean freight rates, and the quotations are a handicap to volume sales." The Kansas City district makes the following report about lumber and building conditions:

"In lumber, while some degree of quietness prevailed in July, August saw the placing of as many orders as wholesalers could readily handle and prices have stiffened. Reports indicate that business is holding up strong and collections are unusually good. Realty sales in all parts of the district indicate a substantial increase over a year ago. The building activities are strong, as indicated by permits issued. The increase of new buildings started in Kansas City in August over those started in August a year ago amounted to 67 percent gain, while Oklahoma City reports that the issuance for permits for August was greater than the same month during the past six years. Denver reports the total in building operations for the first eight months of 1916 as $2,765,350, as against $1,821,340 for the corresponding period of 1915."

From District 11, Dallas, Texas, headquarters comes the following word relative to the lumber situation:

"Manufacturers of lumber advise that normal demand and stable prices are not anticipated until European matters are adjusted and the work of reconstruction is commenced, when it is expected an unprecedented demand will be made for building material. Conditions prevailing in Mexico have also materially affected lumber shipments."

APPOINTMENTS TO BE MADE SOON.

Washington, D. C., Oct. 5.—Representatives from the Forest Service, the Federal Trade Commission, the Civil Service Commission, and the Bureau of Foreign & Domestic Commerce, are all working on the examinations which were held a short time ago, from which men will be chosen to look into the question of foreign markets for American lumber.

While the papers will probably not be entirely corrected until at least the middle of this month, it is understood that some excellent examinations have been turned in.

METHODS USED BY EXPORTERS.

Washington, D. C., Oct. 9.—[Special Telegram]—As a preliminary step to the European lumber investigation, the Bureau of Foreign and Domestic Commerce announces that it will send out to lumber exporters' and export associations a list of questions covering the methods employed by the different sections in their exportation of lumber and its manufactures. As the returns come in they will be compiled and a brief summary published.

L. M. Lamm.

RECOMMENDED TREATED WOOD FOR SILOS.

Washington, D. C., Oct. 6.—A statement rather interesting to our readers has just recently been sent out by the Department of Commerce in one of its weekly bulletins, which have a large circulation among the farmers of the country, relative to the preservation of wooden silos. The statement is as follows:

"Experience with silos built of untreated wood have shown that they are subject to more or less decay. Even such durable material as heart cypress or redwood is not immune. Deterioration generally appears near the foundation of the silos where certain conditions of moisture favorable to the development of the fungi of decay exists. Decay may also attack sappy wood in any portion of the structure.

"In 1913 about 100,000,000 board feet of high grade lumber were used in silo construction, and the consumption of lumber for this purpose is steadily increasing. The importance of some kind of preservative treatment to prevent decay in wooden silos therefore has become generally recognized. Several manufacturers of wood stave silos are now making use of preservatives, so that it is possible to purchase the silo material already treated.

"Of the various preservatives in general use, a good grade of coal tar creosote is very satisfactory for preserving timber. Almost any method of treatment with this preservative ought to add to the life of the silo. Superficial methods, however, such as applying with a brush, dipping in the preservative or spraying, are not sufficient. By far the best method is to have the staves treated with the preservative in a closed retort under pressure, and when so treated they should last indefinitely and should be more satisfactory to the purchaser.

"Those who are considering the purchase of treated silos should investigate carefully the methods used, and if greatest permanence is desired should choose only material that has received a thorough pressure treatment. Silos built of such material have the additional advantage of reduction in the swelling and shrinking of the staves and, hence, they can be kept tight more easily. Another advantage of silos built of well treated wood is that they need not be painted.

"To determine the effect of preservative treatment upon the durability of wood used in silos and to obtain information as to the effect of the treated wood upon the surrounding silage, the Federal Forest Products Laboratory began experiments in 1910 in co-operation with the University of Wisconsin. About five years after the experiments were begun the treated wood had not commenced to decay. Information in regard to the effect of treated wood upon its surrounding silage was obtained by an independent test after the first season, wood treated with creosote having been buried in the silage during the process of filling. This contaminated the silage sufficiently to give a strong odor, but the quantity of creosote in the feed could not be determined by analysis. This silage when fed to cows was not relished and two of the animals were affected slightly by it. This was a very severe test, however, for the wood was given a heavier treatment than is now considered necessary. Moreover, had the contaminated portion been thoroughly mixed with the rest of the silage it is considered doubtful whether the effect would have been noticeable.

INTERSTATE COMMERCE COMMISSION HEARINGS

December 15 has been set by the commission as the date for hearing the argument in case No. 8131 "in the matter of rates on and regulations of lumber and lumber products." The argument will be held in this city before the commission as a whole. Our readers will no doubt remember that extensive hearings were held in this case before Chairman Meyer, of the commission, in Chicago, during the past July.

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until January 23 the operation of certain schedules contained in supplement No. 10 to R. H. Countiss, I. C. C. tariff No. 1017. The suspended schedules provide for increased rates on lumber and forest products originating in Pacific coast territory via the Northern Pacific and the Great Northern railways to stations in Michigan on the Copper Range railroad to a combination basis of rates.

The present rates are, from Pacific coast group 55 cents, and from intermediate groups, 52 cents per 100 pounds, to the destinations involved. The proposed combination basis will result in increases in the foregoing rates ranging from 2½ to 9 cents per 100 pounds.

The commissioners have suspended until January 29, the operation of certain schedules appearing in tariffs of Eugene Morris, C. E. Fulton, and E. B. Boyd, agents.

The suspended schedules provide for the withdrawal of proportional commodity rates on lumber, carloads, from Cairo, and Thebes, Ill., Evansville, Ind., St. Louis, Mo., and related points to Des Moines and other destinations in the state of Iowa.

The commissioners have suspended until February 2, 1917, the operation of a certain item appearing in F. W. Gomph, agents I. C. C. tariff No. 271.

The suspended item provides for the cancellation of a commodity rate of 50 cents per 100 pounds on box shooks, carloads, from Boise, and Nampa, Idaho, to San Francisco, Los Angeles and other destinations in California. The proposed class rate is $1.49 per 100 pounds.

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Personal News Notes

Charles E. Gill, of the Gill-Andrews Lumber Co., Wausau, Wis., was in Chicago on a business trip week before last and made the LUMBER WORLD REVIEW a visit. Mr. Gill's company, which is a new one, is doing an excellent business.

Jos. M. Miles, of Columbus, Ohio, one of the best known traveling men in the central states territory, was in Chicago last week.

E. C. Dawley, of Wausau, Wis., a well-known hardwood lumber wholesaler, called on the LUMBER WORLD REVIEW while in Chicago late in September. He reported a fine demand for hardwoods in the northern trade.

George E. Foster, president of the Foster-Latimer Lumber Co., at Mellen, Wis., and managing director of the Langlade Lumber Co., Antigo, Wis., has removed to Chicago with his family and will be at the Moraine hotel, Highland Park, during the winter.

Charles F. Latimer, the well-known banker-lumberman, of Ashland, Wis., was in Chicago recently while on an eastern automobile trip, going as far east at New York and Philadelphia. Upon his return Mr. Latimer intends to go to Pasadena, Cal., for the winter.

Robert C. Clifford, who for the past four years has been district sales manager for the United States Cast Iron Pipe and Foundry Co., in charge of their St. Louis and Kansas City offices, is now associated with the Walter A. Zelnicker Supply Co. of St. Louis, in charge of its rail department.

Harry G. Wilber, of Milwaukee, Wis., general representative of the Brooks & Ross Lumber Co., Scofield, Wis., was in Chicago last week on a business visit. Mr. Wilber called on members of the yard trade and spent several days in the city. He is the president of the Northwestern Traveling Lumber and Sash and Door Salesmen's Association and stands high in the trade.

R. J. Lockwood, manager of the Memphis Hardwood Flooring Co., Memphis, Tenn., was in Chicago in late September visiting the company's Chicago representative, N. J. Clears, of 812 Monadnock building. Mr. Lockwood went from here to Detroit, where he also has a branch sales office. He reported an excellent business in hardwood flooring.

O. O. Byron, a well-known sash and door man, of Louisville, Ky., was in Chicago last week calling upon John A. Gauger & Co., extensive sash and door manufacturers and distributers of Twenty-second and Laflin streets, this city. Mr. Byron is now representing the big Chicago house in the Ohio river territory and has met with excellent success on behalf of this well-known concern.

Will E. Barwick, who during the past year has been assisting his father, S. E. Barwick, sales agent of the Long-Bell Lumber Co., 1201 Lumber Exchange, this city, sas gone to Longville, La., where the Long-Bell Lumber Co. operates one of its largest mills. Mr. Barwick has had an excellent office experience and is now intending to get a general experience in manufacturing operations at the Longville plant, which is operated as the Longville Lumber Co.

Louis A. Smith, a well known hardwood lumberman of this city and for some time associated with the Dermott Land & Lumber Co., at Dermott, Ark., has been operating his farm up in Michigan for the last two years, but returned to Chicago in September and has taken a position with Maisey & Dion, Inc. Mr. Smith's health was threatened for a time, but he is now feeling in the best of condition, thanks to his active outdoor employment.

Paul J. Sterne, for several years in charge of the accounting department of the Mississippi Lumber Co., at Quitman, Miss., has accepted a position with the Krauss Bros. Lumber Co., at New Orleans, La., and assumed his new duties last week. In his new location Mr. Sterne will have charge of the auditing and credit department, for which he is thoroughly well qualified. He formerly was connected with the Chicago lumber trade, but went south several years ago.

The Turtle Lake Lumber Co., of Grand Rapids, Mich., with sawmills at Winchester, Wis., has established a Chicago office with John F. Fountain, for some time past connected with the Strable Lumber & Salt Co., of Saginaw, Mich., as sales representative, looking after the Turtle Lake Lumber Co.'s business in this territory. Mr. Fountain for the present will make his headquarters at his home in Wheaton, Ill., but will probably establish an office down town later. He is a thoroughly well qualified lumberman, having been with the Hardwood Manufacturers' Association as inspector for five years.

Jacob Mortenson, of Oak Park, Ill., and Charles F. Latimer, of Antigo, Wis., have jointly constructed a large and attractive bungalow on the lawn of the Hotel Maryland, at Pasadena, Cal., where they have been accustomed to spend their winters. The two gentlemen furnished the material and erected the building, having the permission of the hotel authorities to locate in their yard. They are expecting to leave for Pasadena shortly and with their families will occupy the bungalow this winter and as long as they choose. It is a rather novel idea and doubtless will be adopted by others of the lumber colony on the west coast.

BUSINESS NOT INTERRUPTED.

Memphis, Tenn., Oct. 5.—Editor, LUMBER WORLD REVIEW—We wish to thank our many friends through your columns for their expressions of sympathy on account of the fire loss we suffered at our Vicksburg, Miss., yard. We wish to inform our friends and patrons, however, that we have a large supply of hardwood lumber at our mills at the following points: Memphis, Tenn., Madison, Ark., and Rayville, La.; and with the exceptions of a few items, we will be in position to furnish any stock inquired for.

ANDERSON-TULLY COMPANY,
Sam A. Thompson, Manager.

AN EAST INDIAN LUMBERMAN HERE.

J. P. Pfeiffer, for the last several years in charge of the plant of the Holland-India Lumber Co., at Samarang, Java, and with headquarters at The Hague, Holland, was in Chicago during the last week of September and made the LUMBER WORLD REVIEW a pleasant call, in company with his friend, W. G. Wilmot, of the Lidgerwood Manufacturing Co.'s Chicago office. Mr. Pfeiffer left Java in April and visited his company's home office at The Hague, after which he came to this country for the purpose of buying machinery for a new sawmill to be erected at Palembang, Sumatra, which will manufacture soft and hard woods. He bought the machinery from the Clark Bros. Co., of Olean, N. Y., and it will be shipped to Sumatra in January. Mr. Pfeiffer will take charge of the installation and operation of the new plant. The plant at Samarang has been devoted to the manufacture of teakwood and cuts about 20,000 feet a day. While in this country Mr. Pfeiffer has also been investigating lumber conditions. He visited the Forest Products Laboratory at Madison, Wis., where he spent several days. He will remain a few weeks on the Pacific coast and may visit the south before returning to the Dutch East Indies, where he expects to arrive about the time the machinery for the new mill is delivered.

LUMBER AND OTHER EXHIBITS AT THE LA SALLE.

An interesting association meeting, that of the Vegetable Growers' Association of America, was held at the Hotel La Salle September 26 to 29 inclusive and there were 700 members in attendance, besides the ladies. One of the features of the meeting was the exhibit of the Southern Cypress Manufacturers' Association, at which the diverse uses of cypress lumber for the construction of greenhouses and other structures were practically illustrated. The vegetable growers are large users of cypress and the growth of that class of food by greenhouses made expressly for vegetables is a growing industry and likely to become as large as the floral greenhouse business.

There were a number of exhibits made by the greenhouse manufacturers of Chicago and elsewhere and the interest in all the exhibits was very great. Included among them were those of the experimental stations conducted by Cornell University, Ithaca, N. Y.; Purdue University, Lafayette, Ind., and the University of Illinois at Champaign.

The cypress manufacturers' exhibit was in charge of W. F. Robitaille.

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Business Changes, Incorporations and Fires

New Concerns

Wilmington, Del.—The DeLuca & Holton Logging Co.; $100,000 capital. L. DeLuca, F. DeLuca and J. F. Holton.

Chelsea, Mass.—The J. C. Prenny Co., to manufacture all kinds of building material, etc.; $50,000 capital. Joseph C. Prenny, president and treasurer; E. M. Archibald and W. J. Prenny.

New York, N. Y.—The Inter-City Lumber Co.; $2,000 capital. Bessie Gottlieb, Benjamin Gottlieb and Nathan Strumpf.

Mansfield, O.—The Ohio Lumbermen's Fire Insurance Agency Co.; $25,000 capital. E. S. Nail, W. H. G. Kegg, John W. Fighter, A. C. Bensen and Harry Wolf.

Mannington, W. Va.—The Beaty Development Co., to deal in lumber, building materials, etc.; $42,000 capital. M. A. Beaty, Harry B. Beaty and others.

Killam, Alta.—The Eagle Lumber Co.; $20,000 capital.

Fort Erie, Ont.—Hanna Bros. Planing Mills, Ltd.; $75,000 capital. To manufacture sash and doors, etc.

Dover, Del.—The United Dye Wood Corporation; $20,000,000 capital. Harrison Tweed, Welton C. Percy and W. F. Cahill, all of New York.

Washington, D. C.—The Thomas W. Smith Lumber Co. to succeed Thomas W. Smith; $200,000 capital. Thomas W. Smith, president; G. Linville Smith, first vice-president; Clifford U. Smith, second vice-president; Harry W. Smith, third vice-president; John B. Harvey, secretary.

Pittsburgh, Pa.—The Tionesta Lumber Co.; $25,000 capital. N. P. Wheeler, jr., Endeavor, Pa., treasurer.

New York, N. Y.—The Standard Hardwood Co.; $100,000 capital.

Montgomery, Ala.—The Pine Plume Lumber Co.; $50,000 capital.

Waco, Tex.—The South Side Lumber Co.; $10,000 capital. W. I. McReynolds, A. I. McCormick and Ralph Blair.

North Portland, Ore.—The North Portland Lumber Co.; $25,000 capital. R. J. Hubbard, C. A. Sheppard and Carlton E. Spencer.

Grundy, Va.—The Mitchell Lumber Co.; $25,000 capital. J. F. Mitchell, president, Galherpass, O.; A. A. Mitchell, vice-president, Blackey, Va.; V. M. Mitchell, secretary and treasurer, of Hardy, Ky.

New York, N. Y.—Charles F. Fischer & Co., Inc., lumber, timber, crossties, poles, planing mill products; $35,000 capital. W. J. Cox, A. V. Chartrand and C. H. Fischer.

Massena, N. Y.—The Evans Lumber Co.; $10,000 capital. J. L. Dyshaw, A. M. Nutt, H. M. Hall.

Uniontown, Pa.—The Cheat River Lumber Co.; $250,000 capital.

Deer Park, Wash.—The Fan Lake Lumber Co.; $10,000 capital. F. A. Reed, E. A. Reed and O. G. Follevaag.

Buffalo, N. Y.—The Miller Co.; $10,000 capital. Eugene A. Nostrand, Oscar L. Miller and Elmer C. Miller.

New York, N. Y.—The Schitter-Green Lumber Co.; $8,000 capital. Jacob Sanacory, Beatrice Grossfield and Moritz Grossfield.

Queens, N. Y.—The Weymar Lumber Co.; $1,000 capital. Albert Swensen, Geo. C. De Merritt and Adolph Weymar.

New Mills

West Norfolk, Va.—The Planters Manufacturing Co. will rebuild plant destroyed by fire.

Little Rock, Ark.—The E. L. Bruce Co. will rebuild its hardwood flooring plant recently burned. The new plant will have double the capacity of the old one and will cost $100,000.

Norfolk, Va.—The J. E. Etheridge Lumber Co. will rebuild planing mill recently destroyed by fire.

Banks, Ky.—H. L. McGuire, of Morehead, Ky., has purchased timber lands on Line Fork; will install stave mill.

Atkins, Ark.—W. J. Taylor has purchased saw and grist mill; will add shingle mill.

Riderwood, Ala.—The Jackson Lumber Co. is building a large sawmill.

Gaylord, Mich.—The Saginaw Wood Products Co. will erect a new sawmill. A complete band mill equipment is to be installed.

Newberry, Mich.—A. M. Chesbrough, of Toledo, O., is planning the erection of a hardwood and hemlock manufacturing plant here.

Business Changes

Kewanee, Ill.—George A. Wyatt has sold out to the Kewanee Lumber & Supply Co. Officers: M. H. Saunders, president; M. A. Saunders, vice-president and treasurer, and J. R. Saunders, secretary.

Saybrook, Ill.—L. J. Easterbrook & Co. have sold out to the Krum & Krum Lumber Co., of Elliott, Ill.

Wood River, Ill.—Charles H. Reith has been succeeded by the Wood River Lumber & Supply Co.

Grand Junction, Ia.—J. C. Haun has been succeeded by the Dalbey Lumber Co.

Union, Ia.—The Union Lumber Co. has been succeeded by the Lovell-Schofield Lumber Co., of Eldora.

Detroit, Mich.—The J. A. Boyd Lumber Co. has been succeeded by the Central Mill & Lumber Co.

St. Cloud, Minn.—The Midland Lumber & Coal Co. has sold its yard to the Thompson Yards, Inc. The Thompson Yards, Inc., has sold its yards at Hawick and Montrose to the Midland Lumber & Coal Co.

Carroll, Ia.—The Fullerton Lumber Co., with headquarters at Minneapolis, Minn., has recently started in business.

Garnett, Kan.—The Harrison Lumber Co. has sold out to D. T. Gabriel & Son, of Topeka.

Parker, S. D.—W. R. Wood has sold out to the Sioux Lumber Co.

Hurtsboro, Ala.—The Delta Lumber Co. has leased its plant to the Hurtsboro Lumber Co.

Orland, Cal.—The Brown & Doane Lumber Co. has sold out to the Hazelton Lumber Co.

Tacoma, Wash.—The Wheeler-Osgood Co. has opened an office at 807 Lumber Exchange building, Chicago, Ill.

Crawfordsville, Ind.—The Mercer-Winchel Lumber Co. has changed its name to the Montgomery County Lumber Co.

Lucas, Kan.—The Richolson Lumber Co. has changed its name to the Richolson-Scott Lumber Co.

Winchester, Ky.—The B. F. McCormick Lumber Co. has increased its capital to $35,000.

Bernie, Mo.—The Bunker Hill Lumber Co. is closing out.

Spearfish, S. D.—The E. A. Ritter Lumber Co. has sold out to the Renschell Lumber Co.

Jonesboro, Ark.—F. W. Wegman is now known as the Wegman-Mason Lumber Co.

Greensburg, Ind.—The Jones Lumber Co. has sold out to the Grouleff Bros. Lumber Co.

Guin, Ala.—The Guin Cooperage Co.; $12,000 capital. Miley Baskett, of Fayette, president; J. J. Pope, vice-president; R. R. Wright, secretary-treasurer.

Waterbury, Conn.—The Great Northern Tidewater Co.; $150,000 capital. To engage in operating timber lands in Virginia and North Carolina.

San Marcos, Tex.—The J. W. Webb Lumber Co.; $10,000 capital. J. W. Webb, C. W. Webb and James R. de Lay.

New York, N. Y.—The Central Timber Export Co.; $20,000 capital. L. Karasik, E. S. Anderson, C. J. Hoffmann.

Portland, Ore.—The Bramhall Timber Co.; $15,000 capital. R. B. Montague, G. C. Frisbie and Omar C. Spencer.

Dover, Del.—The Ensign Yellow Pine Co.; $750,000 capital. J. Clyde Parsons, William Stewart, both of Binghamton, N. Y., and Clarence Chamberlain, of Port Dickerson, N. Y.

Quicksand, Ky.—The Federal Parquetry Manufacturing Co.; $100,000 capital.

Kanapolis, N. C.—The Kanapolis Lumber Co.; $30,000 capital. E. L. Lowery, H. L. Leazer and V. C. Lowery.

Copas, Minn.—The Copas Lumber Co. has sold out to the Anderson Retail Lumber Co., of South Stillwater.

Bisbee, Ariz.—Geo. C. Wildman has sold out to the Worthington Lumber Co.

Magnolia, N. C.—The Magnolia Crate Factory has sold out to the Carolina Manufacturing Co.

Davidson, Okla.—The C. T. Herring Lumber Co. has sold out to the Dascomb-Daniels Lumber Co., of Kansas City, Mo.

Beaumont, Tex.—The W. T. Carter Lumber & Building Co. will open a yard here.

Duffield, Va.—The R. C. Duff Lumber Co. has moved to Kingsport, Tenn.

Wilmington, Del.—The Atlantic Coast Veneer Co. has increased its capital to $100,000.

Louisville, Ky.—The name of the J. George Steinacker Lumber Co. is changed to the Henry H. Brenckmann Lumber Co.

Saginaw, Mich.—The capital of the Germain & Boyd Lumber Co. has been decreased from $600,000 to $500,000.

Battle Creek, Mich.—The Rathbun & Kraft Lumber & Coal Co. is planning to close its business before the end of the year, either by liquidation or re-organization.

New York, N. Y.—The South Atlantic Lumber Co., of Greensboro, N. C., has opened an office in the Longacre building, this city, in charge of Earl A. Harrington and George F. Harvey.

Omaha, Neb.—The Mountain Timber Co. has increased its capital to $1,500,000.

Allentown, Pa.—Ritter & Smith, firm name changed to Elmer E. Smith.

Philadelphia, Pa.—J. F. Holloway, now J. F. Holloway & Co.

Omaha, Neb.—The Mountain Timber Co. has increased its capital to $2,500,000.

Fires

Markham, Wash.—Fire destroyed the Markham Shingle Co.'s mill; loss estimated at $25,000 with $14,000 insurance.

Altavista, Va.—The Standard Red Cedar Chest Co.'s plant burned; loss, $3,000.

Cleveland, O.—The woodworking plant of Marcus A. Monaghan was burned; loss, $60,000.

Casey, Ill.—The planing mill plant of the Central Lumber Co. burned; loss, $30,000, with insurance of $15,000.

Vicksburg, Miss.—Fire in the Anderson-Tully Co.'s yards destroyed about $250,000 worth of lumber.

Norfolk, Va.—The planing mill of the J. E. Etheridge Lumber Co. burned; loss estimated at $25,000; partly insured.

Victoria, Ont.—Fire destroyed the planing mills of E. Butler & Son; loss, $3,000; no insurance.

Ennis, Tex.—J. D. Burr Lumber Co.'s plant burned; loss, $30,000.

Call, Tex.—The Kirby Lumber Co.'s No. 2 yard and dressed lumber sheds burned; loss, about $50,000.

Stillwater, Me.—The sawmill and planing mill of the Stillwater Manufacturing Co. burned; estimated loss, $60,000; covered by insurance.

Napavine, Wash.—Planing mill of the Napavine Lumber Co., together with 200,000 feet of lumber, burned.

Lowell, Wash.—The box factory owned by the Everett Box & Lumber Manufacturing Co. burned; loss, $25,000.

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News Miscellany of the Lumber World

Gulf Coast News

NEW ORLEANS, LA.

New Orleans, La., Oct. 7.—Exhibits of the Southern Cypress Manufacturers' Association will be seen at many fairs and expositions throughout the country during the present fall. An elaborate itinerary has been arranged by the association, which already has a number of interesting displays on the road.

To enable work to proceed on the New Orleans cotton warehouse here, Messrs. Jacob A. Zimmerman & Son, Inc., of New York, have just completed a cofferdam in the Mississippi river, which is the longest ever constructed by 250 feet. One of the wings to meet the main stretch of the cofferdam extended out from the bank into the river for over 200 feet. This sheet piling was manufactured of long leaf yellow pine by the J. J. Newman Lumber Co., Hattiesburg, Miss., and the Martinez interlock wood sheet piling was used for a backbone.

K. J. Williams, manager of the Rosa Lumber Co., of Picayune, Miss., who was here this week to complete details for the shipment of 500,000 feet of dimension and small timbers to the Panama Canal Zone, declares lumber market conditions in his section would be excellent were it not for the acute car shortage. Good weather, which has prevailed recently, has been a favorable factor, he says, though some mills are cutting more lumber than they are getting rid of. Prices are good and demand strong, but inability to guarantee deliveries is holding back trade.

Shippers and consignees were urged to speed the loading and unloading of cars, to relieve the acute car shortage, by President C. H. Markham, of the Illinois Central, who was here last Saturday making arrangements for $125,000 improvements at Harahan, just north of this city.

Mr. Markham's visit to New Orleans was primarily to look into the car situation. "The answer to the question," he said, "is simply that the shippers and consignees should expedite the work of loading and unloading as much as possible. You know, the railroads allow shippers and consignees 48 hours' time before a dollar is charged. It should not take more than two hours to load or unload a car, and with every one co-operating it would be but a very short time before the situation would be cleared."

* * *

GULFPORT, MISS.

Gulfport, Miss., Oct. 5.—J. F. Stuard, of Gulfport, a prominent coast lumberman, and associates are constructing a mammoth four-masted schooner at Martinolich shipyards at Handsboro, to be used in the lumber trade on its completion some time in January. The schooner, which is probably the largest vessel of its kinds ever built on the gulf coast, will, it is stated, cost about $60,000. The schooner is being built entirely of Mississippi lumber, with the exception of its keel, the wood for which came from Alabama. The boat will be 217 feet long over all, and will have a 38-foot beam. It will have a capacity for carrying 80,000 feet of lumber.

One of the largest cargoes ever sent through a Louisiana canal left Lake Charles last week for Tampico, Mexico, by way of the Calcasieu-Sabine section of the Intercoastal and the Sabine river to Port Arthur. It consisted of creosoted lumber and pilings, pumps and machinery, on two barges, the whole weighing 1,300 tons.

* * *

HATTIESBURG, MISS.

Hattiesburg, Miss., Oct. 7.—Charter of incorporation of the new town of Stephenson, near Gloster, Miss., was filed with the secretary of state of Mississippi at Jackson last Saturday. The town is being built by the Foster Creek Lumber Co., the stock of which is owned by the Stephenson family, of Michigan. With 50,000 acres of timber lands the mill will have an abundance of material to work on for a number of years to come. The machinery is on the ground, and it is expected that actual operations will begin by the first of the new year. It is predicted that a town of importance will soon develop at Stephenson.

C. C. Arnett, for several years manager of the Hattiesburg office of the Herman H. Hettler Lumber Co., but for the past year connected with J. H. Burton & Co., in New Orleans, has returned to Hattiesburg and opened offices in the Ross building. He will do a commission business for the present.

All records for loading logs with a single loader were broken at the camps of the Wausau Southern Lumber Co., near Laurel. In nine hours Foreman George Parker announces that he loaded fifty-two cars, using end tongs and a stiff boom loader.

Northern States News

MINNEAPOLIS, MINN.

Minneapolis, Minn., Oct. 6.—A gain of 100 percent in Minneapolis building operations for the month of September over the corresponding month of last year has been made. That the year's total will set a new high record seems assured.

Building contractors are urging those who intend to do any considerable building to place orders early, and it is predicted that there will be a rush on building permits before the close of the calendar year, because on and after January 1, 1917, a fee, based on the cost of construction will be exacted by the city building inspector. Such a fee system has been in vogue for years in New York, but that is said to be the only city in this country placing a tax of this character on progressive improvements.

The Northwestern Hardwood Lumbermen's Association will have its annual convention in Minneapolis, December 5. The place of meeting and a suitable program for the occasion are questions left to a committee.

Loggers who are planning to make a big cut in Minnesota pine and hemlock this winter are establishing camps in the north woods.

* * *

MANISTEE, MICH.

Manistee, Mich., Oct. 5.—Not in many seasons has a busier period been enjoyed by local sawmills than just at present. Mills are running to capacity, and the Buckley & Douglas lower mill, one of the largest, began a night shift last week. Ability to secure labor in the woods makes the increased output possible. Good wages are being paid, and less difficulty is being experienced in securing men who will start the logs down stream.

The Filer Fibre Co., a $300,000 concern to manufacture wood pulp, has just been organized in Manistee. Announcement of the new company was made this morning, E. G. Filer, millionaire manufacturer of salt and lumber, being the principal stockholder. The new plant will be marked out Thursday, and work will begin immediately. It is expected that the plant will be in operation within six or eight months.

Max Oberdoffer, of Muskegon, will be chemical engineer.

South Atlantic News

JACKSONVILLE, FLA.

Jacksonville, Fla., Oct. 5.—The establishment of offices in the Heard National Bank building by the Jose Taya's Sons' Co., of Barcelona, Spain, for the purpose of exporting hard woods and pine lumber to European countries, will mean the monthly calling to this port four additional schooners, and will greatly

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Seattle (White Bldg.) Wash.

stimulate the local lumber situation, according to the statement of E. Carles, who is in charge of the company's office. Mr. Carles has called upon the secretary of the Chamber of Commerce and asked his co-operation in inducing the lumbermen of Florida and Georgia to get in touch with him at once, and in view of this fact he called upon the Merrill-Stevens Co. to ascertain the length of time required to build and launch a vessel being planned.

Mr. Carles stated that four large schooners would begin immediately calling at this port for cargoes of lumber, and that his company was considering securing a line of five steamers from another Spanish firm, which, if done, will be placed in the Barcelona-Jacksonville trade.

The Jose Taya's company has an office in New Orleans, but Mr. Carles declares by the establishment of an office here several hundred miles will be saved by the vessels calling at this port.

Inland Empire News

SPOKANE, WASH.

Spokane, Wash., Oct. 5.—The Panhandle Lumber Co. is making preparations to operate its logging camps at the head of Spirit Lake, Idaho, all winter. Heretofore they have always closed in the fall, but owing to the shortage of logs to operate the mill, the company plans to have a supply on hand next spring that will enable it to run a double shift throughout the summer.

At a cost of between $100,000 and $110,000 the Spokane Sash & Door Co.'s plant will be doubled in size within a short time. Plans already have been made.

"I have asked the Great Northern railway to extend the spur south along the side of our plant, with an idea of doubling the size of the mill," states Enoch Engdahl, president of the company. "Our plant at its present size represents an investment of $106,000. Our business is the best in its history."

Mr. Engdahl says that the construction of additions, costing at least $50,000, will begin within a few days.

A parcel post shipment of 49 bundles, containing 12,250 shingles, was received at the Spokane postoffice this week from the Manning Shingle Co. The shingles were shipped to Spring Camp, Idaho, forty miles from Grangeville.

E. H. Van Ostrand, president of the Craig Mountain Lumber Co., states that the logging camps near Winchester, Idaho, have recently been reopened for the winter, and the mills will be started about the first of next month. The mills have a capacity of about 3,000,000 feet a month, and the plans now provide for continuous operation, with the exception of a week's shutdown during the holidays.

* * *

KALISPELL, MONT.

Kalispell, Mont., Oct. 3.—That the introduction of manufacturing into the Flathead valley, particularly of pulp and finished paper, will be the greatest asset of, and, in fact, salvation of this section of Montana, is the opinion of many local forestry men, business men and boosters who are co-operating in an effort to interest capital in locating in this valley.

A prospectus, which it is said, will cover in every detail the opportunities which the valley affords for pulp and paper manufacture, is being compiled by local men, and when all data is gathered will be printed and sent to manufacturers and independent capitalists throughout the United States.

"This is not merely a proposition for the people of the Flathead to be interested in, but is something in which we must get help from every section of the state," said R. R. McLaughlin, supervisor of the Blackfeet forest. Mr. McLaughlin is enthusiastic over the idea, and believes that this valley is "the most practical and feasible place for a site for pulp and paper manufacture in all Montana."

C. B. March, manager of the State Lumber Co., Columbia Falls, Mont., left this week for Helena and Great Falls, Mon., on matters of business. He reports that their shipping department is busy, and that they have enough orders on hand to keep them busy for several weeks to come. The stock on hand at their plant at Kila, Mont., which discontinued operations at the close of the 1914 season, consisting of practically 7,000,000 feet, has been mostly shipped out this season.

Middle States News

BUFFALO, N. Y.

Buffalo, N. Y., Oct. 7.—The retail lumber interests of this city have been getting closer together during the past few weeks, during which time a number of meetings have been held for the purpose of forming an association. It is the experience of the retailers that a great amount of benefit can be secured by getting together and talking over lumber conditions, and the response to the invitation to get together has been quite satisfactory. In fact, practically every lumberman who has been spoken to has become a member. The organization is to be known as the Buffalo Lumber Dealers' Association, and Clark W. Hurd, of the firm of Hurd Bros., has been chosen president. Plans have not been entirely formulated as yet.

A good many local lumbermen were guests on September 20 at the farm of William A. and Charles N. Perrin, of Blakeslee, Perrin & Darling, of this city, taking an automobile trip to Conesus, N. Y., where the week end was spent very pleasantly.

Local building operations are on a satisfactory scale, and run ahead of last year. Construction work has been carried on here on a large scale so far this year, and much factory building has been done. The number of dwellings going up has also been up to the average.

Lake receipts of lumber were small last month, owing to the scarcity of tonnage. The season, as a whole, has been less active than usual, and much lumber has been brought in by rail.

Central Southern News

MEMPHIS, TENN.

Memphis, Tenn., Oct. 7.—There is perhaps some improvement in the situation, so far as flat cars for handling logs are concerned. The Valley Log Loading Co. reports that it is operating at about 75 percent capacity, which would suggest a shortage of only about 25 percent in cars. This company has several thousand cars of logs to load, and it is anxious to load every one it can get.

It was feared some days ago that the shortage of flat cars would result in decided curtailment of production at Memphis, but so far there has been comparatively little interruption to the manufacture of hardwood lumber. However, it is regarded as quite certain that the worst has not yet been reached, and that there may be an enforced slowing down of the mills, on account of inability to secure all the logs needed for work at full capacity. At outside mills the situation is much worse than at Memphis.

The Churchill-Milton Lumber Co., of Louisville, is reported to be seeking a location in Mississippi, and it appears at present that Greenwood has an excellent chance of capturing this new enterprise. Officials of the company have spent some time at Greenwood recently looking over sites at that point, as well as looking into the supply of timber available in that territory.

The Woods Lumber Co. has begun operation of its hardwood mill on the belt line in East Memphis. Eugene Woods is head of this company, and the opening of the mill in Memphis has followed close upon the sale of the plant of the Woods Lumber Co. at Millington, Tenn., to the Dickson & Shannon Lumber Co., Inc.

Pacific Coast News

TACOMA, WASH.

Tacoma, Wash., Oct. 5.—Building permits in Tacoma during September showed a gain of 350 percent over the figures for September, 1915. During the month just passed the permits totaled $142,692, as compared with $40,613 last year. The permits for the first nine months of 1916 are more than 100 percent greater than for the same period last year.

The longshoremen's strike, which has continued since early in June, may be settled this week. The men are now voting on a proposition to go back to work under the present scale of wages, and to submit the overtime dispute to arbitration after 30

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days. It is thought that a majority of the union members will favor this plan.

W. C. Wheeler, president of the Wheeler-Osgood Co., of Tacoma, had a narrow escape from death September 29, when his automobile was struck by a street car. Mr. Wheeler was hurled from the car, and was unconscious when picked up. It was first thought that he was seriously injured, but a later examination showed that no bones were broken. Mr. Wheeler is now at his home, suffering from shock and minor injuries.

The entire plant of the Hague Box & Lumber Co., one of Tacoma's large mills, was sold late last month to J. W. Brokaw, president of the Northwestern Woodenware Co.

* * *

PORTLAND, ORE.

Portland, Ore., Oct. 5.—Plans for a very large sawmill, double the size of any now located there are under way at Klamath Falls. The new mill is to be located at Shippington, a suburb of that city, on Upper Klamath lake, and a petition is now being circulated by the Klamath Development Co. to eliminate several acres from the city limits, presumably for this purpose. Definite statements regarding the matter have not been made by those behind the proposition, but preparations have been under way for some time, and a deal is now pending for the purchase of two billion feet of timber on the Klamath Indian reservation.

* * *

SEATTLE, WASH.

Seattle, Wash., Oct. 5.—Owing to the scarcity of vessels the Puget Sound Mills & Timber Co. has ceased night operations. The A. W. Miller Sawmill Co. was awarded the contract of furnishing the United States government with 170,081 feet of west coast lumber, to be used in West Virginia. There was a wide range in the bidding. The low bid of the Miller concern was $1,602.39, while the highest was $2,745.10, made by the Lindstrom-Handforth Lumber Co. Twenty-six bids were submitted.

The mill of the West Waterway Lumber Co., at Seattle, has been completed, and a little lumber cut to test the machinery. The plant will have a daily capacity of from 60,000 to 80,000 feet. A big Sampson crane has been installed, and will handle lumber from the mill to cars and yards or from the yards to vessels. W. A. Whitman, formerly sales manager for the Tacoma Mill Co., is president of the new concern.

The Grays Harbor Lumber Co., at Aberdeen, is paving a part of its docks with creosoted wood blocks.

The Tulalip camp of the Everett Timber Co. reports an output for August of 4,600,000 feet, and the Ebey Logging Co. an output of 4,500,000 feet for the same month.

* * *

SAN FRANCISCO, CAL.

San Francisco, Cal., Oct. 5.—E. S. Downing, formerly with the C. A. Smith Lumber Co., and Mercantile Box Co., of San Francisco, has organized the E. S. Downing Co., handling lumber, box shook and cooperage stocks.

The C. T. Smith Lumber Co., which recently disposed of its steamer, the Nann Smith, is having a vessel of similar design built to carry lumber from Coos Bay to San Francisco.

Roger E. Simmons, special agent of the Bureau of Foreign and Domestic Commerce, was in San Francisco early in October conferring with local lumbermen. Mr. Simmons is a lumber expert who has recently completed an investigation of lumber markets in South America.

E. H. Cox, of San Francisco, president of the Weed Lumber Co., is in Washington, D. C., arranging for the purchase of timber on the Klamath Indian reservation and as soon as negotiations are successfully concluded a large mill will be erected at Shippington, Ore.

Ohio Valley News

CINCINNATI, OHIO.

Cincinnati, O., Oct. 7.—Cincinnati lumbermen whose stocks are beginning to run low are considerably alarmed over reports from the south to the effect that sawmills in southern Alabama and Tennessee will have to suspend operation unless speedy relief from the car shortage is afforded by the road in that section, appeals having been made principally to the Mobile & Ohio and the Alabama, Tennessee & Northern roads for more cars.

The 1916 convention of the Tri State Vehicle and Implement Dealers' Association (Ohio, Kentucky and Indiana) to have been held in Louisville for five days during November was cancelled last week at a meeting of the directors of the organization.

* * *

EVANSVILLE, IND.

Evansville, Ind., Oct. 7.—The building trade in Evansville enjoyed the prosperity that prevailed in other lines in this city and throughout the country in September, according to the report that has just been compiled by Edward Kerth, city building inspector.

The showing exceeded all the other summer months of this year and for previous months of September and was a record breaker. Building Inspector Kerth is optimistic over the outlook for October and believes it will prove a better month for building than did October of last year.

Daniel A. Wertz, president of the Evansville Lumbermen's Club, looks for a big revival in the lumber trade at the close of the European war. He thinks that Evansville being in the center of the great lumber district, will get her share of this trade.

* * *

LOUISVILLE, KY.

Louisville, Ky., Oct. 6.—The chief topic of discussion in Louisville lumber circles at this time is the car shortage and its effect on the market. Leading operators are unable to obtain more than 30 to 35 percent of the cars they need even by accepting flats and gondolas. Several of the mills are having trouble in getting enough logs to keep going, while others are so tied up with stock that they are unable to get it off the mill premises. It is said the business during the next few weeks will be controlled almost entirely by the car supply, being excellent if stock can be moved.

The demand for yard stock has picked up considerably, according to some of the leading manufacturers and mill sales agents. Last month the demand was spotted, and yardmen refused to consider items which they did not need for immediate use.

The annual meeting of the Louisville Hardwood Club will be held on Tuesday evening, November 7, and it is probable that arrangements will be made for special speakers to be present, and for a special menu.

Southwestern News

LITTLE ROCK, ARK.

Little Rock, Ark., Oct. 5.—According to an announcement which has been made by officers of the company, the E. L. Bruce Co., of Little Rock, will replace its main building, which was destroyed by fire on the night of September 19, with a larger plant. Construction work will be begun on the new building as soon as the insurance has been adjusted, according to a statement given out recently by Robert Bruce, an officer of the company.

He says that the company had been thinking for some time of enlarging its main plant to about double the old capacity, but that it had been decided to wait until after the first of next year. However, the fire, he says, has caused the officials of the company to change their plans, and they will now proceed to rebuild and enlarge the plant at the same time. The cost of the new structure will approximate $100,000.

* * *

MALVERN, ARK.

Malvern, Ark., Oct. 7.—The yellow pine mills are enjoying a volume of business much in excess of their fondest hopes of delivery, considering the car situation, hence the tendency is to accept only such orders as are most favorable, while the concessions show a gradual downward movement, reminding the sales managers of the pleasant days of last autumn. More than half of present shipments are going out on flat cars, although the Iron Mountain has prohibited their use for lumber, which will cut this ratio down and damage shipping volume to a considerable extent during the coming month.

A miniature tornado visited the mills in this region last Wednesday night, blowing down sections of blow pipe for the Wisconsin & Arkansas Lumber Co. and the Arkansas Land & Lumber Co., and putting the planing mills of both concerns out of business for three days.

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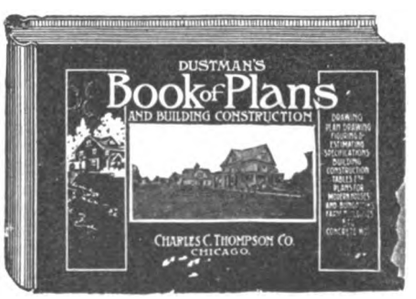

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The Current Trend of the Lumber Market

General Market Review

Prosperity in several industries directly affected by the war has not extended to the lumber business. This is shown, not only by a glance at current conditions, which even the most superficial inspection may reveal, but by government figures on prices. According to a compilation recently made, it is shown that in nearly every variety of lumber, excepting basswood, cottonwood and western pine, the values at the mill in 1915 were from 30 cents to $3 less a thousand feet than in 1906, and values now are not appreciably above the quotations established in 1915. Not only that, but according to the best statistics available the production of lumber in 1915 was something like 8,000,000,000 feet less than in 1906.

The popular idea that lumber has advanced to such a high price as to be no longer available to ordinary building purposes is highly erroneous. Yellow pine, the leading lumber product, had an average value at the mill last year of $12.50 a thousand, as compared with $15.02 a thousand feet ten years ago. Hemlock fell off to $13 a thousand thousand, as compared with $15.02 a thousand $14.20. The average price of oak f. o. b. mill in 1906 was $21.76, while last year its value was $19; and so on through the list.

A concrete report as to current conditions is not easily to be framed, for the reason that there are so many conflicting elements, and, furthermore, that the report from one section is not necessarily applicable to another. However, it can be stated as a general rule that there is no strong activity in any quarter. The yellow pine mills, in spite of curtailment and car shortage, are having a fair business, and could ship a good deal more lumber were cars available. The Pacific coast fir and pine people are experiencing a slight recovery. Hardwood operators in the middle south say that they are having a less demand for oak than for several years, especially in furniture and trim lines, due to the fact that there is much substitution of gum and birch. The cypress manufacturers are shipping in fair volume, and are making no particular complaint, although they are finding some competion from Pacific coast redwood in certain channels, notably in greenhouse construction. Northern hemlock manufacturers are feeling encouraged by the recent advance in yellow pine, and are distributing their rather limited stocks throughout the natural hemlock territory at slightly better prices. In the shingle industry there is also some recovery, there being fewer transit cars available, and a tendency noted to secure a more remunerative delivered price for the coast product.

Building operations have kept up to a satisfactory volume, but are not quite as heavy as were shown in August, as might be naturally expected at this time of the year. However, the summary of operations for September compare favorably with that of September in the previous year.

The scarcity of cars is just beginning to cause trouble in several quarters. Some of the northern shippers say that they are getting only part of their requirements, and the big mills who are favorably situated in the south say that they are getting about 50 to 60 percent of their needed car supply, while the small mills away from junction points are not getting any cars whatever.

NORTHERN AND WESTERN PINE.

Two principal factors have contributed to more activity in soft pine lately, one being the increased demand for box purposes, which has absorbed considerable of the low grade, and the other being a large demand for shop lumber from the sash and door factories, which have been running unusually full of orders in the last month or two. Stocks are only fairly well assorted, there being no surplus of 5-4 and 6-4 No. 2 shop and better in the hands of either dealers or manufacturers. The western pine manufacturers just now are laboring under a handicap of car scarcity, and this is affecting, in fact, the northern white pine manufacturers in corresponding degree. Prices are holding at fairly satisfactory figures, and it is not believed will show much if any weakness in the next month or so.

SOUTHERN PINE.

There is a fair volume of movement in southern yellow pine, and prices are being held something like 50 cents to $1.50 better than in August. Some of the big companies are asking better prices in Chicago territory than they are able to get right off the bat, but they are expecting that buyers will come to their quotations before long. There is a pronounced scarcity of cars, and it is not likely to grow any better for a while, and dealers and factory people are, therefore, urged to get their orders in considerably ahead of their needs, as the deliveries are likely to be greatly delayed. Production is going forward on the reduced scale about as heretofore recorded. There is no special call for export, as few vessels are yet available. A considerably better demand is coming from the car builders, there being a number of new orders for cars lately disclosed.

One of the leading yellow pine manufacturing concerns submits discounts from the list for items in mixed cars, as follows: B and better flat flooring, $10.25 off; edge grain flooring, the strongest item on the list, $9.75 off; 6-inch No. 2 center-matched, $10 off; 8 and 10 inch No. 2 shiplap, $9.50 off; 8 and 10 inch No. 1 boards, $7.50 off; 12-inch No. 2 boards, $7.75 off; dimension, $7.50 off.

NORTHERN AND SOUTHERN HARDWOODS.

There is a decided increase in the demand for red gum in the south and red birch in the north, but outside of these two items the list is not particularly active. Some of the leading hardwood men are of the opinion that the market will show a better movement and a considerable gain in price after the election is over, basing their ideas on the fact that the attention of many people will be more or less diverted during the next thirty days, and that there will be very little stocking up for reserve supply.

Shippers of oak into northern territory say that their demand has been more or less indifferent for some time, especially for interior trim and furniture stock, and that prices are correspondingly depressed. However, there are some manufacturers who say they are able to ship their entire product as fast as it can be made ready for shipment, and at as good prices as they have obtained this season. This does not appear to be the rule, however, as quartered oak is offered in Chicago around $80 for inch firsts and seconds, as compared with $82 to $84 earlier in the season, while plain sawed inch firsts and seconds bring from $48 to $54, red or white, as compared with a range of from $53 to $57 in the early summer. No. 1 common inch oak can be bought at $32 delivered in Chicago. This same stock was selling at from $38 to $40 only a few months ago. The demand for red birch is a feature of the northern movement, and stocks are low, while prices are regarded as quite satisfactory, being around $40 to $42 for inch firsts and seconds. Inch red gum in firsts and seconds is selling at $35 to $37 Chicago delivery, while No. 1 common is $27. Sap gum is off, sales of firsts and seconds inch being made around $26, whereas about $30 to $31 was the going price a few weeks ago. Lately there has been more attention paid to ash, especially firsts and seconds inch and thicker, with a particularly satisfactory demand for 3 and 4 inch thicknesses, prices for which range up to $65 and $70.

There is still considerable depression in low grade hardwoods, both north and south, notwithstanding the somewhat improved demand recently noted in box circles. Sales of northern No. 3 are made around $10 to $10.50, and while an effort is being made to get $11 for No. 3 birch, it does not appear to have resulted in that much of a strengthening in price.

HEMLOCK.

The scarcity of cars is retarding the delivery of hemlock from the northern mills, but stocks are not heavy, and, as a rule, the manufacturers are making no complaint as to the price, which is now from $1.50 to $2 off the list, as compared with $3 to $4 last spring. The manufacturers have had an additional handicap in a scarcity of men, in both the woods and at mill plants, but since the harvest season has passed more men have been available. A great many men who went from the northern mills to the iron and copper mines, being attracted by the higher wages, are coming back for the winter to the lumber camps, where they can get good board and comfortable quarters, together with the highest prices ever paid for woodsmen. Hemlock producers are looking forward to a satisfactory market during the winter, as there is no prospect of a large output, and demand bids fair to keep up well throughout the dairy section of the middle north.

CYPRESS.

An advance of from 50 cents to $1.50 a thousand has been made in the cypress industry in the last month, and while it has checked sales in some quarters, there has been enough new business developed to keep the shipments up to a fair volume. A good demand is shown for mixed cars for the retail yard trade, and were cars more plentiful this branch of the cypress business would be lively. It is even reported that some of the mills have been compelled to close down because of lack of cars and yard space in which to pile their product. There is some competition noted in one or two quarters with California redwood, which is coming forward as a claimant for favor, particularly in the line of greenhouse construction, but the cypress people feel secure in their position, believing that there is room enough for all, and that they will get their share of the trade through their wonderful advertising campaign. Thick cypress is especially in demand, and stocks of this item are not large.

RED AND WHITE CEDAR SHINGLES.

The higher prices for logs in the Pacific northwest has imparted considerable strength to the market for red cedars, an advance being scored within the last week of from 5 to 10 cents in several territories. The freight car situation is likely to prove more of a factor in the shingle trade as winter approaches. Within the last few weeks the number of cars placed in transit has been getting gradually less. Late quotations on red cedars are $2.05 for clears and $1.65 for stars, making the prices in Chicago territory $3.26 and $2.72, respectively. There is a growing demand for white cedars at northern points, sales being based on previous quotations, being around $2.80 for extras and $2.40 for standards. The demand for lath is excellent, and prices are unchanged.

Inland Empire Markets

KALISPELL, MONT.

A correspondent well posted on conditions in the Inland Empire writes us as follows: "There has been no material change in market conditions during the past thirty days. The demand continues strong, and prices are firm on practically all items. The mills throughout the district are well supplied with orders, and are operating their shipping department to full capacity. During the past three weeks shipments have been affected to some extent on account of car shortage, extending over the entire western Montana. Crop conditions throughout the territory supplied from this district are good. This makes the outlook most favorable for a good fall trade. Stocks on hand are about normal, and, on the whole, are well balanced and in good condition. Preparations are being made for extensive logging operations this winter, and it is believed that more than the usual amount of logs will be banked for next season's operations.

"Since harvest began there has been a scarcity

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of labor throughout the entire district that has seriously affected mill operations."

* * *

SPOKANE, WASH.

The Spokane market is reported as follows: "A heavy volume of inquiries from eastern lumber dealers last week served to tighten up the market for mills in western Oregon and western Washington, and to improve the prospects for continued operation through the fall and winter.

"Much of the prospective new business is inspired by the apprehension of eastern buyers over the car shortage on the west coast. Some dealers, caught with short stocks in distributing yards, last week placed a considerable volume of retail yard orders, and some special cutting business, urging early delivery.

"As a result of this activity the markets are reported steady."

Gulf Coast Markets

NEW ORLEANS, LA.

We have received this report of the New Orleans lumber market: "Yellow pine prices are up a bit, though market conditions are very unsatisfactory, owing to inability of manufacturers to ship lumber because of the acute car shortage. Many mills are curtailing on an extensive scale, and several have withdrawn entirely from the market. There have so far been no entire shut-downs of plants, though a number of mills are understood to be considering such a course, unless there is an improvement in the car situation. The weather is reported excellent throughout the yellow pine belt, which has proved a stimulus to logging operations.

"Very little change over last week is noticeable in the hardwood market. A good volume of inquiries is pouring in, and there is still a tendency to boost prices a little. Manufacturers of the north and east are making a strong call for materials. As in other lines of lumbering, hardwood men are finding the car shortage a most serious problem, and all orders are taken subject to delay. Unlike yellow pine plants, hardwood mills are not curtailing because of inability to get rolling stock. The labor situation is fair.

"Cypress is reported slightly stiffer, and some items are at better prices, but not much. There is a good deal, in fact, an abnormal demand, on account of the car situation, many buyers who have ignored warnings of the approach of the present situation are now clamoring for material for immediate delivery. Tupelo gum is stronger, some having sold at $1 over the price offered a week ago. The labor shortage continues, many mills finding difficulty in finding a sufficiency of hands to properly take care of operations."

* * *

HATTIESBURG, MISS.

Conditions in the Hattiesburg district are reported as follows: "The lumber manufacturers in this section are up against the worst car shortage they have experienced for years. There has been but little curtailment, on account of cars, but this condition cannot last very long before a heavy curtailment will have to be made. The curtailment movement that was put in effect at several plants a few months ago is still in force, due entirely to the car situation, as market conditions have improved a great deal during the last sixty days, and the mills expect their average sale price for the present month to go at least a dollar higher.

"Dimension and shed stock has shown more improvement than any other items, though small sills are bringing a better price. Small timbers, both in long and short leaf schedules, are in better demand than they were sixty days ago. Lath and shingles find ready sale, with the local demand for shingles better than it has been in several years."

Central Southern Market

MEMPHIS, TENN.

Conditions in ths Memphis market are thus described: "The shortage of cars is still proving quite a serious handicap to shippers of lumber at Memphis proper, and it is even more serious, so far as interests at outside points are concerned. Because of this condition lumber is not being shipped promptly, or if it is shipped it is going forward largely on flat or open cars. A prominent firm here said today that it made requisition during the past week for about 12 box cars, and that it was furnished with only two. Others say that they are getting from 20 to 30 percent of their requirements, while some place their percentage as high as 50. Still others report an even higher percentage, where they are making use of open cars. The maximum crop moving period has not yet arrived, and there is no indication of any decided change for the better in car conditions. Building operations in Memphis during September involved a total of $239,685, an increase of about 12 percent, compared with the same month a year ago. The inspector of building is authority for the statement that October, November and December, 1916, will show marked activity, and that the excess for the entire year will be very much larger than for the first nine months. Handlers of building material of all kinds are finding a good demand, and the situation is regarded as entirely wholesome from their standpoint, as well as from the standpoint of architects, contractors and other building interests."

Pacific Coast Markets

TACOMA, WASH.

This report of improvement in the lumber situation comes to us from Tacoma: "A marked improvement in the Tacoma lumber market has taken place during the last two weeks, and a general advance in prices was made September 30. Discount sheet No. 12, issued by the members of the West Coast Lumber Association, shows an advance of 50 cents on common and of from 50 cents to $1.50 on uppers. While this is the amount of the advance over Discount Sheet No. 11, most of the local mills had issued discount sheets at still greater concessions. These mills are now selling at the list price, so that the advance is more important than is indicated by the sheet.

"Demand from both middle western and offshore markets is good, but is not general. Some of the larger mills have more business than they can handle at the present time, while others are not selling their entire output. The situation as a whole, however, is much better, and local manufacturers are hopeful of still further improvement.

"There is still some effort made at curtailment, but the movement is not as strong as it was, and the manufacturers are not holding firmly together on the proposition.

"Shingles are very strong, and an advance of about 5 cents was made the first of the month. Stars are now quoted at $1.65 and clears at from $1.90 to $2."

* * *

SEATTLE, WASH.

A correspondent writes us from Seattle as follows: "The outstanding feature of the lumber situation in the Pacific northwest is the lack of shipping facilities, both by land and water. The car shortage has become serious. This, of course, has a bad effect on the market. There is a fair volume of new business coming into the northwest, and considerable more could be booked.

"Fir prices are soft, and, cedar, although still rather firm, is not as firm as it has been so far this year. There is a scarcity of cedar stocks, but fir is comparatively plentiful. It is generally predicted among wholesalers and millmen that with better shipping facilities there would be a good volume of business. As it is there is a good local demand for lumber, and there is some railroad buying.

"Red cedar shingles are showing some strength. They have advanced on an average of 5 cents in the last week, and are now quoted at $1.55 to $1.60 for stars, and $1.90 to $1.95 for clears.

"There is no improvement in the offshore business, as vessels continue to be scarce, and rates higher than the business will warrant."

* * *

SAN FRANCISCO, CAL.

A correspondent sends this report of the lumber situation on the Pacific coast: "Unusually early rains have been experienced in California this season, and fall building operations are being cut short as a result. Some damage has been done to crops, but this is more than offset by the advantages to be gained through being enabled to start fall farming operations early.

"A splendid demand is being experienced for lumber for foreign shipment, but it is still very difficult to secure vessels, even at high charter rates. Word has come from Australia that very heavy rains have fallen there, insuring large

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crops, and an immediate increase in the demand for lumber has been noted. The demand for lumber in the Hawaiian Islands has never been as great as at the present time, each of the three yards at Honolulu alone handling a million feet a month, with stocks entirely inadequate to satisfy the demand. The close of the Alaskan fishing season will release many vessels for lumber service.

"A feature of the lumber receipts at San Francisco of late has been the great increase in the quantities of redwood brought down from Mendocino county, as compared with receipts from Humboldt county, formerly regarded as the chief producer of this wood.

"Concerns operating redwood mills in the Sierra Nevadas are enjoying the best demand for their products that they have noted in several years. The eastern demand is especially active and record shipments of wide lumber are being made, quite a quantity of clears up to five feet in width being wanted.

"California laurel is again being offered in quantities in the local markets, the recent completion of a railroad into Eureka having tapped a large supply. This hardwood is being offered at $60 a thousand at retail and is in demand for finish work."

Southwestern Markets

A manufacturer of yellow pine writes from St. Louis as follows: "Relative to market conditions, car shortage, etc., we beg to advise that we are averaging about 50 percent of the number of empty cars that we require. At some mills we are receiving more than this percentage, but at other mills we are receiving considerably less—some of them as few as 30 percent.

ST. LOUIS, MO.

"As regards market conditions for the next six weeks or two months, will state that we look for very good demand. In fact, the demand at the present time is very heavy. Prices are somewhat higher than they were and believe that they will advance still more within this period.

"We cannot see any relief from the car situation until some time after the first of the year."

And another prominent mill owner of St. Louis writes: "Will advise that the car situation at present is more serious with our mills than we have ever experienced in their history. In September some of the mills only shipped about 33⅓ percent of their normal shipments, while others shipped from 50 to 75 percent. As a whole our total shipments were cut down to about 66⅔ percent, of normal. The last ten days has brought a further handicap, and we doubt if we will ship this proportion in October.

"The situation now is such that we have found it necessary to entirely withdraw from the market for all mills but one, and will probably be out of the market for that mill also within the next two or three days. At the present rate of shipments the order file which we now have should run us for 45 days. Unless the situation improves, which is doubtful, we will book very little if any more business during October.

"Prices are steadily advancing, and we find dealers eager to place orders at our own prices, if we can only give them some assurance of reasonably prompt shipment."

* * *

These comments on the general lumber situation are from a letter we received from a manufacturer of yellow pine: "I think, from the standpoint of price, that conditions are going to be entirely satisfactory to the southern lumberman during the next few months, and if he could ship the stock he piled up earlier in the year at the prices that are going to be abnormally produced by car shortage, he would forget his past troubles in the very joy of living in prosperous times.

KANSAS CITY, MO.

"Unfortunately, the poor yellow pine manufacturer never seems to be favored with pure, unadulterated good fortune. We are going to have a quick, almost uncontrollable advance in prices for lumber that we cannot ship. The latter part of last week marked the real beginning of the usual wild scramble to boost the prices, and now instead of trying to be low enough to get more than one's share of the business, we are trying to get high enough to prevent the same condition. Fortunately, most of the manufacturers have anticipated the situation, and their order files are comparatively small.

"The shortage of cars so far overshadows any other condition in the lumber business that no one seems to have any thought of what the market would do if there was not a serious car shortage. I believe the worst trouble in getting cars is just beginning to make its appearance. Many prophecies are that the shortage will be more severe and last longer than any time since 1907, or, indeed, at any time.

"As I said before, we have not had much chance to think of anything but car shortage; so the labor problem has not entered into our discussions here. I have not heard a word of trouble from the mill people."

Northern States Markets

We are in receipt of this expression concerning the lumber market from a well known lumberman of Minneapolis: "Considering the serious car shortage now existing, the lumber market should remain exceptionally firm for the next sixty days, and in fact, this condition of itself should warrant an advance in market values.

MINNEAPOLIS, MINN.

"We do not anticipate there will be any relief from the present existing car shortage for fully sixty days, and at the same time look forward to a considerable movement of lumber throughout the agricultural districts."

* * *

A lumberman prominent as a manufacturer and wholesaler of hardwoods writes from Indianapolis as follows: "Regarding conditions, and prospects for the next month or two, the outlook seems to us to be fairly good. Stocks do not seem to be very plentiful, and prices are held strong as far as we are advised. There is very considerable difficulty in getting cars at some points, particularly in the south, and shipments are being seriously delayed on this account. Labor is scarce, and about as highly inefficient as it is possible for it to be."

INDIANAPOLIS, IND.

* * *

A prominent manufacturer of hardwoods writes us as follows: "I am rather reluctant to even make a guess as to how the lumber business will be in four to six months from now. At the present time, and for the past year, I am glad to say business is good, in fact, exceedingly good. It is my belief that business will remain good for the balance of this year. We do not have trouble in getting cars, nor do we have any labor trouble. However, my brothers in the south, as near as I can learn, are having considerable trouble in car shortage, as well as serious difficulties from a labor standpoint.

GREENCASTLE, IND.

"To forecast labor conditions in the future would be to bring in politics. While I have no desire, in fact, prefer not to rush into print, my candid belief is that if Mr. Wilson is re-elected on November 7, this country will experience considerable labor trouble, to say nothing of probable business depression. I may take the next few years a little too seriously, but I believe this country needs wise leadership during the next few years, and while I am not a strong partisan, I am of the opinion that the Republican party is more able to give us wise leadership than the Democratic party. However, I am not attempting to deliver a political address, but I do think the lumber business, as well as the entire business of the country, depends upon who is elected on November 7."

New England Markets

A lumberman of Boston writes us as follows: "With reference to business conditions and prospects in our vicinity, would state, at the present time, the volume of our business is considerably in excess of last year, and we believe this would apply to general conditions in this territory.

BOSTON, MASS.

"Our collection are good, and the volume of new business is very satisfactory. General conditions, we believe, are somewhat above normal.

"The scarcity of cars at the south and in the west is affecting deliveries of lumber in this market to some extent, and reports are received from

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these sections that it is quite a difficult matter to get cars.

"The local wholesalers are not buying very largely just now, having replenished their stocks earlier, but a fair amount of lumber is now arriving, and more is due to arrive."

Ohio Valley Markets

COAL GROVE, OHIO.

A manufacturer of southern hardwoods writes us as follows: "So far we have had no serious car shortage. Railroad embargoes on eastern shipments have caused us some temporary delay. Orders for the better grades in hardwood are being received about as fast as they can be filled with dry stock. Demand for the lower grades in oak is not so snappy as we could wish, but we think fall trade will absorb the dry stock in manufacturers' hands.

"We look for higher prices next spring than at present, especially for the lower grades.

"Should the European war cease shortly, and, consequently, export shipments resume, we believe dry stock for prompt shipment will be at a premium."

* * *

CINCINNATI, OHIO

A prominent lumberman of Cincinnati writes of the lumber situation as follows: "Labor seems to be plentiful now, both in our lumber yards and coal fields. The coal fields are well supplied with men at present but the railroads are a little short on cars, but we are having no trouble in this respect in Cincinnati.

"Trade is good, we are having a normal trade on everything and it comes without solicitation; we are not drumming any or holding anybody up to buy anything because we think lumber is going to be worth considerable more money. We are satisfied Wilson will be re-elected, and if he is we will have a whooping good business for the next four or five years as there will be nothing to interfere with prosperity."

* * *

LOUISVILLE, KY.

We have received the following good report of the Louisville market: "It is generally thought in Louisville lumber circles that prices are due for a general advance all along the line. It is claimed that production of hardwoods this summer was very light, while the demand has been heavy, and that the market is getting short on material.

"The demand for thick stocks of almost every kind, with the exception of quartered oak, has been strong. Red gum, in all grades and thicknesses, has been hard to supply, there being a very heavy demand for thick stock. Cottonwood is also a good seller, as is also elm, cypress, ash and hickory. Cottonwood stocks are very low, and elm and ash stock is selling almost green cut. Plain oak has shown a decided improvement during the month, some nice orders being booked for thick stock in No. 2 common and better. Poplar has been selling fairly well in boxboards and thick stock, but siding is a drag on the market, and prices are out of line. Mahogany lumber and veneers have been moving fairly well, there being some demand for four, five and six-quarter stock in lumber. Inquiries have been received for firsts and seconds, walnut in 4/4 stock, but very little is on hand and it is being conserved for export."

* * *

EVANSVILLE, IND.

A man well informed on the hardwood lumber situation in Evansville and southwestern Indiana writes as follows: "Trade has not materially changed here during the past two weeks and manufacturers say it has been fairly active and that both orders and inquiries are coming in most satisfactorily. Most of the large hardwood mills are being operated on full time. The river mills here are not, however, running steadily, but later on it is expected they will start up. The general tone of the trade is good and manufacturers say they are of the opinion that this year will show a large increase in business over 1915.

"Prices are holding up very well and manufacturers have not shown any disposition to cut prices at any time during the present year. Collections are good. Banks have plenty of money and this may be had at a reasonable rate of interest.

"There is a good demand for quartered white oak in this market and in fact has been for several weeks past, while the demand for plain oak is not so good. Ash and hickory are moving along very briskly and gum is also in good demand, this being due to the activity of the local furniture factories. Quartered sycamore is rather slow and elm is in fair demand.

Middle States Markets

NORTH TONAWANDA, N. Y.

A well known lumberman sends these expressions on general market conditions: "I have just returned from the Pacific coast, and while trade has not picked up to any great extent, so far as eastern orders are concerned, the present car shortage has caused quite an advance in the prices of shingles, and that car shortage is getting more severe every day.

"It looks very much as though we would have a repetition of what we experienced in 1906 and 1907, and if that is the case, no doubt it will drive the price of shingles beyond reason, as it is a most difficult problem to try and hold the price of a commodity down when the demand is greater than the supply.

"Business throughout the east seems to be about the same as it has been all summer. In some sections it is unusually good, but generally only about normal.

* * *

BUFFALO, N. Y.

Conditions in the Buffalo district are thus reported: "The lumber trade is showing some hesitation, according to a number of large dealers, who believe that conditions will not show much change until after election. It is about up to normal, with most of the yards, and the tone of the market is strong. Building lumber of almost every kind has shown an advance in price over a month or six weeks ago, and some wholesale concerns report having taken a large number of orders, based upon the prices ruling before the last advance occurred.

"The hardwood trade is keeping up well at most yards, though some dealers say a good deal more stock is coming in than is going out. Yet no great complaint is made anywhere as to the volume of business, which is fully up to last year at this time. Every hardwood yard has its troubles in getting men enough to handle the business. The chief woods in demand are maple, ash and oak, and a fairly general demand is reported at most yards. Prices have shown a stiffening tendency. Assortments are quite good here, and cars are fairly plentiful.

* * *

PITTSBURGH, PA.

A prominent lumberman writes to us from Pittsburgh as follows: "With regard to what the lumber market and the prospects for the next six weeks or two months are, this seems to me more or less of a guess, as there is no telling just what will occur after election. We, however, feel satisfied that as soon as the election is over we are going to see an increase in the volume of business. In fact, it should loosen up considerable business which must naturally come to the lumber manufacturers, as lumber is about the only commodity used for construction work that can be supplied with any degree of promptness.

"The car situation, of course, is going to be a serious difficulty to overcome, but, during the next ninety days most of the crops should have been harvested and delivered, and after the crop moving season a fair supply of cars should be available, and while we all will be pinched for the next sixty days, on account of the acute car shortage, this condition should right itself by the first of the year, and by the time good business can be anticipated by the lumber manufacturers.

"With the poor lumber manufacturer it is always either one thing or the other that prevents him getting a part of the unusual profit which every other commodity especially is enjoying just now, but from our point of view, inasmuch as more lumber must necessarily be forced into use, on account of the scarcity, as well as the high price and the oversold conditions of almost every other commodity that goes into building construction, we believe that the lumberman is about now ready to see better prices and a good firm market throughout the entire year of 1917."

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CREOSOTED TIMBERS FOR DOCKS.

The trade extension department of the National Lumber Manufacturers' Association has recently issued "Technical Letter No. 7," in which it gives descriptions of two docks recently built in Chicago, one of concrete and the other of creosoted timbers. The concrete dock was built at the municipal plant at Marshall boulevard by the sanitary district of Chicago. The creosoted timber dock was erected at the pumping station on Twenty-second street at Slip "A." The cost of the two docks was as follows: Concrete, $56.10 a lineal foot; creosoted timbers, $28.72 a lineal foot. Assuming a conservative life of thirty years for the creosoted timber dock, a half century of service could be reasonably expected from the concrete dock; therefore, from a purely economic viewpoint, the association says, the concrete dock must be classed as a luxury when compared with the creosoted timber dock.

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WOOD PRESERVATIVE MADE FROM PINE STUMPS.

Beaumont, Tex., Oct. 4.—The Schauman Chemical Co. is the name of a new concern which has already begun operations in Beaumont to manufacture a wood preservative from pine roots and knots. The discovery was made by F. A. Schauman, a Danish chemist who has been working out the formula in this section for the past twenty years. Twenty years ago the schooner "Martha," built and owned by the Lutcher & Moore Lumber Co., and running in the Mexican lumber trade, was launched and every timber entering into her construction was treated with this preservative. This vessel recently underwent a severe inspection and not a decayed spot was found in her timbers. Other lumber and timbers have been treated in the intervening time, the most recent being the material going into the new mill of the Lutcher & Moore mill at Orange. The bridge timbers and ties of the new Lutcher & Moore railroad are also being treated, and the new four-masted schooner now being built in Beaumont for the Orange Maritime Co. will also receive this treatment.

In extracting the oil of which this new preservative is composed there will be by-products of turpentine and rosin. One still has already been erected in the factory here and others will be built immediately. Backing the new company are F. H. Farwell, of the Lutcher & Moore Co.; H. D. Fletcher of Beaumont, an old-time lumberman; Fred Plummer, ship pilot; J. W. Ames, of Beaumont, and Dan W. Ryan, manager and president of the Ryan Towing Co., of Port Arthur. One of the exhibits of the new company is a section of a gum stump, already rotting, which was treated twenty years ago and buried in a marsh. This was recently dug up and it was found that decay had been stayed and that the wood had held in perfect condition.

It is claimed that the new process will supercede others now in use because of the fact that it is unnecessary to apply heat and compression in its use. There are thousands of acres of yellow pine stumps within 100 miles of Beaumont, and this new industry will, it is expected, solve the problem of clearing the land and making it available for agriculture.

"KORRUGO," THE NEW PAVING BLOCK.

Seattle, Wash., September 12.—An improved creosoted wood block for street paving has just been invented and patent applied for by E. J. Bartells, engineer for the Pacific Creosoting Co., and this company now is making the product.

The new block is corrugated on one side and one end with the grooves running parallel to the grain of the wood. Engineers who have examined the block declare it will overcome some of the objections now made to creosoted wood block, that is, the tendency to bulge under changes of temperature or moisture.

With the corrugated block there is room between the corrugations into which the "filler" can be poured, thus making each block have its own expansion joint. Then when the block expands the sharp edges of the corrugations are mashed into the next blocks and flatten out. This prevents buckling under changes of temperature or moisture. The blocks squeeze against each other and lie in perfectly flat, snug rows.

Another advantage claimed for this product is that the spaces between the blocks provide better traction for traffic.

The new block has been named "Korrugo" and will be marketed by the Pacific Creosoting Co. of Seattle.

BY-PRODUCTS OF THE AMERICAN LUMBER INDUSTRY.

Prof. H. K. Benson has completed a careful study of the progress being made in this country in utilizing the billions of feet of wood that have domestic commerce has published the results of this investigation in the form of a bulletin which it desires to place in the hands of every person and concern directly connected or indirectly interested in this subject.

The report includes chapters on wood distillation, the manufacture of tannin extract, the production of wood pulp, the manufacture of ethyl alcohol from sawdust, the manufacture of producer gas, and the progress that has been made in manufacturing a number of minor wood products. Prof. Benson has described the processes in use, but he has also paid particular attention to the commercial obstacles that have stood in the way of a more rapid development of some lines.

When the war is over a study will be made of these industries in the European countries where they have been highly developed.

A HANDY GUIDE TO BUYING.

Zelnicker's Bulletin is a handbook of about forty pages gotten out by the Walter A. Zelnicker Supply Co. of St. Louis, and is a valuable aid in buying or selling rails, locomotives, cars, machinery, steel piling, tanks and the other specialties handled by that well known firm, whose 30 years of experience has thoroughly familiarized them with the need and resources of their trade.

The September edition of the Bulletin, No. 207, which goes to 25,000 readers, lists an exceptionally fine list of bargains.

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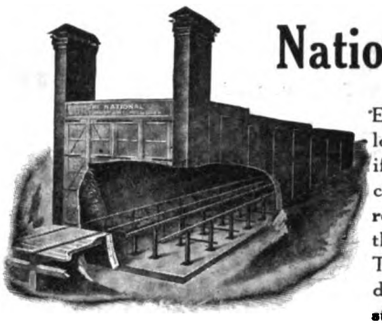

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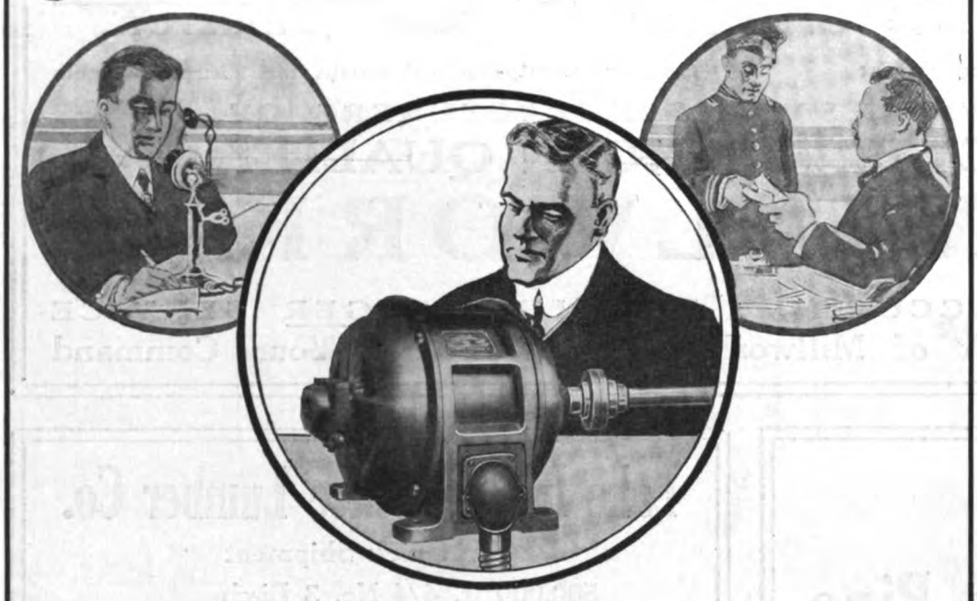

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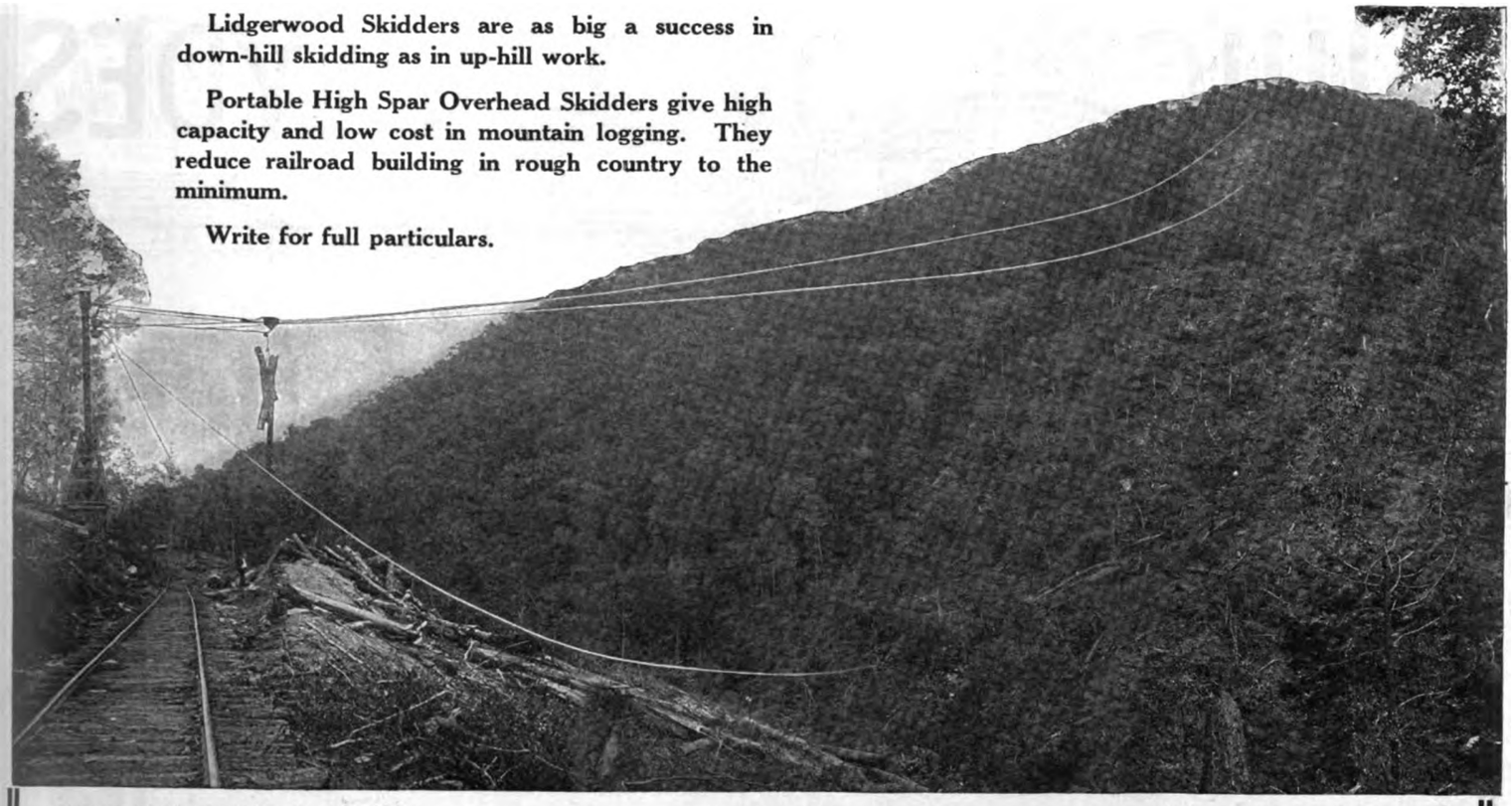

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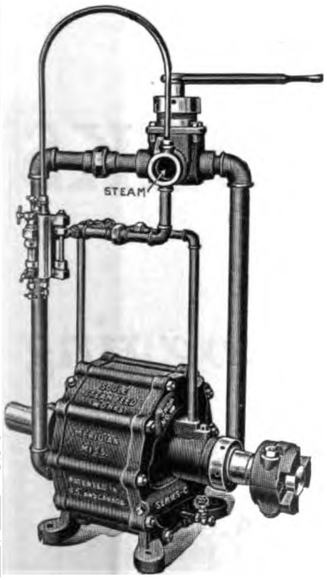

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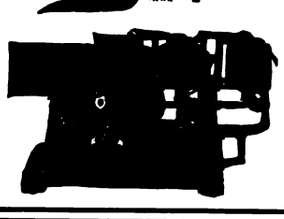

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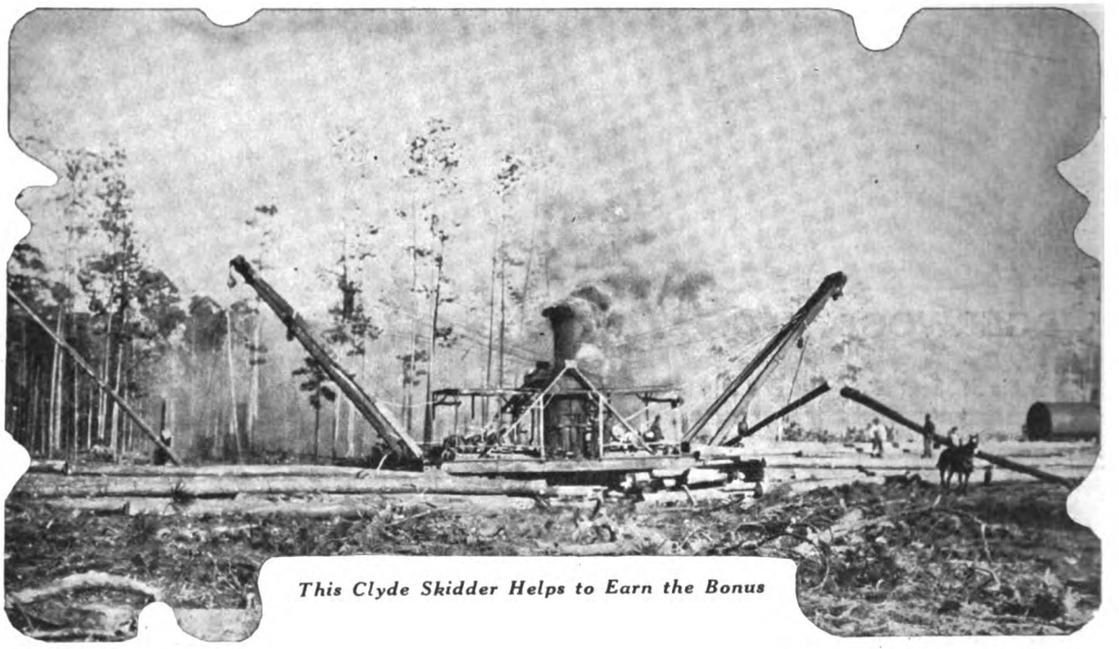

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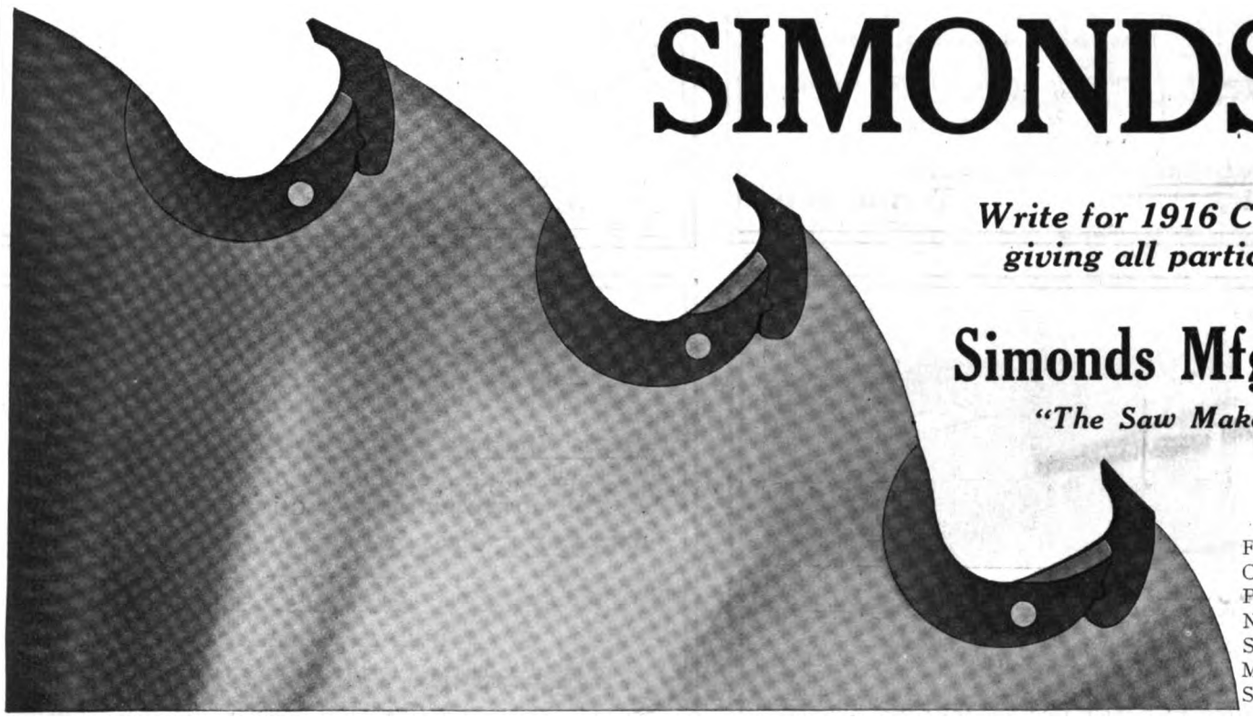

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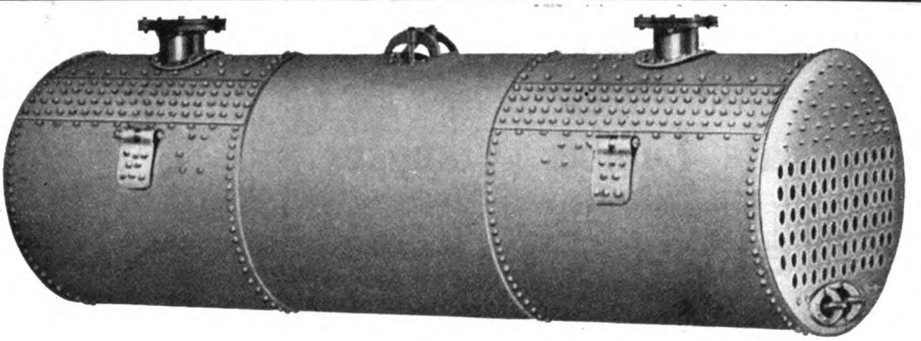

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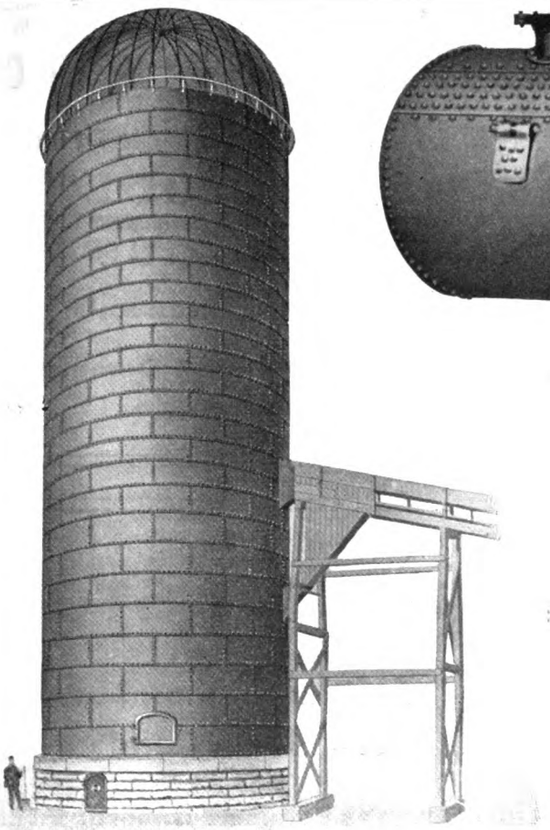

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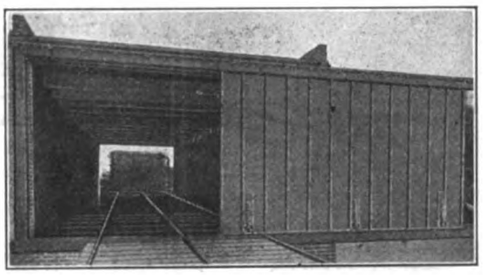

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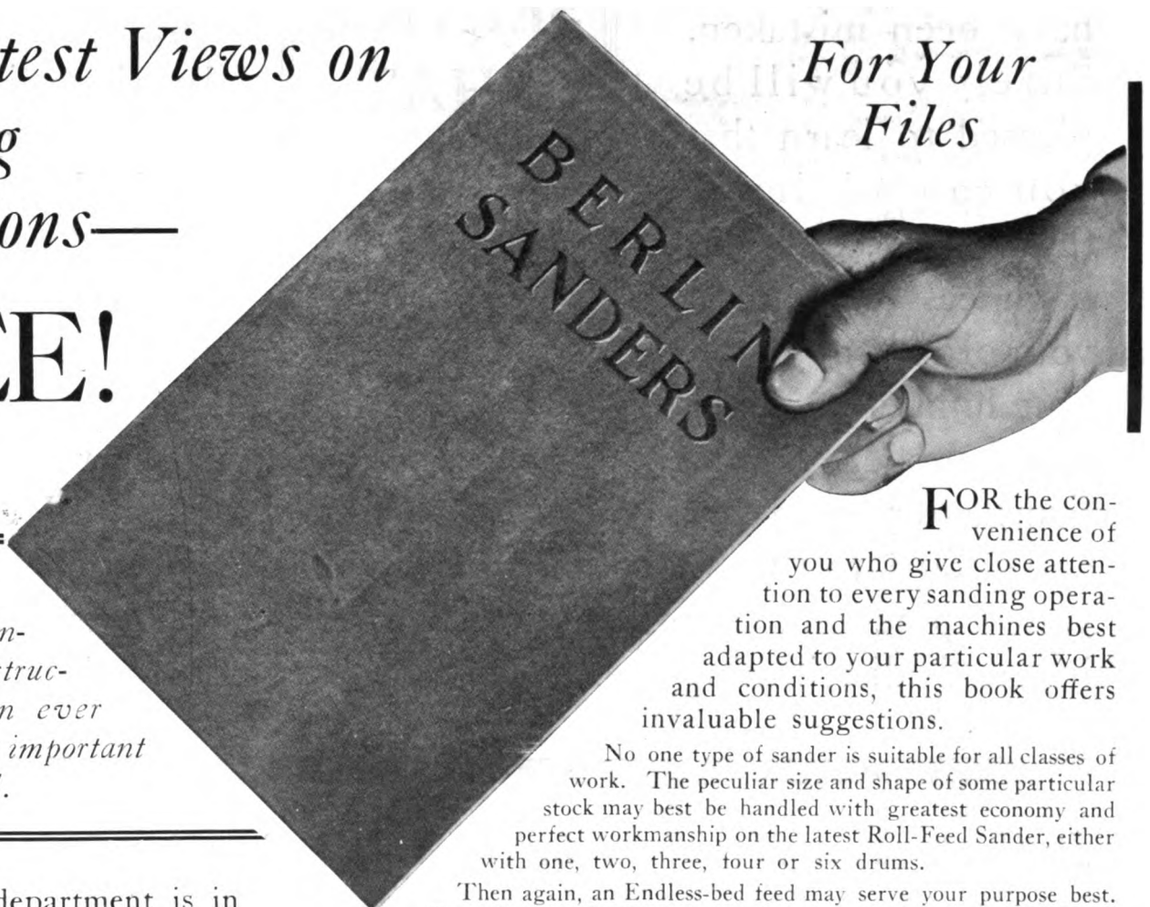

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SERVICE THAT *IS* SERVICE

No expense or trouble has been spared in our efforts to equip and maintain our many large mills and offices so that we could be of the most possible help to our customers.

By our co-operative methods we have speeded up retail lumber firms which had become dissatisfied with the methods employed by other lumber manufacturers. We can be of great service to *you* if you will but give us the opportunity. We have on hand at all times millions of feet of yellow pine lumber of every description.

It Costs You No More In the Beginning
And It's Cheaper In the End

Send now for our price list which tells the cost of Yellow Pine Lumber *delivered* to any point on any railroad in America

Frost-Johnson Lumber Co.

Manufacturers of Long and Short Leaf Yellow Pine Lumber

300 Broadway St. Louis, Mo.

TRADE-MARK

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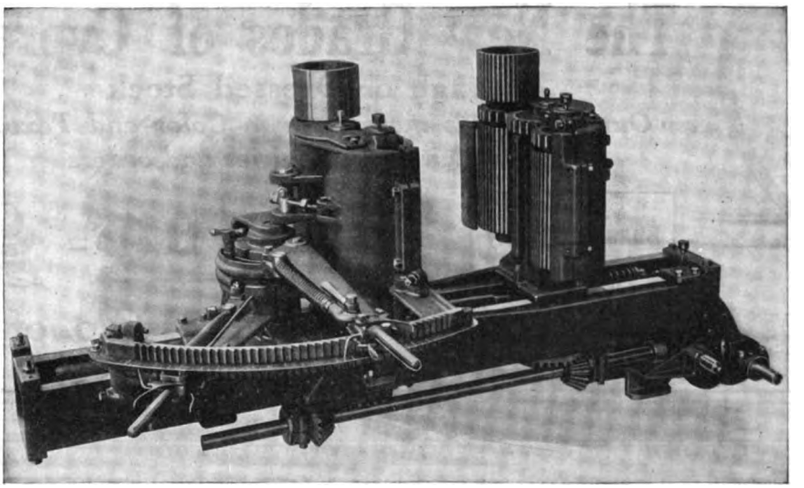
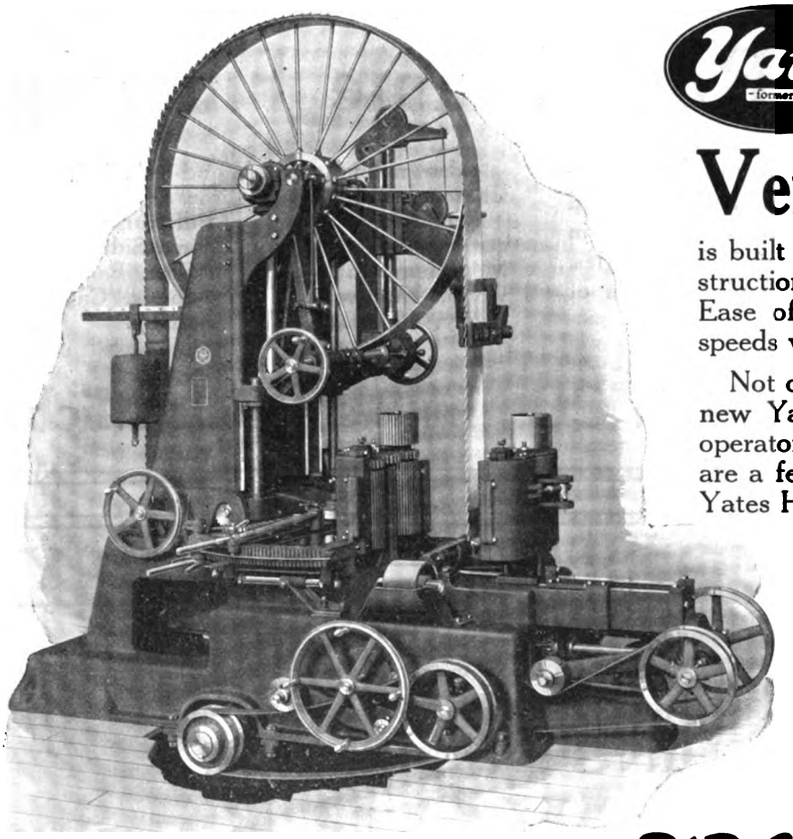


The Resaw Feed Works

The mill man who possesses a keen sense of the importance of a well designed Feed Works seldom goes wrong in his selection of a Sawmill Resaw.

He has a right to assume that its builders know, or should know, enough of the principles of band sawing to build a machine that will properly carry the blade and give it the necessary protection—yet even on that point there is plenty of chance to go wrong. But when it comes to the matter of properly getting material to the saw and keeping it everlastingly at it, he knows that depends entirely on the resaw feed works. Into



Yates —formerly BERLIN **Heavy Duty Vertical Band Resaws**

is built every element of successful feed works construction—Speed, Power, Activity, Accuracy and Ease of Setting, and a carefully selected range of speeds with single hand wheel control.

Not content with this, we have recently added the new Yates Selective Yield Set Works enabling the operator to saw to gauge either side of blade. These are a few of the things that the buyer gets with his Yates Heavy Duty Resaws.

And these are the reasons why users say these machines meet every operating contingency.

Our new book, "Band Sawing Machinery," tells all about these capable machines. Write for a copy while you have it in mind.

P. B. Yates Machine Co.

BELOIT, WISCONSIN, U.S.A.

CANADIAN PLANT WITH OFFICES: HAMILTON, ONTARIO **Successors to The Berlin Machine Works**

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B-S CYPRESS Co.
IN THE HEART OF
THE BEST CYPRESS
DISTRICT

We supply everything in

The New Grades of Cypress

Rough or Dressed Stock

Our Cypress is more even in Color and Texture
We solicit your inquiries and orders

Same Management
Burton-Swartz
Cypress Co.
Burton, La.

Annual Capacity
70,000,000
Feet

Burton = Swartz

Cypress Co. of Florida
PERRY, FLA.

SERVICE
QUALITY

INTEGRITY
DEPENDABILITY

Are the Foundation of the Edifice of Business Success which this Institution has built. The Satisfaction of Profitable Trade binds our Customers to us. From all Lumber Merchants who Appreciate a Product in which these Qualities are Inherent, we respectfully Solicit Correspondence.

WEYERHAEUSER LUMBER COMPANY
EVERETT, WASHINGTON

THE MILLS OF
SERVICE

ISAAC STEPHENSON, Prest.,
Marinette, Wis.
H. A. J. UPHAM,
Vice-Prest., Milwaukee, Wis.
R. E. MacLEAN,
Sec'y & Treas., Wells, Mich.

IDEAL

"Ideal" Rock Maple Flooring

We cut from our own timber, manufacture at our own mill and are second to none either in quality of timber or in the manufacturing of Lath, Shingles, Cedar Posts, Poles and all kinds of forest products.

Also manufacture Wood Alcohol, Charcoal and Acetate Lime.
We make a specialty of Bill Stuff and can ship mixed cars of Ceiling, Siding, Moulding and Casings, in Pine, Basswood, Hemlock or Hardwoods. Capacity, 90,000,000 feet annually.

I. STEPHENSON CO., Trustees, Wells, Mich.

JOHN A. GAUGER & COMPANY
QUALITY CHICAGO SERVICE

Office and Warehouses: Corner Twenty-Second, Laflin and Hinman Streets

RED DRAGON BRAND
GAUGER
GUARANTEE OF SUPERIORITY

WHOLESALE MANUFACTURERS OF
EVERYTHING IN QUALITY
MILLWORK

DISPATCH
The Most C

US ACCURACY, EQUALS GAUGER SERVICE
Stock of Millwork in the World at Your Command

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Hardwood "Electric" Flooring

MAPLE 3/8", 1/2", 13/16"
BEECH 3/8" and 13/16"
BIRCH 3/8" and 13/16"

The Reliable Kind

We are members of the Maple Flooring Manufacturers' Association

Send Us Your Inquiries

COBBS & MITCHELL (Inc.,) Cadillac, Mich.

SPECIALIZING
Kiln Dried Mouldings, Trim, Beveled Siding and BASSWOOD Millwork Products of All Kinds. BASSWOOD Lumber, All Grades and Thicknesses.

My Planing Mill is Running Exclusively on

BASSWOOD

WALTER C. MANSFIELD
MENOMINEE, MICH.

MAPLE, BEECH, BIRCH and OAK FLOORING

"Steel-Polished Perfection" Hardwood Flooring is unequaled for precision in matching. Absolutely shrink-proof. 3-8 and 13-16 inch stock on hand for quick shipment. What are your requirements?

JOHN SCHROEDER LUMBER CO.
MILWAUKEE, WIS.

Our Trademark "Rockhard" is imprinted on underside of our flooring.

We are members of the Maple Flooring Manufacturers' Association.

"How to Get Best Floors"

is the title of our new Booklet which contains practical information for the lumber dealer, builder, and prospective user of hardwood flooring.

It describes—
Best Floors for Business Buildings.
Best Floors for Educational Buildings.
Best Floors for Factories and Warehouses.
Best Floors for Houses.

Its purpose is to promote a larger demand for Maple and Beech flooring.

May we send you a copy?

Mitchell Brothers Co.
Sales Department, CADILLAC, MICH.

COLEMAN FEED ROLLER
that never wears out

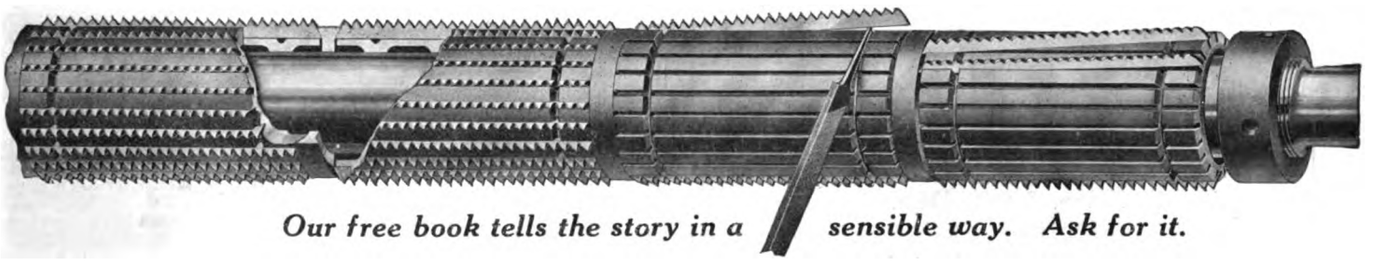
We don't "Claim" —We PROVE it

The time is long past when we were obliged to come before you with arguments as to what the Coleman Edger Feed Roller will do in the way of saving you time and money and raising the average grade of your output.

It will save hundreds of dollars per edger per year. It costs but little, if any, more than what you are using. It will last a lifetime (or two).

This is all because it can be sharpened ANY DAY AT NOON while in its bearings, at the tiny cost of a few new "feed bars." Thus it is always sharp and so makes it easy for the edgerman to run straight lines and carefully watch his grades without being crowded by the sawyer.

TO PROVE IT: FIRST—WE OFFER YOU 30 DAYS' FREE TRIAL
SECOND—WE REFER YOU TO HUNDREDS OF USERS



Our free book tells the story in a sensible way. Ask for it.

COLEMAN FEED ROLLER COMPANY, Vredenburgh, Ala.
For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.

On exhibition at their branch houses } Atlanta, Ga. Chicago, Ill. Memphis, Tenn. Minneapolis, Minn. New Orleans, La. Hamilton, Ont. New York City Portland, Ore. San Francisco, Cal. Seattle, Wash. Vancouver, B. C. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

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Speed in the Lumber Office

is as essential as speed in the yard or mill—only more so in that office labor costs more to start with and in most offices a whole lot more than it should at the finish. But whatever your objections may have been in the past toward mechanical aid you can't afford now to overlook the

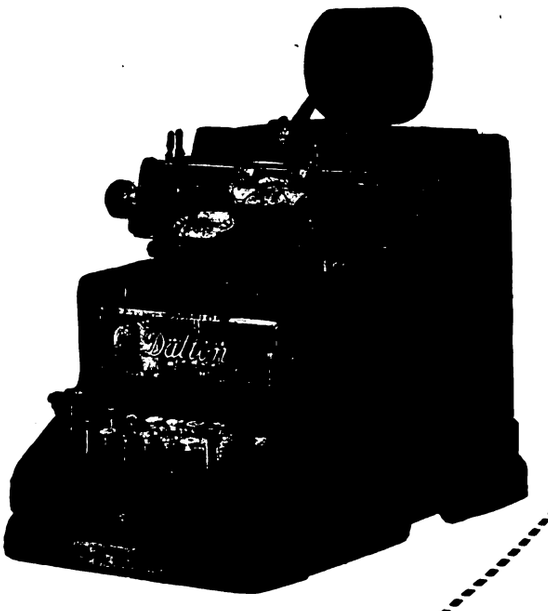
Dalton Adding, Listing and Calculating Machine

In actual practice it has demonstrated its efficiency in the lumber office not only in addition, but in the auditing of invoices requiring multiplication. For example it took an ordinary operator on the Dalton but **67 seconds** to audit the following invoices:

464 pcs. 1x8—16 No. 2 Com. Y. P. S2S	4,949
763 pcs. 1x8—18 No. 2 Com. Y. P. S2S	9,156
134 pcs. 1x8—20 No. 2 Com. Y. P. S2S	1,786
206 pcs. 1x8—24 No. 2 Com. Y. P. S2S	3,296

Weight 2,082 lbs. M. 19.187 ft. @ $14.45 M. $277.25
39,947 lbs.
Rate 14.25 cwt. ..... $ 56.92

Total at destination..... $334.17



How Long Would It Take You To Do it?

The Dalton Adding Machine Co.

Norwood, Cincinnati, Ohio

Fill out coupon attached and mail today for further information regarding use of the Dalton in the lumber office.

I should be glad to know more about the DALTON adding machine and welcome some further information on the subject, without obligation to us.

.....

.....

.....

Lumber World Review, October 25, 1916.

Fire Insurance at Cost for Lumber Manufacturers

Exclusively

Careful Selection of Risks **Frequent and Expert Inspection of Plants**
Conservative Methods of Underwriting

Write for our Financial Statement and List of over 500 Lumber Manufacturers who are firm believers in our form of protection.

We will be glad to inspect your plant without cost and quote rates promptly

Lumber Manufacturers Inter-Insurance Assn.
WILLCOX, PECK & HUGHES, Attorney
New York, N. Y. 3 South William Street
Bailey Bldg. Seattle, Wash.

LISTEN

OUR NEW SHINGLE — A SUPERIOR PREMIUM BRAND, AMERICAN SHINGLE, ONE THICKNESS, 3 GRADES, 5/2 16"
INSURES THE HIGHEST POSSIBLE QUALITY IN EACH GRADE

Write for Particulars. Secure Exclusive Sale.

CHINOOK LUMBER & SHINGLE CO., Inc.
Fir, Spruce, Hemlock and Cedar
1015-16 White Bldg., SEATTLE, WASH. *Salesman Wanted*

Calcasieu Long Leaf Virgin Pine Lumber and Timbers

Manufactured by

PEAVY-BYRNES LUMBER CO.

Office: Shreveport, Louisiana

Mills: Kinder, Louisiana

Have No Superior

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The Virginia & Rainy Lake Company

GENERAL OFFICES AND MILLS :: :: VIRGINIA, MINNESOTA

The Largest, Most Modern and Complete

WHITE PINE

Lumber Plant in the World

Annual capacity 300,000,000 feet.

Shipments by Rail or Water

Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily.

BRANCH SALES OFFICES:

1510 Otis Building Chicago

First National Bank Building Milwaukee

Lumber Exchange Minneapolis

Lyceum Building Duluth

EDWARD HINES, President
M. W. TEUFEL, Ass't to President

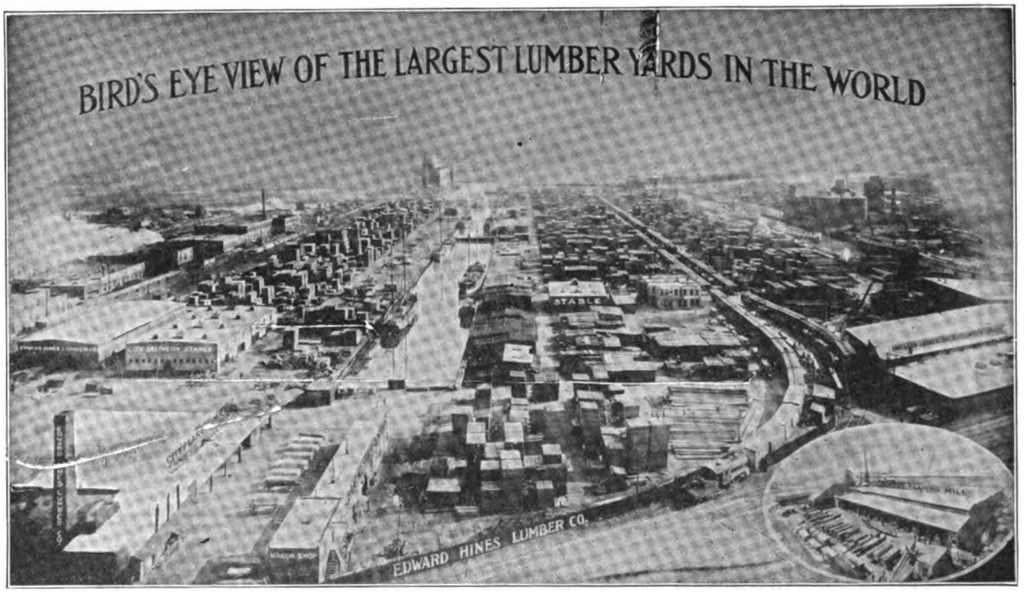
L. L. BARTH, Vice-President

C. F. WIEHE, Secretary
EDWARD H. THOMAS, Ass't Treasurer

Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office.

TELEPHONE "CANAL" 340

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He Who Looks Before He Leaps

Did you ever worry over how good business is? Did it ever occur to you that a great big volume of new business sometimes causes more worry than a lack of business?

This is something of an anomaly, but the volume of business is so pleasing, and the supply of empty cars is so displeasing, that it is torture to open the mail in the morning and read the complaints at delayed shipments. Further than this, the knowledge that there is no immediate relief in sight adds to the troubles.

While it is true that CYPRESS-OK is proportionately receiving a greater supply of cars than most other woods, because of the movement of cars to tide water and the location of CYPRESS-OK producers close to tide water, it is also true that CYPRESS-OK does not need a car shortage as a trade stimulus for the reason that orders are in excess of the production, which has been the situation all of this year. It is hard lines to create business and then to be unable to promptly take care of that business, but the situation is just as here described.

We cannot this time conscientiously write an advertisement soliciting orders. We can promise to render the best possible service on those orders which are received, but we must admit that we are not strenuously seeking new business.

In the meantime, however, our plans for the future of CYPRESS-OK are being thoroughly and carefully rounded out and you will soon hear a great big trade-mark splash!

Be One of Those Who Are Helping T

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Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL"	Baker-Wakefield Cypress Co., Plattenville, La.
CYPRESS S 77 C M A "THE WOOD ETERNAL"	Baxter, G. S., & Co., Jacksonville, Fla.
CYPRESS S 4 C M A "THE WOOD ETERNAL"	Bowie Lumber Co., Bowie, La.
CYPRESS S 6 C M A "THE WOOD ETERNAL"	Burton-Swartz Cypress Co., Burton, La.
CYPRESS S 78 C M A "THE WOOD ETERNAL"	Cummer Lumber Co., Jacksonville, Fla.
CYPRESS S 11 C M A "THE WOOD ETERNAL"	Cummings-Moberly Cypress Co., Moberly, La.
CYPRESS S 13 C M A "THE WOOD ETERNAL"	Dibert, Stark & Brown Cypress Co., Donner, La.
CYPRESS S 66 C M A "THE WOOD ETERNAL"	East Coast Lumber Co., Watertown, Fla.
CYPRESS S 0 C M A "THE WOOD ETERNAL"	Albert Hanson Lumber Co., Garden City, La.
CYPRESS S 68 C M A "THE WOOD ETERNAL"	Hebard Cypress Co., Waycross, Ga.
CYPRESS S 23 C M A "THE WOOD ETERNAL"	Jeanerette Lumber & Shingle Co., Jeanerette, La.
CYPRESS S 26 C M A "THE WOOD ETERNAL"	Lutcher & Moore Cypress Lumber Co., Lutcher, La.
CYPRESS S 31 C M A "THE WOOD ETERNAL"	Opdenweyer-Alcus Cypress Co., Sorrento, La.
CYPRESS S 33 C M A "THE WOOD ETERNAL"	Ramos Lumber Co., Ramos, La.
CYPRESS S 74 C M A "THE WOOD ETERNAL"	Standard Lumber Co., Live Oak, Fla.
CYPRESS S 43 C M A "THE WOOD ETERNAL"	Whitecastle Lumber & Shingle Co., Whitecastle, La.
CYPRESS S 46 C M A "THE WOOD ETERNAL"	F. B. Williams Cypress Co., Patterson, La.

'ut The PRESSure Behind CYPRESS

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Build Right!

For long lasting qualities, ease in working, economy in painting, permanence—specify and use

White and Norway Pine

¶ Proven by actual use to be the best wood for all outside purposes, interior finish when painted, and studding, joists and timbers.

¶ We carry a complete assortment at our four mills.

CROOKSTON LUMBER CO.
NICHOLS-CHISOLM LUMBER CO.
SHEVLIN-CLARKE CO., Ltd.

¶ Your orders and inquiries will receive prompt and careful attention.

Shevlin-Carpenter Co.
1986 Continental and Commercial Bank Bldg.,
Chicago, Ill.

Crookston Lumber Co.,
Sales Department
903 First Nat'l—Soo Line Bldg.,
Minneapolis, Minn.

California White Pine

Manufactured to Shevlin Quality is Unequaled

The Shevlin-Hixon Company

Bend, Oregon

Operators Box Dept.: KNAPP-CHENEY COMPANY, Portland, Oregon

REPRESENTATIVES:

WYOMING—UTAH—COLORADO
G. W. GATES & CO., Denver-Portland-Salt Lake City

NORTHERN IOWA
WILSON-REX LBR. CO., Perry

CHICAGO—DETROIT
A. W. LAMMERS, Continental Com. Bank Bldg., Chicago

KANSAS—NEBRASKA—SOUTH DAKOTA
BRADFORD-KENNEDY CO., Omaha

MINNESOTA
N. H. MORGAN, First Nat'l-Soo Line Bldg., Minneapolis

PITTSBURGH-PHILADELPHIA
FOREST LUMBER COMPANY

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BIG CHIEF

THE BEST SHINGLES IN THE WORLD

When you order BIG CHIEF brand British Columbia Red Cedar Shingles, you will receive shingles not equaled in quality by any other brand of shingles manufactured anywhere.

BIG CHIEF brand Shingles are DRIED—NOT COOKED—and are otherwise prepared so that when finished, they are as nearly perfect as experience, skill and equipment can make them.

Note the packing and uniform thickness

BIG CHIEF
BRAND
BRITISH COLUMBIA RED CEDAR SHINGLES

SPECIFICATIONS: 16 inches long; 5 butts measure 2 inches and each bundle measures full 10 inches in thickness when dry, and they are 100 per cent vertical grain, 100 per cent clear, 100 per cent heart and 100 per cent covering efficiency. Contain positively no sap; random widths, but no shingle less than 3 inches wide. Smoothly sawn, squarely jointed, and otherwise perfectly manufactured.

Straight cars always enroute to Minnesota Transfer and available for diversion to points taking through rate from there. Mill shipments to any point can be made on 24 hours notice.

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES: VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONT.

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

J. E. TUCKER, President
Long Beach, Cal.

A. L. CLARK, Vice-Pres.
Dallas, Texas

E. C. KNIGHT, Sec'y and Treas.

E. S. SANDERS, Manager

LIGGETT N. THOMPSON,
Sales Manager

R. L. ANDRES, Agent
343 S. Dearborn St., Chicago

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BIG CHIEF

Fir and Cedar Products That Give Substantial Profits to Retailers and Real Satisfaction to Users Everywhere

BIG CHIEF
BRAND
Red Cedar Shingles — Red Cedar Siding
ALSO
Fir Flooring — Fir Ceiling
Fir Finishing Lumber
Fir Construction Material

BIG CHIEF brand Shingles are made of timber from the great cedar forests of British Columbia, acknowledged the finest cedar timber grown in the world. These shingles are manufactured on upright machines specially designed to produce a vertical grain shingle, which is the only shingle made that will lay flat and smooth on the roof and not "cup" or "curl up" on the edges.

LOOK FOR THE
BIG CHIEF
LABEL ON EACH BUNDLE

The development of this company has been accomplished by strict adherence to the broad principle of giving all purchasers the full worth of their money.

Our organization and equipment are such that orders can be executed rapidly, and we aim to give every order, no matter how large or how small, prompt and careful attention.

Trade-Mark

This label is on every bundle of our BIG CHIEF brand shingles. It is your guarantee of real shingle quality.

Address Orders or Inquiries to Nearest Office

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES, VANCOUVER, B. C.

BRANCH OFFICES:
343 S. Dearborn Street
CHICAGO, ILL.
TORONTO, ONTARIO
709 Gt. West Per. Bldg.
WINNIPEG, MAN.

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Are You One?

MANY Progressive Dealers have availed themselves of the NORTH CAROLINA PINE advertising helps, and have reported most satisfactory results in increased trade.

IT PAYS to advertise, and we are ready to serve you. There have been prepared a series of a dozen attractive cuts which will be furnished you gratis. Below is one of them. The others vary in size and character, and YOUR NAME will be inserted without charge. We will be glad to send you a folder showing all of the cuts, and telling you of other things that are being done to make business for YOU.

This Property Shows a Net Profit Each Year
FOR SALE
This Property Each Year is a Tax Loss
Build Now
Prices are going up
AN empty lot is a poor investment. Particularly when it can be turned into a paying proposition. Many house builders succeed in borrowing almost as much on their properties as their houses cost and the equity they hold shows a nice annual profit in rentals over their investment. This is particularly true where the owners use
North Carolina Pine
"The Wood Universal"
If this material is used, a really handsome building is the result; a building that does not represent excessive investment. We handle a complete line of North Carolina Pine. Not only does it have the stamina required in wood for exterior purposes, but its beautifully figured grain is ideal for interior decoration.
We will be glad to talk over ways and means of building your house; we may be able to give you just the information you desire.
DEALER'S NAME HERE

LANTERN SLIDES are also included in the plan. These illustrate Mount Vernon, the home of Washington, and several modern home exteriors. They are yours for the asking.

OUR lumber is thoroughly Kiln Dried, strictly Graded under the supervision of the Official Inspectors of the North Carolina Pine Association, and properly Manufactured. This spells SATISFACTION.

Anderson Lumber Corporation, Marion, S. C.
Fosburgh Lumber Co., Norfolk, Va.
Greenleaf Johnson Lumber Co., Norfolk, Va.
Montgomery Lumber Co., Suffolk, Va.
John L. Roper Lumber Co., Norfolk, Va.
Rowland Lumber Co., Norfolk, Va.
Waccamaw Lumber Co., Bolton, N. C.

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Geo. C. Brown & Co.

MANUFACTURERS

St. Francis Basin Hardwoods

TENNESSEE AROMATIC **Red Cedar**

Kraetzer-Cured Gum a Specialty

Band Mill: PROCTOR, ARK.

General Offices: MEMPHIS, TENN.

COTTONWOOD

OAK — PLAIN AND QUARTERED — RED AND WHITE
RED AND SAP GUM

High Grades **Band Sawn Lumber**

WE MAKE A SPECIALTY OF THIN STOCK
COTTONWOOD AND GUM VENEERS

THREE-PLY GUM PANELS

BOX SHOOKS
EGG CASES

Write Us For Prices

ANDERSON-TULLY COMPANY
MEMPHIS, TENN.

Mississippi Lumber Co.

Manufacture
EXCEPTIONALLY FINE
SHORT LEAF FINISH
STEAM KILN DRIED
VERY SOFT AND LIGHT

Also
A full assortment of Long and Short Leaf Yard Stock,
Kiln Dried and Soda Dipped.

Also
HARDWOOD
White and Red Oak, Poplar, Sap and Red Gum,
Magnolia, Ash, Elm and Beach.
White Oak Bridge Plank and Ties.
Car Material.

Modern Fast Feed Planing Machines
The work is SLICK as GLASS.

WE SHIP WHEN WE PROMISE.

Address Inquiries and Orders to
519 Mississippi Ave.,
QUITMAN, MISS.

Order Our
"BENFORD" STOCK
It is
ALL KILN DRIED—DIMENSION SURFACED
"TWO SIDES and ONE EDGE"
Which Assures Even and Uniform Stock

CONTINENTAL LUMBER COMPANY
HOUSTON, TEXAS

EVERYTHING IN
Louisiana Red Cypress
250,000,000 Feet in Stock All the Time

No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.
WE WANT YOUR ORDERS
Shipments by rail or sea

Cable Address, "REDCYPRESS"
Louisiana Red Cypress Company
Hibernian Bank Bldg. NEW ORLEANS, LA. Frank N. Snell, Sec. & Gen. Mgr.

Yellow Pine, Oak and Gum Lumber

Retailers can get from us Rough Oak Wagon Material for reaches, tongues and general repair work and gum box boards in the same car with Yellow Pine yard stock.

We have three Yellow Pine Mills; one at Pineland, Tex., and two at Diboll, Tex., which manufacture 150,000,000 feet of lumber a year. At Diboll we manufacture hardwood entirely separate from yellow pine; both operations being conducted by competent men. This enables us to furnish mixed cars of pine and hardwood manufactured in the proper way.

SOUTHERN PINE LUMBER COMPANY
TEXARKANA, TEXAS

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"There's A Wood For Every Need"

For JOISTS, STUDDING, SHEATHING ROOFING and FLOOR LINING

There Is No Better Wood Than

OLD FAITHFUL HEMLOCK

The SUPERIOR QUALITY of the Hemlock manufactured by us at our mills at Oconto, Wis., from timber cut on our own lands near the waters of Green Bay, Wis., where Hemlock timber excels, is well known to our regular customers. Those who do not know it are invited to send us a trial order.

Inquire of Chicago Office for Prices

Oconto Company

817 Railway Exchange, CHICAGO

Mills and Yards at Oconto, Wis., and Nahma, Mich.

The Rittenhouse & Embree Co.

MANUFACTURERS OF

Maple and Oak Flooring

The "GILT EDGE" Brand

Kiln Dried Steel Scraped

Corner Center Ave. and 35th Street, Chicago

MARBLE CREEK IDAHO WHITE PINE

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our luxuriant timber.

Edward Rutledge Timber Co.

Coeur d'Alene, Idaho

Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

"IS IT AS GOOD AS KIRBY'S"

MANUFACTURED ONLY BY

KIRBY LUMBER COMPANY

HOUSTON CHICAGO ST. LOUIS KANSAS CITY OMAHA
OKLAHOMA CITY WACO SAN ANTONIO HAVANA

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ACCOMPLISHMENT

THE STORY OF ACCOMPLISHMENT:

To standardize lumber by making an international reputation for the manufacture of **quality** lumber.

To successfully operate ten great sawmills located in the heart of the finest forests in the South.

To produce the maximum capacity of one million, five hundred thousand feet of **quality** lumber per day.

To market all over the world four hundred and fifty million feet of **quality** lumber per annum.

To deliver to dealers, wholesale buyers and export trade twenty-four thousand, three hundred and sixty cars of **quality** lumber per annum.

To build up and maintain a selling organization of able Salesmen, meeting the lumber trade in all parts of the United States and some foreign countries.

To mass this gigantic organization, the largest lumber manufacturing institution in the world, under one administrative head, directing the growth, development and consummation of its phenomenal success, all in a short twenty-five years—**Is nothing short of a Titan Task.**

Just twenty-five years ago the company started to manufacture lumber in a small way, with three objects in view, namely:

1. The standardization of lumber which meant **quality** lumber.
2. The production of **quality** lumber in sufficient volume from several localities to take care of extensive orders, so that shipments could be made on record time.
3. And last, but most important, to build up an institution so trustworthy as to its method of business conduct as to inspire every dealer or buyer of lumber, or any commercial institution, with absolute confidence, wherever the name of The Long-Bell Lumber Company went forth.

With these three principles in mind, Mr. Long welded together the great interests which have grown from the almost forgotten miniature nucleus in 1891, into not one, but ten enormous sawmill institutions under one head. These ten sawmills, located in the States of Arkansas, Louisiana and Texas, have succeeded in standardizing lumber, placing upon the market **quality** lumber unassailable as to its uniformity and superiority. And today, when the name of The Long-Bell Lumber Company is mentioned, it is understood that the delivery of **quality** lumber will be exactly in accordance with the agreement of time of shipment and quality of the lumber, plus the satisfaction of dealing with an institution that lives up to every contract it **makes.**

To have accomplished this splendid task is a satisfaction to the management of The Long-Bell Lumber Company's operations, but that satisfaction of accomplishment is only an incentive to further development. An institution founded upon the principles that have made The Long-Bell Lumber Company, world famous in the production of **quality** lumber, is in an enviable position in the lumber markets of this and foreign countries.

The work is just begun. The accomplishment already made demonstrates conclusively that this organization can at all times take care of all orders for long and short leaf yellow pine and oak flooring **quality** lumber, both in this and foreign countries.

As long as the lumber industry of America will supply the trade, so long will The Long-Bell Lumber Company endure and deliver its **quality** lumber to the trade.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company

KANSAS CITY, MO.

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SATIN-LIKE
INTERIOR TRIM

ARKANSAS SOFT PINE
TRADE MARK

SOFT WORKABLE
COMMON LUMBER

Can You Answer

When a customer asks for advice on painting and finishing?

It is to help you answer such questions authoritatively whenever the query relates to

Arkansas Soft Pine

that we recently arranged a test on painting and finishing twenty-five specimens of Arkansas Soft Pine by the Institute of Industrial Research at Washington, D. C., under the personal supervision of Henry A. Gardner, Assistant Director.

These experiments are now completed and the results have been compiled by Mr. Gardner into a set of directions for painting and finishing our product. We have put them in pamphlet form and will be glad to send you a copy, Mr. Dealer.

These same directions are also being incorporated into a more elaborate book on painting and finishing which will be ready for distribution to homebuilders a little later on. Every person receiving the book will, of course, be advised that Arkansas Soft Pine is sold *only through local dealers.*

Just another instance of how we help you sell Trade Marked Arkansas Soft Pine—by studying our product, by educating the public to its use through national advertising, by standing behind the product with an identifying trade-mark, and by referring direct inquiry to local dealers.

There is a distinct merchandising advantage to you in selling a specific wood for a specific purpose, rather than mere "lumber." Arkansas Soft Pine is nationally known as "The Satin-Like Interior Trim."

All stock bearing the Arkansas Soft Pine Trade Mark is manufactured and sold exclusively by the following companies:

ON WHAT SHALL WE QUOTE?

Arkansas Lumber Co	*Warren, Ark.*
Cotton Belt Lumber Co	*Bearden, Ark.*
Crossett Lumber Co	*Crossett, Ark.*
Eagle Lumber Co	*Eagle Mills, Ark.*
Edgar Lumber Co	*Wesson, Ark.*
Freeman-Smith Lumber Co	*Millville, Ark.*
Fordyce Lumber Co	*Fordyce, Ark.*
Gates Lumber Co	*Wilmar, Ark.*
Southern Lumber Co	*Warren, Ark.*
Stout Lumber Co	*Thornton, Ark.*
Wisconsin & Arkansas Lumber Co	*Malvern, Ark.*
Arkansas Land & Lumber Co	*Malvern, Ark.*

To secure quotations with the least delay, price inquiries should be sent direct to any of the above companies. Literature, samples and information will be supplied promptly on request, by the

ARKANSAS SOFT PINE BUREAU
LITTLE ROCK, ARK.

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Economical Practice
Architects always
TE PINE
HOME BUILDE
Let Us Help
me Without
Cabinet
For Poultry Profits
For Stock Yard Fences
Buy a wood that does its duty without warping or twisting
The boards on your stock yard fence should hold tight We have such a wood for you. For all outside uses we recommend
WHITE PINE
because it never fails to satisfy And the man who is has own carpenter finds it a pleasure to work with it
It is light to handle, holds nails tight without splitting, and its soft yielding grain is easy on tools and time
Besides, it looks like no other wood when exposed to weather. It makes your buildings look well kept up at all times and saves continual outlay for repairs It is the most economical wood
The best grade for your particular use is in our yards or we can quickly get it for you.
Dealer's Name

You "Live Wires" Who Handle WHITE PINE

—here's a new series of newspaper advertisements ready for you, way ahead of anything we've ever seen in retail lumber advertising.

We're sure you'll want to tie up with WHITE PINE quality by using these advertisements. The illustrations are strong, attention-getting, full of "pep." The talk is straight from the shoulder.

Many dealers have written us of the profitable results obtained from advertising WHITE PINE last spring and summer. This new series is stronger than the first and should produce even better business.

Write for one or all of these electros now. They will be shipped you prepaid. Each ad has liberal space at bottom for your name and any special offer you want to make.

Following members of the WHITE PINE Bureau can supply WHITE PINE in all desired grades and sizes:

The Northern Pine Manufacturers' Association of Minnesota, Wisconsin and Michigan

St. Croix Lumber & Mfg. Co.	Winton, Minn.	Johnson-Wentworth Company	Cloquet, Minn.
J. S. Stearns Lumber Company	Odanah, Wis.	The J. Neils Lumber Company	Cass Lake, Minn.
The I. Stephenson Company	Wells, Mich.	Nichols-Chisholm Lumber Company	Frasee, Minn.
David Tozer Company	Stillwater, Minn.	Northland Pine Company	Minneapolis, Minn.
The Virginia & Rainy Lake Co.	Virginia, Minn.	The Northern Lumber Company	Cloquet, Minn.
Cloquet Lumber Company	Cloquet Minn.	Pine Tree Manufacturing Co.	Little Falls, Minn.
Crookston Lumber Company	Bemidji, Minn.	Red River Lumber Company	Akeley, Minn.
Rust-Owen Lumber Company	Drummond, Wis.		

The Associated White Pine Manufacturers of Idaho

McGoldrick Lumber Company	Spokane, Wash.	Potlatch Lumber Company	Potlatch, Idaho
Milwaukee Land Company	St. Joe, Idaho	Blackwell Lumber Company	Cœur d' Alene, Idaho
Roselake Lumber Company	Roselake, Idaho	Bonners Ferry Lumber Co.	Bonners Ferry, Idaho
Panhandle Lumber Company	Spirit Lake, Idaho	Dover Lumber Company	Dover, Idaho
Edward Rutledge Timber Co.,	Cœur d'Alene, Idaho	Humbird Lumber Company	Sandpoint, Idaho

Address **WHITE PINE BUREAU**

2040 Merchants Bank Building, St. Paul, Minn.

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THE KAUL KIND of Yellow Pine

has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.
BIRMINGHAM, ALA.

"Potlatch Quality Lumber is the Standard With Which All Other Lumber Is Compared"

We Ship Via All Trans-Continental Lines

Idaho White Pine, Western Pine, Larch, Cedar and Fir Lumber

Straight or Mixed Cars

IDAHO WHITE PINE MFRS. MEMBER AGENCY

POTLATCH LUMBER COMPANY

General Sales Office
Potlatch, Idaho

All timbers and heavy planking will bear the ***Calcasieu Long Leaf*** Trade-Mark brand shown in this advertisement.

We carry 35 million feet of well assorted one and two inch stock in all sizes and grades.

Industrial Lumber Company

Elizabeth, La.

Edw. E. Krauss Sales Manager

Pause and Consider

the advantages of such a connection with us that our high grade lumber and superior shipping facilities are always at your service. We ship 30 cars every 10 hours.

Our Selling Organization.

Minneapolis—C. M. Rhone.
Denver—Dwight H. Elder.
Sioux City—J. D. Merrill.
Pocatello—R. C. Angell Co. (E. T. Sturgeon).
Salt Lake City—R. C. Angell Co. (R. C. Angell).
Walla Walla—W. E. Murphy.
Grand Island—McCormick & White (T. P. White).
Omaha—McCormick & White (F. P. McCormick).
Chicago—Geo. T. Mickle Lbr. Co. (Wilber Hattery, Jr., Mgr. Western Dept.).

Douglas Fir Lumber Company

Manufacturing Merchants **Portland, Oregon**

The MANAGER of a South Carolina Lumber Plant whose Company is a policy carrier in the

Lumbermen's Underwriting Alliance

recently remarked that he was more interested in receiving the ALLIANCE MONTHLY FIRE BULLETINS than anything aside from his salary check. He realizes that the manager who **reads** and **heeds** the warnings and suggestions along FIRE PREVENTION lines contained in these BULLETINS is more likely to continue to have a **going mill** to manage than the man who does not receive them and who is kept in ignorance of the lessons they teach each month.

The March issue should be in the hands of every Saw Mill Manager, Superintendent and Foreman. **Send for this number**—it will cost you nothing, and will familiarize you with one of the important advantages of carrying a part of your insurance with the

U. S. Epperson Underwriting Company

Suite 1116, R. A. Long Bldg., Kansas City, Mo.

Many Orders Now Specify

Immediate Shipment

We are prepared to comply with this requirement. When you are in a hurry for hardwoods, remember we can furnish the stock and the service, and that reasonably prompt delivery can be expected from orders placed with

LAMB-FISH LUMBER COMPANY, CHARLESTON MISS.

"The Largest Hardwood Mill in the World"

We want to move quick

5 Cars 8/4 No. 2 Common and Better

ASH

We ship all over the world

Headquarters for

Old Fashioned Yellow Poplar

VANSANT, KITCHEN & CO.

ASHLAND, **KENTUCKY**

Our own reputation is the added guarantee to every bundle of Rite-Grade we ship you

RITE-GRADE RED CEDAR SHINGLES

are their own solicitor for your next order. We want your Rite-Grade business, and we respectfully ask you for your next car.

St. Paul & Tacoma Lumber Co.

TACOMA - - - - - **WASHINGTON**

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 8

CHICAGO, OCTOBER 25, 1916

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Hotel Baltimore ..... Kansas City, Mo.
Hotel St. Paul ..... St. Paul, Minn.
Vanderbilt Hotel ..... New York City
Albermarle-Hoffman ..... New York City
New Richmond Hotel ..... Seattle

NOW COMES THE REAL AUTUMN TIME, with the long freighters hugging down in the cold water and the black smoke falling low over the wide expanse of the lake with a sky line as well defined as the edge of a draftsman's rule.

The month of October has become the season of logging congresses, and before the LUMBER WORLD REVIEW again goes to press for its great "Logging Congress Edition" of November 10, there will have been held the Pacific Logging Congress at Portland, Ore., and the meeting of its first cousin, the Western Forestry & Conservation Association, which jointly form what the West Coast people call Forest Products Industry week, and the Southern Logging Congress at New Orleans, La.

The Appalachian Logging Congress, a brief review of which we print in this issue of the LUMBER WORLD REVIEW, will be covered fully in the issue of November 10.

This Logging Congress Carnival, which began in Knoxville, Tenn., with the opening of the Appalachian Congress, on October 18, and was next taken up on Tuesday morning, October 24, by the Forest Industries week at Portland, and which will break out in New Orleans on the morning of Wednesday, October 25, will, it is hoped, bring out many new and practical thoughts in the science of logging in this country; and if the programs of these various gatherings are carried out one-half as well as they have been planned, there is no doubt about the usefulness of this sort of lumber gathering, and we bespeak for the congresses a large attendance by the manufacturers of lumber, who, too often in the past, have stayed at home and "let George do it."

To those who are compelled, for business reasons, to refrain from attending any of these congresses, we recommend the complete stories of these congresses which we will print in the issue of our publication which goes to press on the evening of November 9.

Incidentally, there occurred at Portland, Ore., on October 23, a gathering of the manufacturers of lumber, to which we understand invitations were issued for the attendance of lumbermen ranging in location all the way from Vancouver to Arizona. We hope to print a detailed account of that affair also in our issue of November 10.

It is not often that the editor consents to give up space in this "Wide East Window" department for the purpose of printing an announcement, but these congresses are of great moment, and if by this means we can induce the attendance at one of these meetings of any person who had planned otherwise, we will consider the use of editorial space by this announcement as altogether worth while.

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A Little Serious Talk About the Railroads.

WHATEVER MAY BE YOUR PERSONAL BIAS, Mr. Reader, and whether you think that railroads should be "regulated" or not, it will not hurt you a little bit to read some facts concerning railways, that are not based upon political bias, or from that "sun parlor" of convenience known as an "attitude."

Inasmuch as the future of the standing timber and the lumber industry of the United States is inextricably interwoven with that of the railroads, a summary of the facts connected with recent railroad history is interesting. The statistical statements used are authoritative, and are to be credited to Slason Thompson, manager of the "Bureau of Railway News and Statistics."

The railways of the country, in spite of everything, have made a remarkable showing in their efforts toward extension. From 1890, when the population of the country was 384, for each mile of line, mileage extension was greater than population increase, in proportion, and in 1907 represented a mile for each 370 of the whole population. Since the panic condition of 1907 it fell back, so that at the beginning of the present year the population per mile of road increased to 391 "official," or 404 "Bureau" figures.

* * *

Comparing our conditions with Europe, the disparity in favor of the American citizen is 5 to 1, the ratio in Europe being one mile to 2,142 of population, while in this country it is a mile to 404, according to "Bureau" figures.

Concerning equipment this statement may be evolved: "The returns on equipment, both that owned June 30, 1914, and that built during the calendar year, together with the record of surplus freight cars at the end of the year, prove that the railways of the United States were fully prepared to handle a volume of traffic, 15 percent beyond that offered.

"The year 1907 is chosen as the dividing line in these comparisons, because in that year the equipment and facilities proved inadequate to meet the demands of traffic."

* * *

Beginning with about 1870—to be retrospective—the tremendous capital invested in American railways began to make its power for evil manifest, and in association with almost all other important vested interests, working both separately and together, introduced many of the modern problems of social and public policy. A wholesale abuse of power by railway managements then provoked defensive measures of law in those states in which the abuses were most flagrant and conspicuous, and, therefore, most directly felt by the people.

The logical human result, under the conditions, was a well developed attitude of animosity, which was the active principle in most of the so-called "granger" legislation against the railroads in the middle western states, which for a time ran riot.

Aided by the revolutionary decisions of the federal courts, announcing that they "would not consider any legislation as confiscatory, if it left the railroads one cent of net profit above expenses," state legislative enactments soon became persecutions, and were worse than the evils they were at first intended to correct, and they kept multiplying even up to and after the introduction of state railroad commissions, until the middle western roads had been reduced to a state of financial prostration. The result was a reaction, and much of the "granger rate-making" and other populistic legislation was declared unconstitutional in spite of the almost incredible attitude of the federal courts.

It is remarkable in the restrospect that no attempt at federal regulation or standardization was undertaken until 1887, after the separate states and the roads had been fighting for seventeen years, under conditions ruinous to all concerned.

In 1875 rebating was considered at common law "but a doubtful practice, at worst." In the next ten years it came to be generally accepted as an "illegal practice," and the roads which still practiced it—in self-defense in large measure, be it said—observed as much secrecy as possible in connection with it.

The handicaps against the great and constantly increasing number of small shippers and the discriminations in favor of the large and growing interests, which had become powerful enough to demand and secure them, finally aroused a broad and specific public indignation, which obtained federal intervention in the form of the interstate commerce legislation of 1887.

* * *

The force and value of the first definite federal step in the right direction—which introduced the Interstate Commerce Commission—was seriously negatived by the supreme court, which ruled that the commission "had no power to fix rates." This again left the country and the small shippers at the mercy of the roads, and, they, in turn, absolutely subject to the rapacious demands of the large shipper.

Competitive conditions among railroads compelled them to grant to the heavy produc[illegible]ost any rate above actual operating expenses, while the ordinary shipper was charged exorbitantly, and because of the supreme court decision the latter was debarred from redress, because of the costly and dilatory litigation and repetitions it entailed.

The next development, of course, was a recrudescence of the "granger" attacks by the states most afflicted, or rather by the states where the affliction was most perceived by the people.

In February, 1903, an act of congress, known as the "Elkins law," to "further regulate commerce with foreign nations and among the states," was approved, but it contributed little, or nothing of value to the interstate commerce legislation of 1887.

The Evolution of Railroad Regulation.

EFFECTIVE FEDERAL INTERVENTION and the real regulation of railroads was brought about in 1907 by the passage and approval of the "Hepburn act," which broadened and fixed the powers of the Interstate Commerce Commission, and virtually put a stop to all rebating.

In the meantime, on July 2, 1890, the president had approved the Sherman anti-trust law, which in 1892 was invoked in the case of the United States against the Trans-Missouri Freight Association and the Atchison, Topeka & Santa Fe railroad. The trial court held that the Sherman act did not apply to railroads, but, on appeal, the supreme court, in March, 1897, decided that it applied to the roads, and "that it renders illegal all agreements which are in restraint of trade." The case was, therefore, remanded to the United States circuit court, "for further proceeding in conformity with this opinion."

* * *

Bringing the subject up to the present, the following list represents the important developments in the evolution of railroad regulation:

May. 1906—The supreme court upheld the constitutionality of the "commodities clause" of the "Hepburn act."

1907—Working hours of trainmen limited.

1908—The supreme court decided the limits to which states might interfere in matters of interstate commerce, and a law was passed relating to the liability of common carriers by railroad to employes in certain cases. The Missouri rate case was tried and permanent injunction against the Interstate Commerce Commission was issued.

1909—The New York Central was fined $134,000 for rebating.

* * *

At the end of the first decade of this century, American railroads were permanently branded with the hot iron of federal regulation, and since then the effort has been to work out and systematize the overwhelming mass of detail entailed in applying the definitely established principles and ridding the situation of the inevitable exasperations and abuses consequent to such a wide scheme of reorganization.

Under the conditions which brought about the demand for national supervision, the attitude of railroad officials toward the general public and the small shipper lacked consideration—to put it mildly—and this so penetrated railroad organizations that the public had few, if any, rights which railroad men were inclined to respect.

The common feeling among operating employes was that they were doing the shipper a direct personal favor to handle his goods under any circumstances. The claims for loss and damage that ensued were handled in the same high-handed manner and spirit, and claimants, even in the rare cases of ultimate partial recompense, were worn out with the obstacles and delays interposed between them and settlement.

* * *

The new order of things brought about a condition wherein any disgruntled shipper—at practically the expense of a two-cent stamp and a few minutes of time—might lodge a case, the subsequent and abundantly heavy burden of which, in deciding, fell upon the government on the one side and the railroad on the other. Therefore the old domineering and inconsiderate attitude of railway officials toward the public became as abject and cringing as it before had been overbearing. This was particularly manifest in the settlement of claims for loss and damage.

* * *

The application of the principles of "federal regulation" in detail have not failed to develop abuses and one of the most serious of them is the manner in which administrative officials are bedeviled by the great volume of petty demands made upon them, from which—for the present, at least—there seems no prospect of escape.

Methods of accounting and reporting are provided the railroad companies by the Interstate Commerce Commission and state commissions. If a commissioner desires information upon any point or subject, he asks for a "special report" from the railroad company. The answer made to him cannot be that the matter is covered and available and should be in his files; the report must be made and supplied.

A little more friendly collaboration between the railroads and the lumber shipping interests upon matters mutually important would be remarkably profitable to both, in correcting this and other unfortunate conditions incident to the real shaping of the new system.

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Specifications for Wood Block Paving

Presented by Sub-Committee on Wood Block, October 13, 1916, and Adopted Same Date by the American Society of Municipal Improvements, at the Twenty-Third Annual Convention, Newark, N. J.

Prior to the adoption of this report, the subcommittee on Wood Block Paving of the American Society of Municipal Improvements held two open meetings attended by manufacturers interested in the specification. When the report came up before the convention, it was adopted without a dissenting vote.

This specification was adopted at a joint meeting of representatives of the various technical societies, held in New York September 12. There were representatives present from the American Society for Testing Materials; American Society of Civil Engineers; American Railway Engineering Association; American Wood Preservers' Association; American Society of Municipal Improvements, and Southern Pine Association. This specification embodies the result of much work by the various committees of the above mentioned standardizing bodies.

We omit the introductory and explanatory paragraphs of the committee's report, and print the specifications in full.

SPECIFICATIONS FOR TIMBER.

Kind: The wood from which the blocks are to be manufactured shall be southern yellow pine, Douglas fir, tamarack, Norway pine, hemlock or black gum. Only one kind of wood shall be used in any one contract.

Quality: The blocks must be sound and must be well manufactured, square butted, square edged, free from unsound, loose or hollow knots, knot-holes and other defects such as shakes, checks, etc., that would be detrimental to the blocks.

The number of annual rings in the one-inch which begins two inches from the pith of the block shall not be less than six, measured radially, provided, however, that blocks containing between five and six rings in this inch shall be accepted if they contain 33⅓ percent or more summerwood. In case the blocks do not contain the pith, the one-inch to be used shall begin one-inch away from the ring which is nearest to the heart of the block. The blocks in each charge shall contain an average of at least 70 percent of heartwood. No one block shall be accepted that contains less than 50 percent of heartwood.

Size of Blocks: The blocks shall be from five to ten inches long, but should preferably average two times the depth; they shall be—[1] inches in depth. They may be from three to four inches in width, but in any one city block all of them shall be of uniform width. A variation of ⅛ inch shall be allowed in the depth and ⅛ inch in the width of the blocks from that specified. In all cases the width shall be greater or less than the depth by at least ¼ inch.

SPECIFICATIONS FOR PRESERVATIVE.

Kind: The preservative to be used may be either a Coal-Tar Paving Oil or a Coal-Tar Distillate Oil as herein specified; or where refined

[1]The committee recommends blocks 4 inches in depth for very heavy traffic streets; blocks 3½ inches in depth for moderate traffic streets; for light traffic streets blocks 3 inches in depth may be used, but where 3-inch blocks are used, no block shall be longer than 8 inches.

DR. HERMANN VON SCHRENK, OF ST. LOUIS, MO.

water-gas tar is desired, the specification suggested below may be used.

Coal-Tar Paving Oil: The oil shall be a coal-tar product, of which at least 65 percent shall be a distillate of coal-gas tar or coke-oven tar, and the remainder shall be refined or filtered coal-gas tar or coke-oven tar. It shall comply with the following requirements:

1. It shall not contain more than 3 percent of water.
2. It shall not contain more than 3 percent of matter insoluble in benzol.
3. The specific gravity of the oil at 38° C. shall not be less than 1.07 nor more than 1.12.
4. The distillate, based on water-free oil, shall be within the following limits:
   Up to 210° C. not more than 5 percent.
   Up to 235° C. not more than 25 percent.
   The residue above 355° C., if it exceeds 35 percent, shall have a float test of not more than 80 seconds at 70° C.
5. The specific gravity of the fraction between 235° and 315° C. shall not be less than 1.02 at 38°/15.5° C.
   The specific gravity of the fraction between 315° and 355° C. shall not be less than 1.09 at 38°/15.5° C.
6. The oil shall not yield more than 10 percent coke residue.

Coal-Tar Distillate Oil: The oil shall be a distillate of coal-gas tar or coke-oven tar, and shall comply with the following requirements:

1. It shall not contain more than 3 percent of water.
2. It shall not contain more than 0.5 percent of matter insoluble in benzol.
3. The specific gravity of the oil at 38° C. shall be not less than 1.06.
4. The distillates, based on water-free oil, shall be within the following limits:
   Up to 210° C. not more than 5 percent.
   Up to 235° C. not more than 15 percent.
   The residue above 355° C., if it exceeds 10 percent, shall have a float test of not more than 50 seconds at 70° C.
5. The specific gravity of the fraction between 235° and 315° C. shall be not less than 1.02 at 38°/15.5° C.
   The specific gravity of the fraction between 315° and 355° C. shall be not less than 1.09 at 38°/15.5° C.
6. The oil shall yield not more than 2 percent of coke residue.

In view of the fact that some cities are using a water-gas tar, your committee deems it advisable to suggest a specification for their guidance. This specification is the one submitted and agreed to by C. N. Forrest, Chemist of the Barber Asphalt Paving Co., and A. H. Fulweiler, Chemist of the United Gas Improvement Co., and is as follows:

The preservative shall be refined water-gas tar, and shall comply with the following requirements:

1. The specific gravity shall be not less than 1.12 nor more than 1.14 at 38° C., referred to water at the same temperature.
2. Not more than 2.0 percent shall be insoluble by hot extraction with benzol and chloroform.
3. On distillation, which shall be made as hereinafter described, the distillate, based upon water-free oil, shall be within the following limits:
   Up to 210° C. not more than 5.0 percent.
   Up to 235° C. not more than 15.0 percent.
   Up to 315° C. not more than 40.0 percent.
   Up to 355° C. not less than 25.0 percent.
4. The specific gravity of the total distillate below 355° C. shall not be less than 1.00 at 38° C., referred to water at the same temperature.
5. The oil shall not contain more than 2.0 percent water, and due allowance shall be made for all water and insoluble foreign matter it may contain, by injecting a corresponding additional quantity into the blocks.

SPECIFICATIONS FOR TREATMENT.

The timber may be either air-seasoned or green, but should preferably be treated within three months from the time it is sawed. Green timber and seasoned timber shall not, however, be treated together in the same charge. The blocks shall be treated in an air-tight cylinder with the preservative heretofore specified. In all cases, whether thoroughly air-seasoned or green, they shall first be subjected to live steam at a temperature between 220° and 240° F. for not less than two hours nor more than four hours, after which they shall be subjected to a vacuum of not less than 22 inches, held for at least an hour. While the vacuum is still on, the preservative oil, heated to a temperature of between 180° and 220° F. shall be run in until the cylinder is completely filled, care being taken that no air is admitted. Pressure shall then be gradually applied not to exceed 50 pounds at the end of the first hour, nor 100 pounds at the end of the second hour, and then maintained at

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not less than 100 pounds nor more than 150 pounds until the wood has absorbed the required amount of oil.[2] After this a supplemental vacuum shall be applied, in which the maximum intensity reached shall be at least 20 inches, and shall continue for a period of not less than 30 minutes. If desired, this vacuum may be either preceded or followed by a short steaming period.

In any charge the blocks shall contain at least 16 pounds of water-free oil per cubic foot of wood at the completion of the treatment. The blocks after treatment shall show satisfactory penetration of the preservative, and in all cases the preservative must be diffused throughout the sapwood. To determine this, at least 25 blocks shall be selected from various parts of each charge, and sawn in half at right angles to the fibres through the center, and if more than one of these blocks show untreated sapwood, the charge shall be re-treated. After re-treating, the charge shall again be subjected to a similar inspection.

The surface of the blocks after treatment shall be free from deposit of objectionable substances, and all blocks that have been materially warped, checked or otherwise injured in the process of treatment shall be rejected.

HANDLING BLOCKS AFTER TREATMENT.

Blocks shall preferably be laid in the street as soon as possible after being treated. If they cannot be laid within two days, provision shall be made to prevent them from drying out by stacking in close piles and covering them, and if possible sprinkling them thoroughly at intervals. The blocks shall be well sprinkled, under direction of the purchaser, about two days before being laid.

INSPECTION OF MATERIAL.

All material herein specified and processes used in the manufacture of the blocks therefor shall be subject to inspection, acceptance or rejection at the plant of the manufacturer, which shall be equipped with all the necessary gauges, appliances and facilities to enable the inspector to satisfy himself that the requirements of the specifications are fulfilled.

The purchaser shall have the further right to inspect the blocks after delivery upon the street, for the purpose of rejecting any blocks that do not meet these specifications, except that the plant inspection shall be final with respect to oil and treatment.

FOUNDATION OF PAVEMENT.

The foundation for the pavement shall be of concrete made in accordance with the specifications for concrete paving foundations and shall be —[3] inches in thickness. At no place shall the surface of the finished concrete vary more than ½ inch from the given grade.

CUSHION FOR BLOCKS.

"A"—Bituminous.—Over the concrete foundation, laid as specified above, shall be spread a layer of cement mortar composed of one part Portland cement and two parts of sand. This mortar shall be of such a consistency that it may be easily spread, and must be applied to the surface of the concrete not more than 45 minutes after the placing of the concrete foundation. This mortar must be struck by templates to a surface parallel to the grade and contour of the finished pavement in such a manner that when the blocks are set the surface of the pavement shall conform accurately to the established grade. After this mortar coating is thoroughly set and hardened, it shall be painted with a coal-tar pitch as specified under bituminous filler, or other suitable waterproofing paint. The paint coat must be applied as thin and as smoothly as possible, and at no place shall it be over ⅛ inch in depth. The blocks shall be laid as specified below, directly on this paint coat, within at least 30 minutes after it has been applied.

"B"—Mortar Bed.—The concrete foundation prepared as specified above shall be cleaned and swept, and shall be thoroughly dampened immediately in advance of the spreading of the cushion course. Upon the surface of the foundation thus prepared shall be spread a layer of mortar not exceeding ½-inch in thickness and made of one part Portland cement of the character specified for use in the foundation, and three parts of sand. Only sufficient water shall be added to this mixture to insure a proper setting of the cement, the intention being to produce a granular mixture which may be raked or struck by templates to the desired grade. The mortar shall be thoroughly mixed and shall be spread in place upon the foundation by means of templates immediately in advance of the laying of the blocks to such a thickness that when the blocks are set and properly bedded in the mortar, their tops shall conform accurately to the finished grade of the roadway.

"C"—Sand.—Upon the concrete foundation shall be spread a cushion of sand one inch in thickness. The sand cushion shall be struck by templates to a surface parallel to the grade and contour of the finished pavement in such a manner that when the blocks are set and thoroughly bedded in the sand, the tops shall conform accurately to the finished grade of the pavement. The sand used in this cushion shall all pass the ¼ inch screen and must contain between 10 percent and 25 percent of loam or clay.

LAYING THE BLOCKS.

Upon the bed thus prepared the blocks shall be carefully set with the fibre of the wood vertical, in straight parallel courses, leaving a space next to the curb one inch in width for the expansion joint.

They shall be placed closely together on the prepared cushion and no joint shall be more than ⅛ inch in width. Nothing but whole blocks shall be used except in starting a course, or in such other cases as the purchaser may direct; and in no case shall the lap joint be less than 2 inches. Closures shall be carefully cut and trimmed by experienced men. The portions of the block used for the closures must be free from checks or other fractures and the cut end must have a surface perpendicular to the top of the block and cut to the proper angle so as to give a close, tight joint. The angle of the course with the curb shall be determined by the purchaser.

After the blocks are placed, they shall be rolled parallel and diagonal to the curb by a tandem roller weighing between four and seven tons, until the surface becomes smooth and is brought truly to the grade and contour of the finished pavement. In case of a mortar bed, the rolling shall be completed before the mortar bed has set. All mortar that has set before the blocks are in place and rolled shall be discarded and replaced by fresh mortar.

FILLER FOR PAVEMENT.

"A"—Bituminous.—After the rolling is completed, the joints between the blocks shall be filled with either a pitch or asphalt filler as specified hereafter. The filler shall be brought to the proper temperature and shall be poured into the joints, and any filler on the surface of the pavement must be spread as thin as possible by means of squeegees. The receptacle in which the filler is heated shall be equipped with suitable thermometers.

After the joints are filled as prescribed, the surface shall be completely covered by a thin coat of clean, coarse, dry sand, and a similar coating of sand shall be spread over the pavement, if required by the engineer, before the acceptance of the pavement.

(a) Pitch Filler: The filler shall be a straight run residue obtained from the distillation of coal tar, and shall comply with the following requirements:

1. The melting point shall be not lower than 140° F. nor higher than 150° F.
2. It shall contain between 22 percent and 37 percent of free carbon insoluble in hot chloroform and benzol.
3. Its specific gravity at 77° F. shall not be less than 1.24 nor more than 1.32.
4. The specific gravity of the distillate up to 355° C. shall not be less than 1.07 a 38° C. compared with water at 15.5° C. The pitch shall be heated to a temperature not exceeding 325° F., and shall be poured at a temperature between 250° F. and 300° F.

(b) Asphalt Filler: The filler shall be an asphalt filler and shall comply with the following requirements:

1. It shall contain at least 98 percent of bitumen soluble in carbon di sulphide
2. It shall have a penetration within the following limits:
   When tested at 32° F. for 1 minute under 200 grams, 10 to 20.
   When tested at 77° F. for 5 seconds under 100 grams, 30 to 550.
   When tested at 115° F. for 5 seconds under 50 grams, 150 to 300.
3. It shall show a ductility of at least 30 centimeters when tested at 77° F.
4. When 50 grams are heated in an open tin to a temperature of 325° F. five hours, the loss shall not exceed one percent, and the penetration at 77° F. of the residue left after such heating must not be less than two-thirds of the penetration of the original asphalt cement before heating when tested at 77° F.

"B"—Sand.[4]—After the rolling is completed, the joints between the blocks shall be filled by sweeping dry, clean sand into them, after which the surface shall be covered to a depth of about ½ inch with fine sand. This sand is to be left upon the pavement for such a time as may be directed by the city, after which it shall be swept up and taken away by the contractor.

When the blocks are laid on streets having grade of 3 percent or over, it is desirable that the blocks be spaced by laying creosoted wood lath of about ⅛ inch thick between each course. The space above the lath shall then be filled with heated crushed stone (containing no dust) and bituminous filler as specified above. The bituminous filler shall first be poured into the bottom of the joint, care being taken to get

[2]This treatment is recommended for yellow pine only. It is probably also suited to Norway pine, hemlock, black gum and tamarack, but not to Douglas fir. Further recommendations on the treatment of these species are reserved for the future.

[3]The committee recommends that the concrete base be at least 5 inches in thickness, and under heavy traffic 8 to 9 inches is recommended.

[4]Sand filler and sand cushion have caused many failures, and where used special care should be exercised.

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none on the surface of the pavement. The crushed stone shall then be swept into the joint and the space around the stone filled with the bituminous filler to the top of the joint. It is essential in open joint pavement to drive the blocks together every four rows to prevent tipping of the individual blocks.

METHODS OF SAMPLING AND TESTING PRESERVATIVE.

Continuous Drip Sample.—Wherever the oil is being loaded or discharged by means of a pump the following method shall be used:

The pipe line through which the material is being pumped shall be tapped on the discharge side of the pump, preferably in a rising section of the pipe line. The sample shall be taken by means of a ½ inch pipe extending half way to the center of the main pipe, and the inlet of the ½ inch pipe shall be turned to face the flow of the liquid. This pipe shall discharge into a barrel or drum of 50 to 100 gallons capacity, and the plug cock regulated so as to secure a uniform stream during the entire pumping of the shipment. The barrel, or preferably the iron drum, should be provided with a small steam coil, sufficient to keep the contents thoroughly liquid. The temperature shall not exceed 120° F. The contents of the barrel or drum shall be very thoroughly agitated and small samples for testing taken immediately. The amount of the drip sample collected shall be not less than one gallon to 1,000 gallons of material handled, excepting in the case of large boat shipments, where a maximum of 100 gallons will suffice.

Storage Tank Samples.—In sampling from storage it is necessary to secure samples from different levels, and where possible this may be done by means of small outlet cocks at regular intervals from the top to the bottom of the storage tank. In such cases, about one gallon of tar or oil shall be drawn from each outlet cock and thoroughly mixed and a portion taken for testing. The stream from each cock shall always be allowed to flow for sufficient length of time to empty the outlet pipe and nipple before commencing to collect the sample.

When tanks have no outlet cocks a vessel having a string attached to the cork may be lowered to measured depth representing a number of the different levels in the tank and the cork removed when the vessel has reached the proper level. These samples shall be combined for an average as above.

(Diagram of Distilling Apparatus. See page 462, 1915 Proceedings, American Society of Municipal Improvements.)

APPARATUS FOR DISTILLATION TEST.

(a) Retorts: This shall be a tubulated Jena glass retort of the usual form with a capacity of 250 to 290 c.c. The capacity shall be measured by placing the retort with the bottom of the bulb and the end of the off-take in the same horizontal plane, and pouring water into the bulb through the tubulature until it overflows the off-take. The amount remaining in the bulb shall be considered its capacity.

(b) Condenser Tube: Any suitable form of glass tubing may be used.

(c) Shields: An asbestos shield shall be used to protect the retort from air currents and to prevent radiation. This may be covered with galvanized iron, as such an arrangement is more convenient and more permanent.

(d) Receivers: Erlenmeyer flasks of 50 to 100 c.c. capacity are most convenient form.

(e) Thermometers: The thermometer shall be of glass, well annealed, and shall undergo no serious change at the zero point when heated up to 400° C. The space above the mercury column shall be filled with gas, either carbon dioxide or nitrogen, and the thermometer shall have an expansion chamber at the top.

The scale shall read for 0 to 400° C., in graduation of 1° C., which shall be etched on the stem.

The tip of the thermometer shall carry a ring for the purpose of attaching tags. The thermometer shall have the following dimensions:

Total length, 375 mm.; tolerance, 10 mm.

Bulb length, 14 mm.; tolerance, 1 mm.

Distance from zero mark to bottom of bulb, 30 mm.; tolerance, 4 mm.

Scale length from zero mark to 400° C., 295 mm.; tolerance, 5 mm.

Diameter of stem, 7 mm.; tolerance, 1 mm.

Diameter of bulb, 6 mm.; tolerance, 1 mm.

When standardized the accuracy of such standardization should be as follows:

Up to 200° C.....to the nearest 0.5° C.
200 to 300° C.....to the nearest 1.0° C.
300 to 360° C.....to the nearest 1.5° C.

ASSEMBLING FOR DISTILLATION TEST.

The retort shall be supported on a tripod or rings over two sheets of 30-mesh gauze, 6 inches square. It shall be connected to the condenser tube by a tight cork joint. The thermometer shall be inserted through a cork in the tubulature with the bottom of the bulb ½ inch from the surface of the oil in the retort. The exact location of the thermometer bulb shall be determined by placing a central rule graduated in divisions not exceeds ⅛ inch back of the retort when the latter is in position for the test, and sighting the level of the liquid and the point for the bottom of the thermometer bulb. The distance from the bulb of the thermometer to the outlet end of the condenser tube shall be not more than 24 nor less than 20 inches. The burner should be protected from draughts by a suitable shield or chimney.

DISTILLATION TEST.

Exactly 100 gr. of oil shall be weighed into the retort, the apparatus assembled and heat applied. The distillation shall be conducted at the rate of at least one drop and not more than two drops per second, and the distillate collected in weighed receivers. The condenser tube shall be warmed whenever necessary to prevent accumulation of solid distillates. Fractions shall be collected at the following points: Up to 210° C.; up to 235° C.; 235 to 315° C.; 315 to 355° C. The receivers shall be changed as the mercury passes the dividing temperature for each fraction. The last receiver shall be removed at 355° C., and drainage from the condenser, etc., shall not be considered as part of the fraction. For weighing the receivers and fractions, a balance accurance to at least 0.05 gr. shall be used. During the progress of the distillation the thermometer shall remain in its original position. No correction shall be made for the emergent stem of the thermometer.

When any measurable amount of water is present in the distillate it shall be separated as nearly as possible and reported separately, all results being calculated on a basis of dry oil. When more than 2 percent of water is present, water-free oil shall be obtained by separately distilling a larger quantity of oil, returning to the oil any oil carried over with the water, and using dried oil for the final distillation. A copper tar still is a convenient means of obtaining water-free oil.

(Diagrams of hydrometer and cylinder. See page 465, 1915 Proceedings, American Society of Municipal Improvements.)

SPECIFIC GRAVITY TEST.

A standardized hydrometer shall be used. A set of two ranges, 1.00 to 1.08 and 1.07 to 1.15, will suffice. The reading should preferably be taken at 38° C. (100° F.), because at this temperature almost all oils are completely fluid.

Before taking the specific gravity the oil in the cylinder should be stirred thoroughly with a glass rod, and this rod when withdrawn from the liquid should show no solid particles at the instant of withdrawal. Care should be taken that the hydrometer does not touch the sides or bottom of the cylinder when the reading is taken, and that the oil surface is free from froth and bubbles. If the specific gravity is determined at a higher temperature than desired, correction should be made by adding 0.0008 to the reading for each degree Centigrade excess of temperature.

COKE TEST.

In making the coke determination, hard glass bulbs are to be used. The test is to be carried out as follows:

Warm the bulb slightly to drive off all moisture, cool in a desiccator and weigh. Again heat the bulb by placing it momentarily in an open Bunsen flame and place the tubular underneath the surface of the oil to be tested and allow the bulb to cool until sufficient oil is sucked in to fill the bulb about two-thirds full. Any globules of oil sticking to the inside of the tubular should be drawn into the bulb by shaking or expelled by slightly heating it, and the outer surface should be carefully wiped off and the bulb reweighed. This procedure will give about one gram of oil. Cut a strip of thin asbestos paper about one-quarter inch wide and about one inch long, place it around the neck of the bulb and catch the two free ends close up to the neck with a pair of crucible tongs. The oil should then be distilled off as in making an ordinary oil distillation, starting with a very low flame and conducting the distillation as fast as can be maintained without spurting. When oil ceases to come over, the heat should be increased until the highest temperature of the Bunsen flame is attained, the whole bulb being heated red hot until evolution of gas ceases and any carbon sticking to the outside of the tubular is completely burned off. The bulb should then be cooled in a desiccator and weighed, and the percentage of coke residue calculated to water-free oil.

FLOAT TEST.

Method: The float apparatus consists of two parts, an aluminum float or saucer and a conical brass collar. The two parts are made separately, so that one float may be used with a number of brass collars.

In making the test, the brass collar is placed with the small end down on the brass plate, which has been previously amalgamated with mercury by first rubbing it with a dilute solution of mecuric chloride or nitrate and then with mercury. A small quantity of the material to be tested is heated in the metal spoon until quite fluid, with care that it suffer no appreciable loss by volatilization and that it is kept free from air bubbles. It is then poured into the collar in a thin stream until slightly more than level with the top. The surplus may be removed after the material has cooled to room temperature, by means of a spatula or steel knife which has been slightly heated. The collar and plate are then placed in one of the tin cups containing ice water maintained at 5° C.,

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and left in this bath for at least 15 minutes. Meanwhile the other cup is filled about three-fourths full of water and placed on the tripod, and the water is heated to any desired temperature at which the test is to be made. This temperature should be accurately maintained and should at no time throughout the entire test be allowed to vary more than one-half a degree Centigrade from the temperature selected. After the material to be tested has been kept in the ice water for at least 15 minutes, the collar with its contents is removed from the plate and screwed into the aluminum float, which is then immediately floated in the warm bath. As the plug of bituminous material becomes warm and fluid, it is gradually forced upward and out of the collar until water gains entrance to the saucer and causes it to sink.

The time in seconds between placing the apparatus on the water and when the water breaks through the bitumen is determined by means of a stop watch and is taken as a measure of the consistency of the material under examination.

The Banker and Our Business Problems

An Address by Edward N. Hurley, Chairman of the Federal Trade Commission, Before the Annual Meeting of the Ohio Bankers' Association at Columbus, Ohio, September 13, 1916

I am glad to meet with you here today because I have something to say to you. We stand face to face in this country with great business problems of pressing urgency. As patriotic men of affairs in intimate touch with manufacturing and merchandising interests of the nation you have your part to play and your duties to perform in the solution of these problems. I am, therefore, pleased to have this opportunity of briefly discussing some of them with you.

INDUSTRIAL CHANGES IN EUROPE

When we think of Europe we think of a continent engulfed in war, devastated and disordered, but I want to say to you that we must correct that conception. While in many respects we know little of what is going on in the warring nations, we do know that within sound of the guns, almost within reach of the falling shells, Europe is reorganizing her industries. Under the stress of a life-and-death struggle every effort is being made to obtain the highest efficiency in the production, the distribution and the use of commodities of all kinds. Conservatism in industrial ideals and methods has been blasted and shattered to pieces in the shock of war, old systems that normally would have hung on for years have been discarded in a day, old equipment that would have been retained for years has been scrapped as fast as possible for new installations of the most advanced types. New processes are being discovered, new inventions are being made, and new forms of organization are being created. Let me illustrate. Industrially, France has been preeminently the land of small-scale, highly individualized production, but she now lacks human hands. In France little farms that for generations have been farmed practically by hand or with the aid of a horse or two, are being thrown together and farmed co-operatively by tractors, gang plows and modern agricultural implements. France must rely on machinery. Her business men are studying and are applying American systems of manufacture in factory construction, in equipment, and in large-scale, highly systematized production.

England industrially has been preeminently the land of yesterday. Conservatism was the dominant characteristic of British business. While Massachusetts was making textiles with automatic looms under conditions that permitted one operator to tend from 16 to 24 machines, Lancashire clung to old equipment and conditions under which one operator could tend but 4 machines But at last England is aroused, and today American books on efficiency and scientific management are being bought by the hundred and studied all over England. The war has compelled Great Britain to make thirty years of industrial progress in thirty months.

Before the war Germany was probably the most highly organized and efficient manufacturing nation in the world, but in Germany organization and efficiency have been still further developed, and, no matter whether victorious or defeated, the Germany that emerges from the war will be years ahead of the Germany we knew in 1914.

COMMISSIONER EDWARD N. HURLEY, WASHINGTON, D. C.

WE MUST KEEP STEP.

These changes are of great concern to us. We may not realize this today, because things are coming our way now, but we must look ahead to the future conditions we must prepare to meet. Almost before we know it we will find a new Europe competing against us with war-sharpened brains and war-hardened muscles, not only in our foreign markets but also right here at home. If our industries are not to be caught slow of mind and flabby of muscle we must improve our business organization. must increase our manufacturing and merchandising efficiency and must keep pace with every step in Europe's industrial progress.

In considering our position after the war, I wish to talk chiefly about what we must do here at home, but I cannot talk to you on this subject without first referring briefly to what we must do in our foreign business. Next to England we have the greatest foreign trade of any nation in the world. Our exports and imports reach billions of dollars in value. Gentlemen, we must keep and expand that great trade. It means the full tide of prosperity for our factories and farms. It means the best comforts and conveniences of modern civilization for the families and homes of this country. But if we are to keep that trade and make it grow as a healthy business should grow, we must have the organization and the facilities needed. The government is alive to this fact Through the shipping bill it is striving to improve our merchant marine. The Webb-Culberson bill, which has passed the house and which I hope will pass the senate in December, will legalize co-operative joint exporting agencies by American manufacturers and producers, even among competitors, and will enable Americans to compete on more nearly equal terms with the powerful combinations of foreign manufacturers that play so large a part in international commerce. Through the Federal Reserve Act and the amendment thereto that has just been made law, American banks can now deal in foreign drafts and acceptances and can co-operate with each other to engage in foreign trade banking. Thus the government is doing its part; now the business men of this country must do their part, and gentlemen, you must do yours.

THE BANKER AND OUR FOREIGN TRADE.

One of the most significant factors in foreign trade is the banker. As the wonderful foreign trade of Great Britain developed, British banks established branches and agencies all over the world. British foreign trade banks do business, for example, not only all over South America, the Orient, the East Indies and all along the coast of Africa, but far inland as well. There are branches of British banks 300 miles up the Niger, 800 miles up the Zambesi, and 1000 miles up the Nile. When Germany began her "drive" for foreign trade she established her own banks in South America, Africa, the Orient, and the Levant. She understood the necessity of having her own banks in foreign markets if her importers and exporters were to finance their shipments as they wished, were to have the credit information needed, and were to extend the credits required.

So far as the United States is concerned we are almost without foreign trade banks of our own. Only one bank has gone into this business on any extensive scale and it has only begun. The total capital and reserves of the 57 British overseas banks exceed $500,000,000. Excluding the Bank of England, these 57 banks have a greater total capital and surplus than the 56 domestic banks of the United Kingdom with their 8,000 branches. On the other hand, although our domestic banks, loan and trust companies have a capital and surplus of $3,400,000,000, which equals that of all the domestic banks of all the rest of the world combined, the capital and surplus represented in our oversea banking is less than $7,000,000. And that condition exists in the face of the fact that our foreign trade is the second greatest in the

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world, is valued in billions of dollars, and calls for tremendous banking and financial transactions every day. This means that we are permitting our commercial rivals to do our foreign banking for us and to obtain the profits and commercial advantages that naturally result.

To establish foreign branch banks and agencies, to place at the disposal of our exporters American financial facilities instead of compelling them to depend on British, German and French, to give the necessary information of foreign credits, and to assist our exporters and importers to finance their transactions—all this is the province of the American banker. That is his part in the organization of American business, so as to hold and extend our foreign trade. It is not merely a duty. It is an opportunity. It means more business and more profits for our banks. For example, British and German foreign trade banks are well paid for carrying the credits of Latin American merchants and importers. British banks annually earn some commission or make some profit on every dollar of the nine billion dollars' worth of international bills drawn on London.

FOREIGN TRADE OPPORTUNITIES OF INLAND BANKERS

This is not merely the opportunity of the bankers of the coast cities. Inland bankers have their foreign trade opportunities, and you have yours right here in Ohio. In Cleveland, Cincinnati, Columbus, Toledo, Dayton, Springfield, Akron, Youngstown, Niles, Canton, Newark, Marion, Shelby, Mansfield, Hamilton and other Ohio cities overseas trade is growing rapidly and export shipments are made constantly. Furthermore Ohio merchants and manufacturers import millions of dollars worth of commodities every year. I presume that Akron alone buys one-fourth of all the crude rubber of the world. All these transactions involve the services of bankers. In short, gentlemen, foreign trade banking business that you ought to handle passes your doors every day on its way to New York or London. This war has thrown the spotlight on the opportunity; the government has opened the door; it is now up to you.

THE BANKER AND MORE EFFICIENT DOMESTIC BUSINESS

Important as our foreign trade is to us, our domestic business is far more important, and I am deeply desirous of seeing it placed on the footing of efficiency that we must attain. You may say that this is the problem of the manufacturer and the merchant, not of the banker, but, gentlemen, as I see it, you bear a heavy part of the responsibility for that problem and you must do your part in its solution.

BETTER COST ACCOUNTING ESSENTIAL TO EFFICIENCY

Among the essentials of efficiency in any business, correct and adequate knowledge of that business is the first That is the foundation, and the corner stone of a knowledge of business is the knowledge of costs. But the unfortunate fact is that a large proportion of the business men of the country do not know their costs accurately. Most of the big companies have good cost systems, but thousands of the smaller concerns have neither adequate nor accurate cost accounting.

Many concerns that report to the Federal Trade Commission manufacture four or five different articles. In these reports we ask them to give us the sales of each product separately, and nine times out of ten they cannot do more than give us the total for all their products together. If they do not departmentalize their sales accounts they certainly do not departmentalize their costs; hence they make prices on particular articles without knowing what those articles cost. Since they cannot tell where they are making money and where they are losing it, they cannot tell where to introduce economies.

Another still more serious feature of the situation is the fact that out of the 60,000 corporations that report an annual income of $5,000 or over, half do not charge off a single penny for depreciation. Obviously their cost systems are neither adequate nor reliable. They even go on paying taxes to the government on inflated values and inflated earnings. But no business knows its true condition till it has made allowance for depreciation, and no cost of production is a true cost which does not include depreciation of plant and equipment.

It is not the intention of the Federal Trade Commission to assume the attitude of scolding business men. We understand how these conditions have come about. But do you not think it is time for someone to call the attention of the business community, and particularly the bankers, to the significance of these facts?

THE FEDERAL TRADE COMMISSION AND COST ACCOUNTING

The Federal Trade Commission is doing all it can to help in this matter. In the first place we have prepared two pamphlets giving plainly and briefly the fundamentals of cost accounting, one for manufacturers and one for merchants. Thousands of requests are coming in for these pamphlets. We are surprised at the earnest response.

In the second place, the commission is cooperating with many trade associations which are endeavoring to get their members to adopt sound accounting systems. We send our experts to meet with them and discuss the features of cost accounting that are peculiar to the particular industry. We tell them to work out a system of cost keeping. When they bring it in the commission will counsel with them and will approve it as a basic system for that industry. With this general standard officially approved, details to vary, of course, with the individual companies, the association has a strong argument to bring its members into line with sound accounting.

Such co-operation in order to put our industries in possession of the facts of cost is a vital function of the trade associations; for only when correct cost systems are generally in use can an industry intelligently attack the problem of improving scientifically its methods of production and distribution. This kind of co-operation counts most, and it can look the anti-trust laws squarely in the eye. Let me say right here that I do not believe in agreements to fix prices. I have no sympathy for associations or combinations that attempt it. In the first place it is illegal, and in the second place, even if it were legal, it would still be a bad thing. It simply covers up inefficiencies instead of getting rid of them. It is not a remedy for the disease that ails business. It is merely an opiate.

THE BANKER AND COST ACCOUNTING.

You bankers have an interest in every movement that makes for the welfare of American business and the general prosperity of the public, for that welfare and that prosperity constitute the security for your loans. But you have also a public responsibility, which I am sure you are proud to acknowledge, for the wise and healthful distribution of capital among the enterprises of the country. It is to your interest and is a part of your responsibility to do your share toward bringing about better knowledge of business costs and higher efficiency in business.

Suppose three manufacturers come to your bank for loans. Smith lays before you his cost sheets. They are detailed and clean cut; he explains some recent economies they have taught him. He shows you his balance sheet. He has a carefully considered depreciation charge. He shows just what that business is worth, and you know he is right. Brown's cost sheets are very general. They don't give him a real analysis. He doesn't carry any depreciation charge; but guesses he ought to a says that when a good business year comes along he will write off four or five thousand dollars. Then Jones comes in. He says he hasn't any cost system; it costs more than it's worth; besides he knows what his goods cost him, carries it in his head. When you speak of depreciation, he asks, "What's that?"

Now, what are you going to do with these three types of manufacturers? The Smith type, of course, gets his loan. But what is your duty to Brown and to Jones? If you give them a loan, don't you think you ought to condition it upon the establishment of an accounting system that will show their real costs and their real financial condition?

I think you ought to do this not simply for their sakes and to protect your loan to them, but to protect your loan to the man who is sound and to protect business as a whole. For the man who does not know his true costs is just the man who prices his goods foolishly, and thereby impairs the business of his sound competitors at the same time that he ruins his own. Too low price-making, based on guesswork or on partial costs, is a menace to sound business. Please understand me, the menace is not in underselling, for a business concern must expect to face the low prices that are due to efficiency. But even the most efficient concern may not be able to meet cutthroat prices based on ignorance.

A PLAN TO INSURE BETTER COST ACCOUNTING.

Let me outline, in closing, a suggestion which it seems to me will go far to enable the bankers of the country to give intelligent help in the movement for business efficiency. I hope that in the not very distant future each industry in this country will have developed a basic cost system that will fit its particular needs; that the question of a reasonable and adequate basis for depreciation will be worked out for each industry; and that these basic systems will be approved by the Federal Trade Commission. Moreover, I hope that it will be possible for any public accountant, by conforming to certain tests and rules laid down by the Federal Reserve Board, to have a United States registry.

Under this plan the balance sheet of tomorrow, as presented to a banker, will have the certificate of a public accountant and, in addition, bear a registration stamp or number of the Regional Reserve Board. When this is brought about the banker will be particularly benefited. It is a well known fact that the certified public accountants are willing and ready to do their part in seeeing that the banker is presented with a statement or balance sheet that will show the real facts in regard to a particular concern whose books they may have examined. The trouble is that many manufacturers are unwilling to agree with their accountants as to what amount shall be charged off to depreciation. When a public accountant attempts to make a proper charge for this, he is confronted by the manufacturer with a state-

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ment like this: "My machinery and building are as good as they were ten years ago, and your charge for depreciation is too high." The accountant, although anxious to do what is right, realizes that unless he is willing to agree with his client he is likely to lose him, and compromises by charging off an insufficient amount for depreciation. The next year similar conditions arise; and after this has continued for two or three years, it is a very hard matter to treat this item in such a way that the balance sheets will be on a correct and sound basis. But when we have an officially approved basis for depreciation in that manufacturer's industry, the accountant and the banker working together will be able to bring the manufacturer into line.

I do not want you to get the impression from this that I am advocating that all books should be kept under governmental supervision, nor that public accountants should not be allowed to certify business accounts without a United States registry. But if a public accountant has his registry number, and if the manufacturer complies with the fundamental system, then let the accountant make and seal his certification in his capacity as a United States registered accountant.

My suggestion may not be popular, and I appreciate that many criticisms will be aimed at it by business men, and even by some accountants. But, gentlemen, when we are confronted by such conditions as I have outlined, don't you think something of this kind ought to be done?

In my judgment, such a system of accounting and certification would give much greater assurance to national, state and private banks in financing the business of the United States and would go far toward developing the efficiency and financial soundness that are imperative for the industrial future of this nation.

Establish such a system; add to it all that can be gained through co-operation in trade associations for greater economy and intelligence in production and distribution; stabilize our industry and increase our prestige by taking advantage of the new legislation for advancing foreign trade; and you have a program which will prepare American business to face the reorganized industries of Europe.

As for the bankers, I am certain that they will carry out their part with honor. A program such as we have been discussing implies full confiednce in their integrity and fairness, and I know that this confidence is abundantly justified.

"The Utilization of Southern Pine Mill and Woods Waste"

Address by Howard F. Weiss, Director, Forest Products Laboratory, Madison, Wisconsin. Prepared for the Salesman's Conference of the Southern Pine Association, St. Louis, Mo., June, 1916

To make something from nothing is impossible. There are some who feel that the practical utilization of southern pine waste is on a par with this statement. While the problem of successfully using such waste is a complex one, nevertheless, it is felt that much can be done towards its solution. Encouragement comes when we realize that the average length of a board in final place is about 4 feet. Furthermore, the problem is of such enormous magnitude that a strenous effort to successfully solve it must be made. From some measurements of the amount of waste in southern pine operations, it appears that only 31 percent of the standing forest is marketed as lumber. One thousand feet board measure of lumber represents 83 cubic feet of wood and to produce this 83 cubic feet it is necessary to destroy 268 cubic feet.

Now, then, this 31 percent of the standing timber has to pay all costs for promotion, protection taxes, logging, milling, depreciation, the salaries of salesmen and, in addition, a profit to the owner. I believe you will admit that this is a tremendous burden to ask lumber to carry by itself, and it is this factor which is largely responsible for many of the difficulties the lumber industry has been and is having. Then again, there is little likelihood that any of these cost items will come down. In fact, the tendency is for them to advance.

THE PROBLEM DIFFICULT.

Furthermore, the price of lumber can not rise appreciably above past levels because of competition with other materials. The problem, therefore, which the manufacturers of southern pine lumber have to face is a most difficult one and any method which will distribute the burden of over-head and operating costs over more than 31 percent of the standing forest is worthy of most serious consideration.

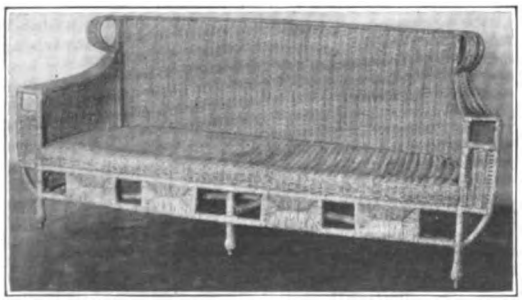
It is gratifying that much progress in the utilization of waste has been made and several of the lumbermen in this association are now successfully working their waste into commercial products at a profit. But even under the most efficient management, there is much which yet remains to be done. It is the purpose of this paper to briefly analyze the waste situation and to suggest certain remedial measures,

HOWARD F. WEISS, DIRECTOR FOREST PRODUCTS LABORATORY, MADISON, WIS.

Many important details must of necessity be eliminated.

AMOUNT OF WASTE NOW PRODUCED.

If we assume that the total annual lumber cut of the United States is 40,000,000,000 feet, our sawmills produce about 62,000,000 cords of waste containing 100 cubic feet of solid wood each. Of this amount, approximately 24,000,000 cords are produced in the mill and 38,000,000 cords in the forest. In southern pine we may assume that the annual cut is approximately 16,000,000,000 feet and that the total waste now occurring in your industry approximates 25,000,000 cords.



COUCH MADE OF SPUN PAPER REEDS WOVEN OVER A WOOD AND RATTAN FRAME.

PRESENT METHODS OF UTILIZING SOUTHERN PINE WASTE.

Present methods of successfully utilizing the waste of southern pine may be roughly divided into two large divisions. First, mechanical utilization or the manufacture of wooden articles; second, chemical utilization, or the production from wood of products other than wood. It is with the former that you gentlemen can be of greatest assistance to your industry.

Southern pine woods waste is now being utilized for the manufacture of cross-ties, fence posts, mine timbers, small poles and poles and piling, pulpwood and cordwood. According to our records, southern pine mill and factory waste is now being used in the manufacture of 287 separate classes of articles, as shown in Table 1. It is my suggestion that you gentlemen study very carefully the various articles listed, as this may furnish you with suggestions for more satisfactorily solving the disposal of the waste of your company. I regret that I do not have information at present, on the sizes of the various pieces of wood used in the articles mentioned or specifications giving the quality of wood required.

The chemical utilization of southern pine waste has also made gratifying progress. The most important processes now in successful operation are: the destructive distillation process which converts the waste into turpentine, wood oils, and charcoal; the extraction process which converts the waste into turpentine and rosin: the sulphate process whereby southern pine waste is converted into kraft paper; and, the ethyl alcohol process which produces ethyl (grain) alcohol. This is not the place to enter into a discussion of the technique of these processes but from a hasty inventory, it appears that 250,000 cords of southern pine waste are now being used annually by the processes just mentioned, or, roughly, about one percent of the total waste of the southern pines.

It is of interest to note that the chance for extending these processes is very good, par-

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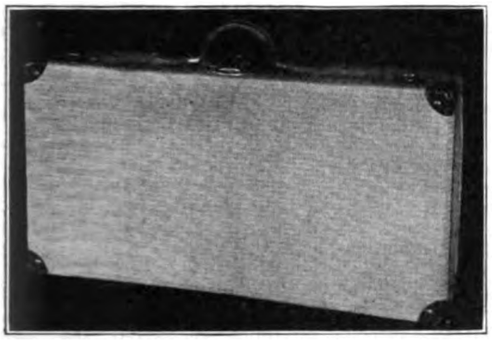


SUIT CASE MADE OF SPUN PAPER MATTING. THIS MATTING HAS A COTTON FILLING.

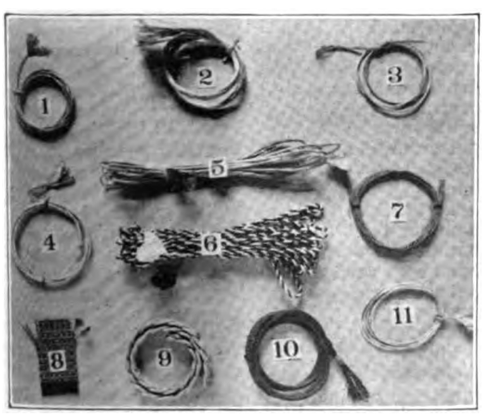
ticularly in so far as the manufacture of paper and fiber products, grain alcohol and rosin are concerned.

ARTICLES MADE FROM "WOOD WASTE."

I want to show you some articles which can be made from wood waste, in order that your conception of the value of wood may be broadened. It is my firm conviction that it is in the production of articles like these that the future of wood utilization looks brightest, and that such increased production will revolutionize the profitableness of timber operations. (Mr. Weiss exhibited here kraft paper, paper twine and rope, onion sacks, coffee bags, barrel tops, fiber rugs, silk cloth, silk stockings, sausage cases, and a number of other articles made from wood.)

SUGGESTIONS TO IMPROVE THE WASTE PROBLEM.

After this brief consideration of the importance of the waste problem, the amount of waste now occurring, and the extent to which it is being used, I wish to discuss with you certain suggestions, which if made effective would, in my judgment, greatly increase the returns now derived from the utilization of southern pine waste. The problem is so big, reaching not only into the field of salesmanship but into manufacturing efficiency and science, that you gentlemen can not be held responsible for its solution, but you can, undoubtedly, do much to assist in its solution. In addition to your efforts it is absolutely necessary for both the manufacturers of pine lumber and for technical workers to devote much brains and money to it. Do not feel that I advocate converting you lumber salesmen into drummers for babies' silk stockings or ladies' dresses. You are too old for that. These processes when finally established will require a specially trained corps of salesmen; for example, the products of the paper mills will be sold by paper salesmen but all of you will be working in a common cause—the increased utilization of wood. I believe that your field lies in pushing a better utilization of wood along the mechanical lines mentioned above.



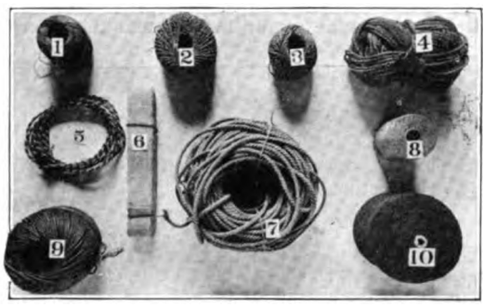
TWINE AND BRAIDS MADE FROM SPUN PAPER PRODUCTS: ALL OF AMERICAN MANUFACTURE.

INTENSIVE STUDY OF WOOD REQUIRED.

The specific suggestions to improve the utilization of southern pine waste which I wish to consider with you are: First: An intensive study should be made of the kinds, dimensions and quality of wood required by the various wood using industries.

As a rule, salesmen of lumber are not sufficiently informed in regard to the manner in which lumber is finally worked by the wood using industries, and I believe that many salesmen would strengthen themselves if they studied the operations of various wood using factories and saw with their own eyes the manner in which boards are cut and used. It is along this line that I believe you can be of greatest assistance in the solution of the southern pine mill waste problem. You can by such study collect a fund of information in regard to the dimensions and quality of wood required by the wood using industries which if reported to your association or to your concern would undoubtedly suggest ways and means of disposing of much waste now produced.

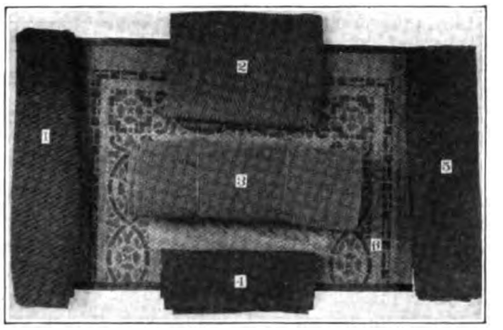
It might interest you to know that the United States Forest Service has established in Washington what is known as a "Wood Waste Exchange." It has listed the names of various manufacturers who have waste to sell and also the names of various consumers who wish to purchase waste. These lists give the names of the concerns, the kinds of woods they require, sizes, and quantity annually consumed or produced. I believe the lumber associations of the United States would profit by building up similar lists for their own special requirements, making it available to all of the manufacturers who belong to the association.



SAMPLES OF CORDAGE MADE FROM "WOOD WASTE" MANUFACTURED IN THE UNITED STATES AND IN SWEDEN.

At the risk of making myself unpopular with the lumber secretaries who are already comfortably occupied, I think that the problem of successfully utilizing wood waste is of sufficient importance to justify their association in employing a man who could specialize on this problem and who would report to the association facts and figures concerning market for waste. It is my judgment that this procedure would prove more effective than placing the responsibility upon the salesmen, since the question of wood waste utilization is a special one and requires concentrated and continuous application.

The second suggestion to bring about improvement in the utilization of waste, is that greater attention should be given to the manufacture of lumber. In other words, this phase of the problem belongs to the manufacturing rather than to the sales end of the lumber business. I allude specifically to the cutting of log lengths, to the sawing of lumber, to careless edging, trimming and planing, improper and careless kiln-drying and yard seasoning, etc. Let me illustrate:



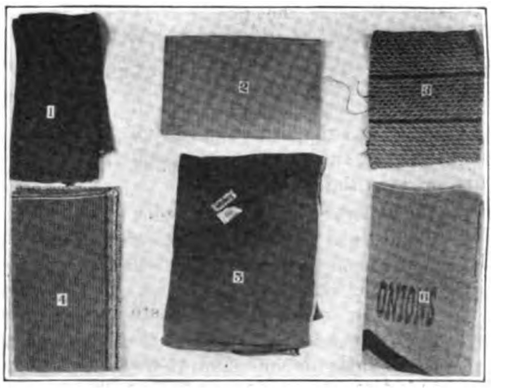
FLOOR AND WALL COVERINGS MADE FROM WOOD WASTE.

In a study which we made at two sawmills in Oregon which manufactured Douglas fir we found that at one mill planing 4/4 C-select, the planer was fed at the rate of 150 feet per minute, the blades making 2,800 revolutions per minute. At the other mill manufacturing the same kind of lumber, the speed of feed was 73 feet per minute, the planer making 3,400 revolutions. The degrading at the first mill attributed to the machine was 70 cents per thousand and in the second 10 cents.

It is estimated that lumber manufacturers lose annually about $33,000,000 due to improper seasoning and kiln-drying of their lumber. We made a study of the extent of depreciation in air-seasoning lumber at a western yellow pine mill and found that the 4.4-B-select western yellow pine depreciated 15.2 percent in air-drying representing a loss of 6.19 per thousand. Some tests made at another mill in the same locality where the lumber was carefully graded and where greater care was taken by the management in properly piling the lumber, the loss for the same grade of boards was only 2.6 percent or $1.13 per thousand. Another study was made in a sugar pine mill in California which showed excessive losses in air-drying. I give below a table showing what was found in this study. You will note that the deterioration of the No. 1 and 2 clear sugar pine amounted to $17.90 per thousand.

TABLE 2.

Cause of Deterioration	Amount Ft. B. M.	Percentage of Pile	Percentage of Deterioration	Loss per M
No deterioration	1,380	24.5	0	0
Check	426	7.5	9.9	$1.77
Check and stain	178	3.1	4.2	.75
Blue stain	2,917	51.7	68.2	12.21
Stain and pitch	121	2.1	2.9	.52



BAGS AND BAGGINGS MADE FROM WOOD WASTE: BOTH AMERICAN AND SWEDISH MANUFACTURE.

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Stain and hookholes	37	.6	.9	.16
Stain and flume	115	2.0	2.7	.48
Pitch	145	2.5	3.5	.63
Flume damage	208	3.8	4.6	.82
Hookholes	57	1.0	1.3	.23
Cross grain	73	1.2	1.8	.33
Total	5,657	100.0	100.0	$17.90

Unfortunately we have not conducted studies of this kind in the Southern pine region so I am not able to give you specific figures from your locality, but I feel that if you would examine critically into the deterioration or loss of your lumber caused by improper manufacturing, kiln-drying and piling you would be astonished at what is now occurring.

CO-OPERATION TO PREVENT WASTE.

As our third suggestion: I believe the lumber manufacturers should co-operate more closely with the manufacturers of wood working machinery in the development of machines to reduce the cost of handling and manufacturing waste. While in specific instances this co-operation is close, I believe it is not close enough and that if the lumber manufacturers worked more closely with the manufacturers of wood working machines greater progress in the successful utilization of waste would result.

One of the most difficult problems to be solved in the successful use of waste, is the elimination of excessive costs for handling waste. When waste is handled by hand, the cost of making a product from it is frequently as high that little or no profit can be realized. Lumber manufacturers through their associations, should call their specific problems to the attention of these wood working machinery concerns and encourage them in testing out such machines, as they may develop.

UNIT COST KEEPING SYSTEM.

My fourth suggestion is that an effective unit cost keeping system should be adopted which will give the manager a sharp knowledge of the cost at all stages in manufacturing lumber. Without such a knowledge, a business cannot be run most successfully. At this point, I wish to call to your attention the results of two tests we made to determine the rate at which lumber is sawed from large and small logs and the cost per thousand feet of manufacturing lumber from such logs. I might state that these tests were made at two different sawmills, a stop-watch being kept on the various stages of the operation and where no change in the regular method of sawing was made. The first study was in a Douglas fir mill sawing grade 2 logs 24 feet long. It furnished the following data.

Sound Douglas Fir.

Mostly 2-inch stock but a little 1-inch stock and a few timbers cut uniformly from logs of various sizes.

Diameter of Logs ins.	Rate Production per Hour	Cost per M Net Lumber Tally
12	4,860	$5.70
30	8,820	3.09

Another test make at a hardwood mill in the south where the stock was sawed into 1-inch lumber gave the following data:

Sound Red Oak.

Plain sawn 16'. Mostly 1" stock but a few ties.

Diameter of Logs ins.	Rate Production per Hour	Cost per M Net Lumber Tally
15	3,215	$2.37
25	4,581	1.66

Of course the process of sawing logs into lumber is simply one stage out of several which ought to be studied. It is my feeling that if such an accurate analysis of logging and milling costs were made, it would result in materially modifying the products into which many logs are now sewed, and would assist in the solution of the wood waste problem.

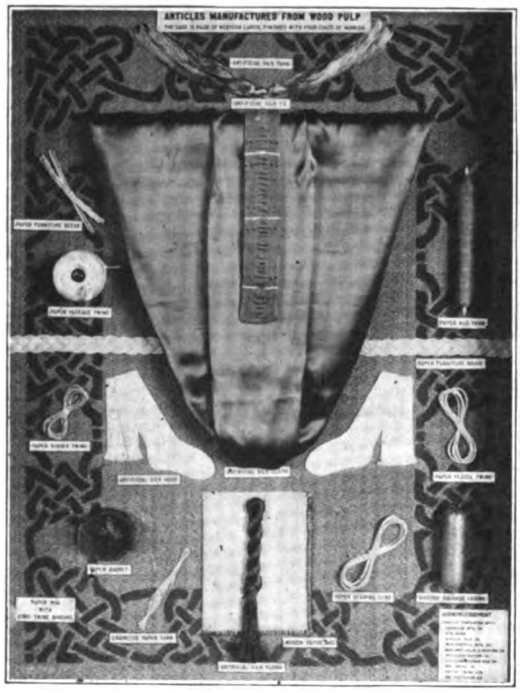
DEMAND FOR SCIENTIFIC STUDY.

The fifth suggestion is that lumbermen should take an active interest in and co-operate closely with, all institutions that are scientifically studying the manufacture of merchantable products from wood. I have in mind such institutions as the one I represent. I believe that by a closer co-operation much more could be accomplished in reducing the losses now occurring in the manufacture of lumber through the production of inferior lumber and waste.

It is my feeling that not only should the lumbermen make it a point to co-operate very closely with such technical organizations already established, but that they should have institutions of their own which would study their specific problems.

USING "WOOD WASTE" PRODUCTS.

My sixth and last suggestion is that the lumbermen should encourage the purchase and use of all articles made from wood waste in so far as they can. I have in mind, for example, such articles as the wooden box and paper twine made from mill waste. Such use on the part of the lumbermen themselves will encourage concerns struggling to manufacture wood waste, and will in the long run react to the direct advantage of the lumber manufacturers.



ALL THE ABOVE SAMPLES MADE IN THE UNITED STATES EXCEPT THE SAUSAGE CASE WHICH WAS MADE IN CANADA, THE ENAMELED PAPER YARN MADE IN ENGLAND AND THE ARTIFICIAL SILK FLOSS AND YARN MADE IN GERMANY.

Articles Made from Wood Waste.

apple crates
art fence material
auto repairs
art mouldings

barrel heads
balls
balusters
barn sash
base blocks
basket covers
basket bottoms
banana drum heads
braces
barbed wire spools
bed slats
bed bolsters
beehive frames
berry trays
blue blocks
blinds
blocks
blocking
boxes
box heading
box partitions
box ends
box cleats
box shooks
bacon boxes
battery boxes
ballot boxes
brackets
bridging
book racks
brake and head blocks
brake shoes
brush backs
building sills
bushel crates
bundled kindling wood

cabinet trimmings
cabinet work
cabbage crates
camp stool legs
car repairs
car blocking
carvings
ceiling
chair stock
cheap mantles
chicken feeders
churn dashers
cider mill crates
cleats
clothes racks
clothes poles
clothes dryers
corner blocks
corner moulding
column members
crates
crate ends
crating stock
cripple posts
culverts
curtain rollers
cupboards

deck filling
destination signs
display fixtures
dowels
dowel pins
door cases
door cleats
drawers
drawer cases
drawer bottoms
draft timbers
drum bottoms
dust boards

embossings
engineer stakes

fancy cut windows
fence pickets
fencing
finishing
firewood
fireless cookers
fireproof blocks
firebrick crates
flag poles
flower stands
flower boxes
flooring
floor blocks
floor fillers
floor sweeping compounds
foundry moulds
freight car repairs
friction blocks
fruit crates
furniture novelties
furniture veneer cores
furniture dimension
fuel
gymnasium apparatus

garden sticks
grain doors
grain screens
grain thresher parts
grain markers
grain strips
grade stakes
grave markers
grating slats
grill work
gutter brackets

hames
head blocks
hammer handles
handles
hand corn seed graders
harness

quarter round mouldings

medicine cabinets
metail ceiling strips
mine blocking
mine caps
mine doors
moulding

onion crates
ornaments
outriggers

rails (vehicles, etc)
railroad shims
refrigerator car parts
roofing slats
rosettes
running boards
running board saddle blocks

saw bucks
salt meat shipping boxes
screen mouldings
sash
screen door stock
screen slides
short spring packing
shelving
shingles
shovel blocks
short car flooring
show case fixtures
single trees
silo parts
sidewalk sills
slats
slack staves
slack heading
stools venner cores
small school desks
small display fixtures
small brackets
small show cases
small turnings
small cabinet work
small machine parts
small dimension
small water tanks
small pigeon holes
small furniture novelties
small window sash
soda water cases
spokes
spindles
spring boards
spools
spring boxes
stair wedges and keys
step ladders
squaring frames
swings
survey stakes
surveyor's hubs

tables
tail gates
tent stakes
thin lumber
thin ceiling
tie plugs
tiling strips
tobacco sticks
tongue blocks
toy building blocks
tops
transfer cases
track shims
tray stock
trimmings
turnings
turned balusters

vehicle bodies
veneer door cores
veneer cores
verticle file cases
V-crimp roofing sticks

wagon grating
wagon pins
wagon stakes
wagon box cleats
wagon box cleats
walking board cleats
washboards
washing machine pins
wedges
window beads
window stops
window jambs
window screens
wire cleats
wire reels
wheelbarrow parts
wood washers
wrecking blocks

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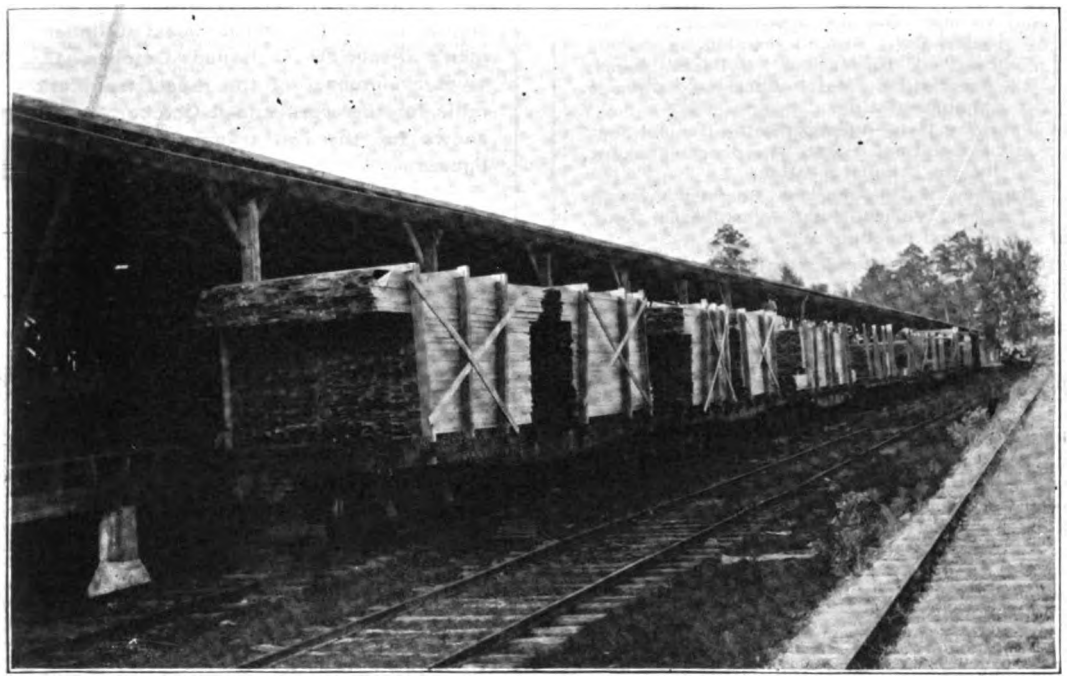
Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

Demand for factory products has kept up right through the month and from all appearances will not show any falling off until the holidays, if then. While the lumber trade, of itself, is not particularly active, the sash and door demand is unqualifiedly so, a condition of affairs that does not often occur. For several months the sash and door men have been well occupied in prosecuting their affairs and are looking forward to an equally good period of activity in the next month. One or two advances in price have been made in the last few months, but manufacturers state that there is a prospect of further advances because of the strength shown in window glass and the higher prices of raw material, generally caused by car shortage.



THE ABOVE VIVIDLY ILLUSTRATES THE ACTUAL BOX CAR SITUATION IN ARKANSAS.

Some nervousness is felt because of the foreign situation and securities are inclined to be unsettled and hence business men are not making plans very far ahead. The presidential campaign has caused some distraction and as a rule the average buyer is not going far afield in the volume of his purchases.

In the Retail Trade.

The retail business in the smaller centers is falling off to some extent, as not so many new buildings are being put under way. However, there are many structures that are now ready for their interior trim, doors and windows and this is what is causing much of the current activity. Besides, stocks in the retail yards have run down to very small proportions and with car scarcity and the natural desire to insure against a further advance in price, the dealers are buying somewhat more liberally and are stocking up in a conservative way.

The Firmness in Prices.

As a usual thing it has been difficult to get the sash and door distributing trade to think and act alike as regards values, but within the recent month there has been a considerable change for the better. Those distributers who have been accustomed to shade their quotations whenever there was an order in sight are now assuming a slightly different attitude. They see that the goods they are selling cannot be replaced at less than they were purchased for and have gradually arrived at the conviction that the market is in a substantial condition and likely to go a little higher. Discounts that were in effect October 1 are still ruling and on lots less than 100 openings, are as follows: No. 1 and 2 doors, 69 percent; No. 3 and painted doors, 64 percent; white pine mouldings, 55 percent; glazed sash, 73 percent. For over 100 openings the discounts are, generally speaking, about 1 percent additional to the above.

The Window Glass Market.

There is a feeling of relief in the trade over the general improvement seen in window glass, perhaps due to the fact that the factories are starting up at this date and there will be a general filling out of consumers' assortments, now badly broken. For some time past the reduction in stocks has been going on very rapidly until there is little of the staple sizes available. According to the latest reports A single strength window glass, first three brackets, is selling at 88 off; B single strength at 90 off. In double strength A is quoted at 88 off and B at 89 off. Plate glass is ruling very strong on account of low stocks and also lack of importations. The price is now about two and a half times that ruling the first of the year, the ruling discount now being 87 percent off.

Southwestern Trade Reports.

Owing to the practical crop failure in the southwest, sash and door men are rather astonished, as well as pleased, to witness the excellent business coming to them. Not for several years has the trade at this season been as good at Kansas City or St. Louis, demand being largely for country delivery and mostly special work. Business throughout the far southwest, owing to the high prices derived for grain, is fairly good and the lumber trade is coming in for its share of the better trade. The factories are, therefore, well filled up with orders, mostly of the smaller size and in special work. The market on both doors and sash is quite firm, prices being based on about the same level, with freight differentiated, as are ruling over the rest of the country.

Pacific Coast Market.

Door men on the coast say that they are not able to ship their stock, owing to the car shortage, but their business is fairly good. There has been considerable inquiry for eastern shipment, both at Tacoma and Seattle, especially for fir doors, and if there were cars available the factory men believe that they could do a splendid business. At the pine door mills in California, operations are proceeding steadily and demand is reported fairly heavy, but shipments are being greatly retarded. Some complaint is heard at San Francisco because of the inability to raise prices on local deliveries on doors and millwork, owing to heavy competition.

Eastern Trade Developments.

Trade in several of the eastern cities has been uniformly active thus far this fall and enough business is in sight to keep local distributers well occupied. At Buffalo everything is being rushed forward before cold weather comes and the demand for doors and trim is quite urgent. At New York the sash and door market is rather quiet, although many buildings in the district are reaching the stage where the factory work is needed. At Baltimore the local plants are well filled up with orders for both stock and odd work and the outlook for a good trade for the next month or so is first class. At Philadelphia the demand is only fair, as little outdoor work is being started and that already under construction has not yet reached the stage where the mill work is wanted. Building is hampered also by the scarcity of carpenters.

In the Middle Northwest.

Evidences of the approach of winter may be seen in the door industry of the Twin Cities. There is a rising a good demand for storm sash and storm doors and this will likely be the principal feature of the door trade at Minneapolis and St. Paul during the next six weeks. There is not so much buying from the country yards, as they, too, are feeling the approach of cold weather. Whatever is needed is for rush delivery, which gives an appearance of activity at the distributing warehouses. Prices are being maintained with a considerable degree of firmness.

AGAIN BUYING AEROPLANE STOCK.

The entente allies are again buying Pacific coast spruce aeroplane stock, after having been practically out of the market for several months. According to information furnished by the West Coast Lumbermen's Association, shipments of spruce for aeroplane purposes amounted to 2,353,355 feet, valued at $125,243, during September, being the heaviest of any one month since the war started.

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General News of Associations and Clubs

CALL FOR SEMI-ANNUAL OF CYPRESS MANUFACTURERS.

Jacksonville, Fla., Oct. 5, 1916.

To all Members:

The semi-annual meeting of this association is hereby called to assemble at the New Mason Hotel, Jacksonville, Fla., at 10:30 o'clock a. m. on Wednesday, November 1.

Announcement has already been made of very important business to come before this session and it seems superfluous to mention, in this call for the meeting, the fact that this will be one of the most important sessions ever held by our association. With a complete revision of the constitution and by-laws, and with the contemplated action on trade-mark and grades, it would seem to require no urging to induce every member to be present. We trust there will be a full attendance.

Very truly yours,
Frederic Wilbert, President,
Geo. E. Watson, Secretary.

WEEKLY YELLOW PINE BAROMETER.

The trade barometer issued by the Southern Pine Association, October 16, gives the figures for the week ended Friday, October 13, from 152 mills as follows:

	Cars	Feet
Orders on hand	25,276	533,576,360
Orders received during week	4,586	96,810,460
Total	29,862	630,386,820
Shipments during week	3,666	77,389,260
Balance orders on hand	26,196	552,997,560

Orders exceeded production 7,678,815 feet or 8.62 percent and exceeded shipments 19,421,200 feet or 25.10 percent. The orders, shipments and unfilled cars for each week from July 21 to and including October 13, were as follows:

Week Ended.	Mills Reporting.	Average Orders Feet.	Average Shipm't Feet.	Total Unfilled Cars.
July 21	150	697,933	504,758	18,130
July 28	158	894,095	617,704	20,590
Aug. 4	154	687,671	638,443	30,552
Aug. 11	165	703,996	643,840	23,020
Aug. 18	162	704,955	641,079	22,674
Aug. 25	164	669,024	659,150	23,487
Sept. 1	152	625,570	610,499	19,962
Sept. 8	157	538,353	565,145	23,284
Sept. 15	164	669,579	606,197	24,122
Sept. 22	168	671,331	558,540	24,539
Sept. 29	153	641,717	522,626	24,242
Oct. 6	160	514,549	435,300	24,409
Oct. 13	152	636,911	509,140	26,196

WEST COAST ASSOCIATION EXPANDS.

The West Coast Lumbermen's Association announces the opening of a special service branch for its Oregon members, the new department to be in charge of Chester J. Hogue, who will have temporary headquarters at 207 Oregon building, Portland.

Mr. Hogue, who is an expert in structural and architectural engineering, comes by lumber industry work "honestly" his grandfather having built the first sawmill in what is now the city of Portland some sixty-five years ago. His father, for forty-one years, was one of the leading lumbermen of the Columbia river district.

After spending his boyhood around the mill, the younger Hogue studied structural and architectural engineering at the Massachusetts Institute of Technology and was engaged in the practice of his profession in New England for fifteen years.

Mr. Hogue has developed a type of "mill constructed" building, in which exterior walls of timber or reinforced concrete skeleton frame have all the advantages of light, and the strength of a reinforced concrete structure, at much less cost and with greater flexibility for remodeling and additions, making such buildings very practical for factory purposes of limited capital.

It is said these buildings have the advantage of the same insurance rates as concrete buildings and that they rank very high in the structural building world in regard to fire resistant qualities.

CONVENTION DATES.

October 26—South East Kansas Lumbermen's Association, Independence, Kansas. Annual meeting.

October 26—North Carolina Pine Association, Charleston, S. C. Monthly meeting.

October 26-27—Pacific Logging Congress, Portland, Ore. Annual meeting.

October—27—Northern Hemlock & Hardwood Manufacturers' Association, Hotel Pfister, Milwaukee, Wis. Fall meeting.

November 1—Southern Cypress Manufacturers Association, New Mason Hotel, Jacksonville, Fla. Semi-annual meeting.

November 7—Louisville Hardwood Club, Louisville, Ky. Annual meeting.

November 11 — Southern California Retail Lumber Dealers' Association, Los Angeles, Cal. Annual meeting.

February 11-12—National Builders' Supply Association, Hotel Sherman, Chicago. Annual meeting.

February 14-16—Western Retail Lumbermens' Association, Hotel Davenport, Spokane, Wash. Annual meeting.

January 18-19—American Forestry Association, Willard Hotel, Washington, D. C. Annual meeting.

January 23-24—Retail Lumber Dealers' Association of Indiana, Claypool Hotel, Indianapolis, Ind. Annual meeting.

January 24-26, 1917—Southwestern Lumbermen's Association, Muehlebach Hotel, Kansas City, Mo. Annual Meeting.

January 30-31—Hardwood Manufacturers Association of the United States, Hotel Sinton, Cincinnati, Ohio. Annual meeting.

February 7-8—Retail Lumber Dealers' Association of Pennsylvania, Fort Pitt Hotel, Pittsburgh, Pa. Annual meeting.

February 7-8-9—Nebraska Lumber Dealers' Association, Hotel Rome, Omaha, Neb. Annual meeting.

February 14-16—Illinois Lumber & Builders' Supply Dealers' Association, Hotel Sherman, Chicago. Annual meeting.

FALL MEETING OF THE MICHIGAN HARDWOOD MANUFACTURERS' ASSOCIATION.

Detroit, Mich., Oct. 24.—The Michigan Hardwood Manufacturers' Association will meet tomorrow at the Statler Hotel for the regular fall meeting.

A full attendance of the members is expected as many important subjects are up for discussion; among these are proposed changes in the hardwood rules, market conditions, amendment to the constitution increasing hardwood assessments, uniform terms of sale, and continuing the work of the Forest Fire Protective Department.

RITE-GRADE SHINGLE MANUFACTURERS VISIT THE VANCOUVER MILLS.

Following out a policy of keeping in close touch with manufacturing conditions at all mills participating in the national campaign for a trade-marked quality-guaranteed shingle, Rite-Grade manufacturers met at Vancouver, B. C., on September 22nd and 23rd, for the purpose of inspecting the mills in British Columbia which are participating in the Rite-Grade movement.

On the morning of September 23, the shingle manufacturers held their business session in the rooms of the British Columbia Shingle Manufacturers, Ltd., during which routine business in connection with the Rite-Grade movement was transacted. The British Columbia mills at this session surprised the Washington manufacturers in the strength of their marketing of Rite-Grade shingles in the Canadian northwest provinces.

Following the business session the Washington millmen were guests of the British Columbia shingle manufacturers at a luncheon at the Terminal City Club, following which came an afternoon of recreation at the Shaunnesy Town and Country Club.

In the evening there was a business session during a dinner at the Vancouver Club, at which time practically every Rite-Grade manufacturer present gave his personal views and experience as to the Rite-Grade movement.

The second day of the meeting was spent at the four Vancouver Rite-Grade shingle mills. The first visited was the Vancouver Cedar Mills, Ltd. The second, the Thurston-Flavelle Lumber Co., then the Westminster Mill Co., Ltd., and finally the Hunting-Merritt Lumber Co., Ltd.

WEST COAST ORDER FILE.

The weekly report of order file and shipments of the West Coast Lumbermen's Association, issued October 17, gives a summary of the report from 113 mills for the week ended October 14. It shows for the rail trade the following figures:

	Cars
Unfilled orders week ending October 7	6,472
Orders accepted week ending October 14	2,154
Total	8,626
Orders shipped week ending October 14	1,512
Balance of unshipped orders	7,114

Rail orders exceed rail shipments, 11,984,605 feet or 18.04 percent.

For the cargo trade, both domestic and export the figures are as follows:

	Domestic Feet.	Export Feet.
Unshipped orders week ending October 7	46,793,084	49,463,537
Orders accepted week ending October 14	10,497,825	2,070,240
Shipments week ending October 14	7,292,216	4,834,980
Totals	57,290,909	51,533,777
Balance unshipped orders	49,998,693	46,698,797

SHIPMENTS OF WESTERN PINE.

Spokane, Wash., Oct. 16.—Members of the Western Pine Manufacturers' Association during August shipped 4,285 cars containing 103,696,000 feet of lumber, according to the report of the association issued from the head offices in Spokane this week. The shipments in August, 1915, were 4,089 cars, containing 101,196,000 feet. The cut for the month by 35 mills in 1916 was 124,534,000 feet, as compared with 111,901,000 feet in August, 1915.

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CONFERENCE OF LUMBERMEN SEEKING RELIEF FROM CAR SHORTAGE.

Memphis, Tenn., Oct. 21.—About fifty lumbermen, representing the Southern Hardwood Traffic Association, cooperage industries, the Gum Lumber Manufacturers' Association, and the Lumbermen's Club of Memphis, attended the conference held here yesterday for the purpose of taking action looking to relief of the shortage of cars situation. It was the consensus of those present that it was impossible to secure more than 40 percent of the cars necessary for the filling of orders for lumber. It was agreed that the present shortage of cars has come about from the fact that a majority of southern railroads do not own a sufficient number of cars for the mileage operated by them, and resolutions were adopted voicing this fact, and providing that legislation be promoted requiring southern roads to operate a sufficient number of cars. Shippers who participated in the conference represented conditions prevailing on 25 different railroads. Jno. W. McClure, president of the Southern Hardwood Traffic Association, occupied the chair.

Immediate relief, however, is to be sought through recourse to the Newlands congressional committee and the Interstate Commerce Commission.

The Interstate Commerce Commission will be asked to put into effect by November 1, for the imposition in congested districts, rules providing for higher demurrage charges than those now in use. It is desired that these proposed regulations remain effective until February 1.

The demurrage rules to be asked are: That after the first 48 hours the charge shall be $2; that on the third day the charge shall be $3; that on each succeeding day the charge shall be $5; that these rules shall apply on cars in use for export shipments after the expiration of the usual 10 days' free time.

A claim of southern lines that their cars are being held by northern roads, which continue to use them, instead of returning them to their owners, will also be presented to the commission.

These recommendations were embodied in a resolution prepared by a subcommittee, which provided, further, however, that all other shippers' associations of the country be interested in a concerted movement to present the measure to the Newlands congressional committee in November.

EXPORTERS OF SOUTHERN PINE TO ORGANIZE SELLING AGENCY.

New Orleans, La., Oct. 17.—At a meeting held here today definite steps were taken toward forming an export selling agency of pine exporters and the special committee appointed by the Southern Pine Association.

The meeting was called to order by Secretary-Manager Rhodes of the association, who reviewed the steps already taken by the association in disussing plans and appointing the special committee on September 28. He stated the opportunities for doing business in Europe after the close of the war were so promising that full advantage of them can be taken only by the organization of a strong selling agency representing such producing capacity as would make it possible to handle the largest available orders. He reviewed the work of the Southern Pine Association in connection with the exhibit recently made in Paris and the necessity of following up the possibilities.

Edward Hines was then introduced as chairman of the special committee; he emphasized the necessity of organizing an export selling agency to meet the opportunities for foreign trade, such as the industry had never before experienced. Mr. Hines invited free discussion by all present. Without exception, all present, representing many manufacturers, expressed the opinion that measures should be taken without delay to create such an organization, and many of these speakers expressed a desire that their companies should maintain in any selling organization with which they may co-operate, those brands and trademarks whose reputation their companies has spent years in establishing. And it was stated that there could be no legal objections to the proposed organization.

After a general discussion the resolutions prepared by the committee were read and adopted.

Mr. Hines was nominated as permanent chairman, but declined to serve, stating that he had not the requisite time to serve, nor sufficient familiarity with the export business. M. B. Nelson, of the Long-Bell Lumber Co., was nominated as permanent chairman and elected.

The meeting was then adjourned, subject to the call of the chairman.

MEMPHIS LUMBERMEN IN SEMI-MONTHLY MEETING.

Memphis, Tenn., Oct. 20.—There were sixty-nine members and visitors present at the regular semi-monthly meeting of the Lumbermen's Club, of Memphis, held at Hotel Gayoso, on Saturday, October 14. S. M. Nickey, presided. Among the prominent guests present was N. H. Walcott, of Providence, R. I.

George C. Ehemann, chairman of river and rail committee, called attention of the members to the importance of the decision which is shortly to be handed down by the Interstate Commerce Commission with respect to the proposed advances on cottonwood and gum from southern producing points into Central Freight Association and Western Trunk Line territory. The railroads are seeking to advance gum and cottonwood to the same basis as oak and other hardwoods, and are likewise seeking to secure an advance of about one cent per hundred on all hardwood to the territory indicated. Mr. Ehemann also emphasized the conference to be held here Friday, October 20, by the Southern Hardwood Traffic Association and the Gum Lumber Manufacturers' Association, dealing with the shortage of cars and the alleged discrimination on the part of the railroad in favor of cotton and cottonseed, as against lumber.

Three new members were elected as follows: Sam Thompson, manager of the lumber department of the Anderson-Tully Co.; Fred Ferguson, southern manager for the N. B. Farrin Lumber Co., Cincinnati, with headquarters at Memphis, and N. M. Nichols, of the Lansing Wheelbarrow Co., Parkin, Ark.

A STEP IN EUROPEAN LUMBER INVESTIGATION.

Washington, Oct. 12.—As a preliminary step to the European lumber investigation, the Bureau of Foreign and Domestic Commerce has sent out to some 250 representative lumber exporters, associations, and trade papers, throughout the country, a list of questions covering the methods employed by the different sections, in the export of their lumber, and its manufacturers. It is desired to have on file exhaustive information as to the export trade practice, when lumber is shipped to Europe, South America, or the Orient, in order that the bureau may be in a position to advise lumber manufacturers promptly of the ways and means available for disposing of their product abroad.

As the returns come in, they will be compiled, and a brief summary published.

Pacific Logging Congress Annual Meeting and Program

The eighth session of the Pacific Logging Congress will be held at the Portland hotel, Portland, Ore., Thursday and Friday, October 26 and 27. The interest which has been manifested by loggers and lumbermen from all sections of the west is indicative of a very large attendance. The program covers a number of very interesting and timely topics. On Friday night the delegates will leave Portland on a special train for Hoquiam, Wash., where they will arrive early Saturday morning. After breakfast at the Grayport hotel, they will be taken to the camp of the Polson Logging Co., the largest logging firm in the west, where lunch will be served and an opportunity given to see the big timber of the famous Grays Harbor country and a modern logging camp. The Grays Harbor Loggers' Association have appointed a committee to entertain the visitors which will conclude with a banquet. The visit to the camps and mills of Aberdeen, Hoquiam and Cosmospolis is worth the time of every visitor to the Forest Industry Conference. This is a rare opportunity to see one of the greatest lumbering sections of the Pacific coast.

Program.

Headquarters—Portland hotel.

Sessions—9:30 a. m. and 2:00 p. m.

President's address.

Appointment of Committees.

Presentation of Gavel—George H. Himes, Secretary, Oregon Historical Society.

"Practical First Aid in Lumber and Logging Industry," with demonstration by picked teams from Portland Lumber Co., Dr. M. J. Shields, Field Agent, American Red Cross.

"Topographical Surveys and Their Value," R. M. Fox, Roach Timber Co., Sutherlin, Ore.

"Falling and Bucking," A. H. Powers, Smith-Powers Logging Co., Marshfield, Ore.

"Increased Efficiency in Felling and Bucking," Paul E. Freydig, Cathlamet Timber Co., Cathlamet, Wash.

"The Use of Hydraulic Power in Supplying Water to Donkey Engines," Walter L. Stout, Coast-Fordney Logging Co., Aberdeen, Wash.

"The Diesel Engine and its Adaptability for Logging Purposes," H. W. Sumner, Mechanical Engineer, Seattle, Wash. Discussion: A. S. Kerry, Kerry Timber Co., Westport, Ore.

"The Availability of Log Flumes for Transporting Heavy Timber," W. D. Starbird, Mechanical Engineer, Portland, Ore.

"Cost Accounting for Legging Camps," J. E. Frost, Seattle, Wash.

"Time Study of Logging Costs," W. W. Peed, Hammond Lumber Co., Eureka, Cal.

"How I Hope to Teach Logging Engineering," John P. Van Orsdel, Professor of Logging Engineering, Oregon Agricultural College, Corvallis, Ore.

"The Locomotive Crane in the Logging Camp," J. D. Young, Inman-Poulsen Logging Co., Mount Solo, Wash. Discussion: Dan McGillicuddy, Wilson Bros. & Co., Aberdeen, Wash.

"Electric vs. Steam Logging," W. D. Peaslee, Electrical Engineer, Oregon Agricultural College, Corvallis, Ore. Discussion: E. J. Barry, Electrical Engineer, Tacoma, Wash.

"The Transmission of Electric Power in the Logging Industry," Allen R. Ransom, Electrical Engineer, Portland, Ore.

"The Geologist in Logging Operations," H. N. Lawrie, Oregon Statue Bureau of Mines, Portland, Ore.

"The Value of Co-operation Between Employer and Employe," D. S. Painter, McCloud River Lumber Co., McCloud, Cal.

"Camp Sanitation and Hygiene," Dr. M. J. Shields, Field Agent, American Red Cross.

"The Use of Dynamite in Removing Tree Tops in High Lead Operations," Harry Eagles, Index-Galena Co., Index, Wash.

"California's Proposed Logging and Sawmill Safety Orders," James C. Bennett, Safety Engineer, California Industrial Accident Commission, San Francisco, Cal. Discussion: R. D. Swales, Union Lumber Co., Fort Bragg, Cal.; Oregon Industrial Accident Commission, Washington Industrial Insurance Commission, British Columbia Compensation Commission.

"High Lead Yarding," H. B. Gardner, Gardner Timber & Land Co., Gardner, Wash.; F. C. Riley, Bloedel-Donovan Lumber Mills, Alger, Wash.; James O'Hearne, English Lumber Co., Mt. Vernon, Wash.; S. A. Stamm, Hamilton Logging Co., Hamilton, Wash.; C. S. Martin, Cherry Valley Timber Co., Stillwater, Wash.

Welfare dinner, Thursday evening, October 26.

Complimentary dinner, Friday evening, October 27. Courtesy Columbia River Loggers and Lumbermen.

Trip to Grays Harbor, leaving Portland Friday night, arriving at Hoquiam, Wash., on Saturday morning, guests of Polson Logging Co. and Grays Harbor loggers.

ENTERTAINMENT COMMITTEES.

Columbia River Loggers' Association—J. S. O'Gorman, chairman; John C. Bradley, J. A. Byerly, E. A. Holmes.

Grays Harbor Loggers' Association—Frank H. Lamb, chairman; A. W. Callow, Robert Polson.

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THE APPALACHIAN LOGGING CONGRESS HOLD ANNUAL MEETING.

Knoxville, Tenn., Oct. 19.—The second annual meeting of the Appalachian Logging Congress was held here today and yesterday.

The session closed today with the re-election of W. B. Townsend, of Townsend, Tenn., as president, and Henry Grinnell as secretary-treasurer John Raine, of the Meadow River Lumber Co., Rainelle, W. Va., was elected vice-president.

There were about fifty delegates present, besides a number of representatives of the various supply houses to the total number of about 80, and the meeting was generally voted a success.

The addresses were confined to logging methods and operations in mountain timber. The first address given, however, was that of R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, who gave a detailed outline of some of the splendid things that are being accomplished by his association for the benefit of the lumbermen and loggers.

George L. Forester, of Asheville, N. C., delivered an interesting address on the subject "What Co-operative Association Work May Accomplish in Obtaining Equitable Lumber Freight Tariffs." In it he quoted at length from the article in the LUMBER WORLD REVIEW of October 10, written by H. D. Langille, of Portland, Ore.

Wednesday noon the lumbermen were treated to a splendid luncheon by the Lidgerwood Manufacturing Co., J. H. Dickinson, sales manger.

At Wednesday afternoon's session S. F. Chapman, of Asheville, discussed "The Possibility of Securing Lower Freights on Low Grade Oaks and Hemlocks." In this paper Mr. Chapman brought up a question which later will undoubtedly result in much benefit to the mountain loggers and lumbermen in enabling them to market low grade stock which will not stand the present freight rate for distribution in eastern territory.

Secretary Henry Grinnell said that much of the timber estimated to be on these mountain lands is not merchantable. The hemlock, he said, is from 400 to 500 years old and over-ripe and not suitable for lumber. He said it was the poorest timber grown in this country.

An interesting discussion on the better adaptation of the narrow-gauge railroad or the standard gauge to logging operations was started by W. T. Latham, a well-known logger, who favored the narrow gauge, and J. P. Murphy, general superintendent of the Little River Lumber Co., who believed in the superiority of the standard gauge.

It transpired that the narrow-gauge road cost about $1,200 a mile to grade for ties and rails, while the standard gauge averaged in some cases about $6,000 a mile.

At Thursday morning's session, which was executive, there was much of interest accomplished. Secretary Grinnell gave an account of his stewardship as both secretary and treasurer. In the latter instance, he reported receipts of $130 during the year for membership fees, being the dues for thirteen new members received, making the total membership 41. However, the congress has a net balance of $36.48 on which to start the new year, but is devising ways and means by which its revenues will be greatly increased.

A unanimous vote of thanks was extended to Lewis Doster and his associates among the supply men for the splendid entertainment afforded.

It was unanimously decided to extend the eligibility clause for membership in the association by accepting as associate members lumber manufacturing corporations, mill and logging supply men, machinery men and lumber newspaper men, they to pay dues of $5 a year and having every privilege but that of voting.

The nominating committee reported in favor of electing W. B. Townsend for a second term as president. This was much against his wishes, but he finally consented to accept. President Townsend said that he would take the position again only on condition that he be given the undivided support of the membership, and this was pledged him.

S. F. Chapman moved that the president appoint a committee for consultation with a committee of the Western Forestry and Conservation Association for the purpose of taking up the question of lower freight rates on low grade lumber with the officials of the Southern railway.

A luncheon was given the congress Thursday noon at the Hotel Atkin by the Board of Commerce and the Commercial Club, at which some most enjoyable speaking was listened to by the members.

At the Thursday afternoon session W. W. Ashe, of the Forest Service, Washington, spoke in place of Forester H. S. Gr[illegible] could not leave his post. Mr. Ashe's [illegible] the attitude of the government [illegible] national forests and the lumber[illegible]

R. C. Staebner, of the Little River Lumber Co., delivered a very interesting address on the subject: "Would Comparative Logging Costs Benefit Members of the Congress?"

D. G. Manges, woods superintendent of the Babcock Lumber Co., Tellico Plains, Tenn., made the address upon "Electrical Logging Devices," in which he prophesied some radical improvements in the use of electrical devices in place of the ax and cross-cut saw.

Following the conclusion of the regular program, moving pictures were shown by the Clyde Iron Works, of Duluth, Minn., the subject being logging operations in the Black mountain district. Through the courtesy of Secretary R. S. Kellogg, films were also shown of southern pine logging operations, where Lidgerwood skidders were shown in operation in logging for the Long-Bell Lumber Co. at Longville, La.

Thursday evening there was a theatre party, and on Friday the members went to Elkmont and Townsend, Tenn., to visit the operations of the Little River Lumber Co.

CONFERENCE OF SOUTHERN PINE MEN AND RETAILERS.

Two important conferences were held in Chicago, October 10 and 11 for the purpose of discussing a revision of the grading rules of the Southern Pine Association, from the standpoint of the interests of the retail lumber dealer.

On Tuesday the members of the grading rules committee of the Southern Pine Association met at the Congress hotel, and members of the committees of retailers representing Michigan, New York, Ohio, Pennsylvania, Wisconsin, the Northwestern, Southwestern, Nebraska, Illinois, Indiana and Texas associations met at the Hotel Sherman. At the Hotel Sherman conference the retailers embodied in a report just what they wished in the way of changes in southern pine grading rules, and this report was presented to the representatives of the manufacturers Wednesday morning. The southern pine representatives considered the report during the forenoon, and in the afternoon a joint session was held between the representatives of the retailers and the manufacturers.

The representatives of the retailers in making detailed suggestions as to desired changes in the rules accompanied their report with a preamble setting forth their position in the matter of grades.

After spending the entire morning Wednesday in consideration of the report and recommendations of the committee of retailers, the grading rules committee of the Southern Pine Association, Wednesday afternoon, called the retailers to meet with it in a joint conference, during which the recommendations of the retailers were taken up seriatim and the committee was asked in each instance to explain why the changes were desired and in what way they would benefit the yellow pine industry.

Very frank and full discussions were indulged in by the retailers and the manufacturers, and it soon became clear that both sides had given very serious thought to the matter in hand, and that both were acuated by the same motive, that of bringing about closer co-operation between the dealer and the manufacturer and that they more thoroughly understand the wishes of the retailers to work out the problem to the satisfaction of all concerned.

As a result of the joint discussion of the recommendations of the retailers, with an occasional concession being made by each side, a harmonious agreement was reached on practically all the items on which changes were recommended, covering what is commonly termed the left hand side of the list.

The meeting was entirely harmonious throughout, and evidenced a sincere desire by both retailers and manufacturers to work out a solution of the problem in a way that would result in the greatest good to the yellow pine industry.

SEPTEMBER EXPORTS ON WEST COAST.

Pacific northwest lumber exports amounted to 30,220,798 feet for September as compared with 13,386,473 feet for August and 41,486,561 feet for September, 1915.

These figures are contained in the monthly summary of overseas and coastwise business issued by the West Coast Lumbermen's Association. The statement shows the distribution of last month's export lumber movement as follows:

	Feet
United Kingdom	7,643,169
Chile	6,283,967
Australia	5,107,147
Peru	3,939,286
China	3,137,555
British Columbia	2,567,416
Cuba	810,649
Japan	727,897
Mexico	3,712
Total	30,220,798

Mexico also took 21,693 mining props.

In the offshore domestic trade shipments amounted to 11,736,905 feet for the month, a very heavy increase over the previous month. The off-shore domestic cargoes were distributed as follows:

	Feet
Panama Canal Zone	4,537,016
Alaska	3,657,382
Hawaii	3,542,507
Total	11,736,905

The total offshore water movement of lumber in September was 41,957,703 feet, which was 37 percent. below normal for September during years immediately preceding the European war.

NATIONAL HARDWOOD ASSOCIATION'S NEW HANDBOOK.

The official handbook of the National Hardwood Lumber Association, volume XXIV. is ready for distribution. It furnishes a convenient means of reference for members. It contains the constitutions and by-laws of the association, the inspection rules, a brief history of the rise and progress of the association and a list of its membership, now the strongest in the history of the association.

THE BUFFALO LUMBER EXCHANGE AT PLAY.

Buffalo, N. Y., Oct. 23.—The Buffalo Lumber Exchange held its annual outing on the 12th, when a party of about sixty visited the woods at Boston, near this city, in search of chestnuts and a good time. Both were secured, though the chestnuts the crisp October air and the dinner of beefsteak and supper of chicken, as well as the baseball and quoit pitching that came between meals.

CINCINNATI LUMBERMEN'S CLUB.

Cincinnati, O., Oct. 23.—At the October meeting of the Cincinnati Lumbermen's Club, held at the Hotel Metropole, President Christie appointed C. C. Hagemeyer, S. Earle Giffen and Samuel W. Richey a committee to look after the interest of the club in regard to the reclassification proposal now before the Interstate Commerce Commission. Particular attention will be paid to the reconsignment privilege, the retention of which is strongly urged by practically all Cincinnati lumbermen.

The club decided to lend its efforts in assisting the Cincinnati Chamber of Commerce and the Lumber Exchange in inviting the Ohio Retail Lumber Dealers to hold their 1917 convention in Cincinnati.

ILLUSTRATING THE "WOOD UNIVERSAL."

There have recently come to hand two of the most beautiful booklets ever designed in the interests of wood. These are issued by the North Carolina Pine Association and are beautifully printed and illustrated with artistic covers in color combining the green of the pine boughs, the soft brown of the tree boles and the blue of the Virginia skies.

One book, "North Carolina Pine for Architects and Contractors," describes the wood from the standpoint of the architect and contractor, giving its characteristics for exterior and interior uses. It contains ten beautiful illustrations of historic mansions of Virginia, built of North Carolina pine.

The second book, "North Carolina Pine for the Home," gives such a description of "the wood universal" as will appeal to the home-builder who has no technical knowledge of woods, and some ten illustrations of historic Virginian homes, and an equal number of designs for modern homes.

These booklets are for distribution to those applying for them to W. B. Roper, secretary of the North Carolina Pine Association, Norfolk, Va.

THE BLUE BOOK.

The October Blue Book, the twenty-sixth volume of the credit rating book of the National Credit Corporation, is ready for distribution. It presents the usual fine appearance, and evidences even more than the usual care in preparation.

The information contained in the Blue Book is of incalculable advantage to its subscribers, covering as it does complete information as to rating, capital, etc., and much other information as to location, shipping facilities and banking.

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The Latest News of the Lumber World

CAR AND PAVING BLOCK ORDERS.

Big orders in prospect for railroad cars and extensive paving contracts specifying blocks provide some elements of prosperity for the lumber industry.

Among the railroads which have recently issued inquiries and the number of cars and the approximate amount of lumber which will be required are the following: Pere Marquette railroad, 1,000 box cars, 4,500,000 feet; New York, Chicago & St. Louis Railroad, 500 steel underframe automobile cars, 2,500,000 feet; Chicago & Alton railway, 200 automobile cars, 1,000,000 feet; Atlantic Coast Line, 50 to 100 stock cars, 250,000 to 500,000 feet; Chicago & Alton railway, 300 furniture cars, 2,000,000 feet.

In the paving field contracts let or to be let are for over 40,000 square yards in Kansas City, 75,000 yards in New Orleans, 21,000 yards in Fort Dodge, Ia., while the entire length of Battery street in San Francisco, will have Douglas fir blocks, making it the biggest stretch of wood block paving in California. Norfolk, Va., is contemplating contracting for 36,000 square yards, requiring approximately 1,300,000 feet of lumber.

CHANGES IN THE TRINITY COUNTY LUMBER CO.'S SALES FORCE.

Groveton, Tex., Oct. 16.—W. E. Satterwhite who has been assistant sales manager for the past seven years of the Trinity County Lumber Co., will hereafter represent the company in central and north Texas, and his position will be filled by B. L. Miller, who has recently severed his connection as sales manager of J. A. Bentley Lumber Co., Zimmerman, La., and who was formerly with the Central Coal and Coke Co. and with Foster Lumber Co.

The Trinity County Lumber Co. have added to its sales force G. L. Cash, formerly of Muskogee, Okla., and C. L. Vickery, formerly of Luddington, La.

SECRETARY KELLOGG ISSUES STATEMENT OF LUMBER PRODUCTION FOR THIS YEAR.

An official statement by secretary R. S. Kellogg of the National Lumber Manufacturers' Association, on the lumber production for this year, based on the comparative production and shipments of over 500 firms, in 1915 and 1916, is as follows:

"The totals of these figures for the first eight months of 1916 compared with the same period in 1915 show the following:

Increase in softwood cut	13.4 percent
Increase in hardwood cut	14.2 percent
Increase in total cut	13.5 percent
Increase in softwood shipments	9.2 percent
Increase in hardwood shipments	30.0 percent
Increase in total shipments	10.5 percent

"These reports indicate 13½ percent more lumber produced and 10½ percent more lumber shipped by the end of August, 1916, than at that date in 1915. Since car shortages and less favorable market conditions may result in a somewhat smaller production during the last four months of 1916 than during the last four months of 1915, it is possible that by the end of the year the total production will be in the neighborhood of 10 percent greater than in 1915.

"The best estimate of the U. S. Forest Service is that the lumber production of the United States did not exceed 38 billion feet in 1915. On the basis of the statistics received by this office it looks, therefore, as if the total production in 1916 would be in the neighborhood of 42 billion feet."

CALIFORNIA REDWOOD, "NATURE'S LUMBER MASTERPIECE."

A wonderful book about a wonderful wood is truly descriptive of the publication entitled "California Redwood Nature's Lumber Masterpiece," gotten out by the California Redwood Association. Beautiful is every page with its quaint border suggestive of the redwood forests and its quiet toned illustration, dignified illustrations of interiors in redwood, of structures entirely of redwood, or panels of the wood illustrating grain and finish.

The Douglas Fir Exploitation and Export Co. Completes Organization.

Seattle, Wash., Oct. 12.—After three years of intensely discouraging legal, political and inter-industrial difficulties the Douglas Fir Exploitation & Export Co. was formally organized in Seattle on October 11th.

It is the first big selling combination of independent manufacturers, to legitimately pursue foreign trade in a new era of world-wide trade expansion for American industries.

Its organization would not have been possible without the aid of the Bureau of Foreign & Domestic Commerce, the suggestions of the Federal Trade Commission, and the constructive efforts of the United States Forest Service.

The new organization which will deal exclusively with export markets, at all times will be open to governmental inspection and regulation. It will not attempt to fix prices; neither will it seek to disturb the old channels of export trade solicitation.

It recognizes the legitimate but financially restricted efforts of lumber brokers and shipping concerns which have brought the north Pacific's over-seas lumber trade to a certain level of development, and while closely co-operating with these marketing factors, the new organization will launch world-wide propaganda and salesmanship that will supplement the campaigns for Pacific coast forest products in established export markets and, at the same time, seek to introduce those products in countries where Douglas fir, western hemlock, cedar and spruce are not now recognized as standard building materials.

There are sixty mills in the Pacific northwest which are equipped for export business. Forty-nine of these have either signed Douglas Fir Exploitation & Export Co. contracts or have indicated intention of so doing at the first opportunity. Five of the remaining eleven cargo mills have the matter under advisement. Thirty-eight mills, having a combined daily cutting capacity of 6,790,000 feet of lumber in ten hours, subscribed stock and signed contracts at the Seattle meeting.

Ink was scarcely dry on the last signature when a European inquiry relayed from San Francisco, resulted in the Douglas Fir Exploitation & Export Co.'s first quotation, though the company will not formally enter the field until November 1.

At its meeting the new company elected W. H. Talbot, of San Francisco, president; J. H. Bloedel, of Seattle, and C. A. Thayer, of San Francisco, vice-presidents; Charles E. Hill, of Tacoma, secretary, and E. G. Ames, of Seattle, treasurer.

Additional vice-presidents will be chosen to represent Grays Harbor, Willapa Harbor, the Columbia River and the Oregon coast districts.

Trustees of the new organization are J. H. Bloedel, Seattle; W. H. Talbot, San Francisco; O. M. Clark, Portland; L. J. Wentworth, Portland; J. T. Gregory, Tacoma; S. W. Hauptman, San Francisco; C. A. Thayer, San Francisco; E. A. Christenson, San Francisco; James Tyson, San Francisco; E. G. Ames, Seattle; W. H. Boner, Everett; Charles E. Hill, Tacoma; A. L. Paine, Hoquiam, Wash.; E. G. Griggs, Tacoma; A. W. Middleton, Aberdeen, Wash.; R. H. Burnside, Raymond, Wash., and Charles L. Lewis, Raymond, Wash.

Headquarters will be in San Francisco, with branch offices in Portland, Tacoma and Seattle.

Mills that signed export agency contracts yesterday were: Beaver Lumber Co., Prescott, Ore.; Puget Mill Co., Seattle (two mills); Willapa Lumber Co., Raymond, Wash. (two mills); Crown Lumber Co., Mukilteo, St. Paul & Tacoma Lumber Co., Tacoma E. K. Wood Lumber Co., Bellingham, St Helens Lumber Co., St. Helens (two mills); Bloedel Donovan Lumber Mills (two mills); E. K. Wood Lumber Co., Hoquiam; Danaher Lumber Co., Tacoma; West Oregon Lumber Co., Linnton; South Bend Mills & Timber Co., South Bend; Siler Mill Co., Raymond; Quinait Lumber Co., Raymond; Kleeb Lumber Co., South Bend; Raymond Lumber Co., Raymond; Hanify Lumber Co., Raymond; Canyon Lumber Co., Everett; Defiance Lumber Co., Tacoma; Knappton Mills & Lumber Co., Knappton; Weyerhaeuser Lumber Co., Everett (two mills); Portland Lumber Co., Portland; Clark & Wilson Lumber Co., Linnton; Peninsula Lumber Co., Portland; Schwager & Nettleton Mills, Seattle; National Lumber & Manufacturing Co., Hoquiam; Northwestern Lumber Co., Hoquiam; Dempsey Lumber Co., Tacoma; Puget Sound Mills & Timber Co., Port Angeles; Hoquiam Lumber & Shingle Co., Hoquiam, and A. J. West Lumber Co., Anderson & Middleton Lumber Co., and Wilson Bros. & Co., of Aberdeen.

Three years ago D. E. Skinner, now head of the Skinner & Eddy shipbuilding corporation of Seattle, and president of the Port Blakely Mill Co., one of the Pacific Northwest's leading lumber exporters, conceived the idea of grouping the Pacific northwest tide water mills in an export selling agency, which would be financially strong enough to send experts in lumber salesmanship all over the world for the purpose of extending the use of Pacific coast woods in established markets, and introducing sample cargoes into markets where Pacific coast woods were practically unknown except for special size and strength purposes.

The expense of such an ambitious trade undertaking was considered too great for any one of the Pacific coast mills to even attempt, but Mr. Skinner's plan was to prorate that expense among a sufficiently large number of mills to make the plan practical.

Accordingly the Douglas Fir Exploitation & Export Co. was incorporated with a capital stock of $200,000 but when submitted to the government for approval the question of conflict with the Sherman anti-trust law was raised, although it was specifically not the purpose of the agency to engage in domestic trade.

The plan then was temporarily abandoned until the Federal Trade Commission visited the Pacific coast something more than a year ago, at which time, the government recognized the need of a foreign outlet for Pacific northwest lumber production. Similar investigations of other American industries is said to have strengthened the official attitude at Washington, D. C., and as a result the Webb bill was introduced at the last session of congress. This bill clears the legal title of Americans wishing, under certain government regulation, to combine in selling agencies for the introduction and exploitation of American goods in foreign markets. It passed the house at the last session, but coming up in the senate just before adjournment the administration leaders decided to postpone action until congress reconvenes in December.

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NEW SAWMILL PLANT OF THE FOSTER CREEK LUMBER & MANUFACTURING CO.

One of the largest sawmill plants ever erected in the south is in process of construction by the Foster Creek Lumber & Manufacturing Co., of Madison, Wis., at Stephenson, Miss., which is seven miles north of Gloster, on the main line of the Yazoo and Mississippi Valley railroad.

This mill will be of particular interest to lumbermen because it will be completely electrically driven in every detail, as ample power has been provided for each individual drive, so that this mill should prove the most successful completely electrically driven mill in the south.

The main mill building will be 70 ft. wide and 248 ft. long with a timber dock extension 192 ft. long. There will be a double drop sorter and a separate green lumber sorter equipped with all the labor saving devices.

The equipment of the sawmill itself will consist of two 9 ft. Prescott band mills, an 8 ft. Prescott vertical resaw, one five-block 44 in. carriage and one three-block 44 in. carriage, complete with steam sets and steam receders; two 72 in. x 8 in. edgers direct connected; slasher and air operated trimmer; complete lath mill equipment.

The power house will be of brick and steel construction 80x92 ft. The fuel house will be of brick and steel, 30x72 ft. The power plant will consist of eight 84x18 high pressure boilers with Dutch oven fronts and steel case marine setting.

The power will be furnished by two 600 KW and one 300 KW General Electric high pressure condensing turbines; one General Electric 10 KW turbine driven exciter; one General Electric 25 KW motor driven exciter; one Ingersoll-Rand barometric condenser with capacity sufficient for the three turbines described above. One motor driven circulating water pump will be installed. This pump will take water from the creek located 1,000 ft. from the mill, and the condenser hot well will be provided with overflow to mill pond. Boiler feed water will be taken from hot well, and thus one pump will furnish water for the entire plant. A total of thirty-four motors will be installed in the sawmill and ten motors in the planing mill, each equipped with the latest protective devices.

Edw. D. McKellar, electrical engineer of New Orleans, representing the General Electric Co., designed the power plant and complete electrical installation.

The planing mill machinery will be furnished by the P. B. Yates Machine Co., Beloit, Wis., and the dry kilns by the L. Moore Dry Kiln Co., Jacksonville, Fla.

The general layout and arrangement of mill, sorters, dry kilns, yards, planing mill, etc., have been made with the idea of manufacturing their lumber and handling and shipping it with the greatest convenience and at the lowest possible cost.

The Foster Creek Lumber & Manufacturing Co. is incorporated under the laws of the state of Wisconsin. The officers are as follows: Fred M. Stephenson, president, Chicago; Edw. J. Young, vice-president, Madison, Wis.; A. E. Proudfit, treasurer, Madison, Wis.; Geo. L. Stephenson, whose headquarters will be at the plant, secretary and general manager. J. W. Atkins, Minden, La., is superintendent in charge of all construction work.

SOME REMARKABLE FIRE PREVENTION BULLETINS.

The Lumber Manufacturers' Inter-Insurance Association of New York printed, in July, 1915, and in March, 1916—and how many other times we know not—some very remarkable fire prevention bulletins for distribution to the saw mill manufacturers of the United States, which bulletins should be in the hands of all saw mill manufacturers in the United States.

Probably there are other bulletins just as attractive and just as instructive as these to which we refer, but we do not happen to recall them just now, and why not make business affairs like this just as palatable as we can?

We do not know that these bulletins are out of print, but we suspect that at least a limited supply are available upon request, and would therefore suggest that anyone interested write to Willcox, Peck and Hughes, No. 3 South William St., New York, for a copy.

These bulletins are printed on high-class paper, are beautifully illustrated, and the text is very illuminating. The July, 1915 bulletin contains about 8 pages of "Electrical Hazards in Saw Mills," which is of particular [illegible] advanced sawmill builders.

BUILDING OPERATIONS FOR SEPTEMBER, 1916, SHOW SATISFACTORY CONDITIONS.

Building operations throughout the country are in a satisfactory condition. There is a firm maintenance of the generous construction activities, that have been the feature of most cities during the present year, and there is a gradual expansion of building work. The official reports of building permits, issued in 111 of the principal cities of the United States for September, as received by The American Contractor, Chicago, total $72,735,764, as compared with $68,681,798, for September, 1915, an increase of 6 percent.

Another favorable element in the present showing is that the increase in the number of permits for September, 28,349, as compared with 25,243 for September last year, is greater than that of the estimated cost, 12 percent against 6. This indicates that the present activities are running more to the smaller structures, or to homes, than they did a year ago. Chicago's total last month was greater than all the boroughs of New York combined. Of the 111 cities, 66 make gains, while 45 show comparative losses. Details follow:

Cities.	September, 1916 — No. of buildings.	September, 1916 — Estimated cost.	September, 1915 — No. of buildings.	September, 1915 — Estimated cost.	Per cent. Gain.	Per cent. Loss.
Akron, Ohio	556	$ 1,893,740	289	$ 281,925	396	..
Albany, N. Y.	261	215,555	270	340,965	..	37
Allentown, Pa.	19	74,540	36	172,675	..	57
Altoona, Pa.	59	69,309	58	63,933	8	..
Atlanta, Ga.	186	243,232	288	677,745	..	64
Baltimore, Md.	282	552,406	312	595,393	..	7
Bayonne, N. J.	43	126,842	50	110,453	15	..
Berkeley, Cal.	130	130,100	109	131,700	..	1
Binghampton, N. Y.	312	160,319	130	115,534	39	..
Birmingham, Ala.	613	302,601	735	157,934	91	..
Boston, Mass., and vicinity	539	5,133,000	480	5,432,000	..	5
Bridgeport, Conn.	206	547,541	188	720,260	..	24
Brockton, Mass.	49	83,991	53	96,312	..	13
Buffalo, N. Y.	337	1,283,000	340	987,000	30	..
Canton, Ohio	65	340,525	109	294,490	16	..
Cedar Rapids, Iowa	42	177,000	49	129,000	37	..
Charlotte, N. C.	25	76,320	6	16,660	358	..
Chattanooga, Tenn.	261	79,272	179	51,165	55	..
Chicago, Ill.	910	8,579,550	977	8,569,600	..	..
Cincinnati, Ohio	1,260	847,515	1,303	1,264,444	..	33
Cleveland, Ohio	1,339	2,713,780	1,147	2,356,620	15	..
Colorado Springs, Colo.	36	23,087	24	17,885	29	..
Columbus, Ohio	274	548,065	262	504,710	8	..
Dallas, Tex.	126	752,091	145	262,202	187	..
Davenport, Iowa	60	122,945	46	81,365	51	..
Dayton, Ohio	170	605,727	103	191,975	215	..
Denver, Colo.	265	372,380	276	194,260	92	..
Des Moines, Ia.	62	164,387	94	218,470	..	25
Detroit, Mich.	1,821	4,868,695	824	2,695,730	81	..
Dubuque, Iowa	22	57,100	8	21,450	166	..
Duluth, Minn.	194	315,668	155	285,321	11	..
East Orange, N. J.	61	403,620	51	89,233	352	..
East St. Louis, Ill.	35	57,235	46	62,040	..	8
Elizabeth, N. J.	54	165,942	37	93,834	77	..
Erie, Pa.	134	217,311	95	139,761	55	..
Evansville, Ind.	161	151,829	96	102,345	48	..
Ft. Wayne, Ind.	663	2,523,631	574	1,479,590	70	..
Ft. Worth, Tex.	50	112,303	70	69,580	61	..
Grand Rapids, Mich.	129	169,405	144	205,813	..	18
Harrisburg, Pa.	45	406,075	32	62,175	553	..
Hartford, Conn.	117	246,497	119	349,250	..	29
Haverhill, Mass.	25	60,250	36	101,850	..	41
Hoboken, N. J.	27	470,888	15	9,080	5086	..
Holyoke, Mass.	8	78,700	17	185,825	..	58
Huntington, W. Va.	58	72,180	67	103,028	..	30
Indianapolis, Ind.	704	868,168	641	1,255,792	..	31
Jacksonville, Fla.	50	131,450	37	54,960	139	..
Kansas City, Kans.	61	51,460	56	64,325	..	20
Kansas City, Mo.	358	882,790	299	778,425	13	..
Lawrence, Mass.	29	181,790	20	59,795	204	..
Lincoln, Nebr.	50	119,790	50	125,713	..	5
Los Angeles, Cal.	662	913,173	675	838,758	10	..
Louisville, Ky.	186	198,030	223	446,750	..	56
Manchester, N. H.	106	138,536	105	120,302	15	..
Memphis, Tenn.	174	230,685	212	209,535	14	..
Milwaukee, Wis.	357	840,557	329	2,815,500	..	70
Minneapolis, Minn.	665	1,815,565	542	945,730	92	..
Montgomery, Ala.	165	21,870	48	14,302	53	..
Nashville, Tenn.	550	405,880	289	84,286	381	..
Newark, N. J.	252	562,728	237	662,458	..	15
New Bedford, Mass.	61	380,300	81	462,550	..	18
New Haven, Conn.	143	323,945	125	1,478,499	..	78
New Orleans, La.	69	208,546	135	315,819	..	34
New York City, N. Y.:	2,552	8,372,868	2,354	7,813,730	7	..
Borough of Manhattan	313	3,336,511	287	1,348,267	147	..
Borough of Bronx	313	780,862	306	1,311,539	..	40
Borough of Brooklyn	1,160	2,909,469	960	3,495,913	..	17
Borough of Queens	672	1,220,242	706	1,413,661	..	14
Borough of Richmond	94	125,783	95	244,300	..	48
Norfolk, Va.	51	82,247	42	130,822	..	37
Oakland, Cal.	426	439,253	368	522,597	..	16
Oklahoma City, Okla.	81	190,425	30	132,745	43	..
Omaha, Nebr.	154	715,705	130	359,055	99	..
Pasadena, Cal.	148	136,263	151	193,798	..	30
Passaic, N. J.	30	119,085	18	96,162	24	..
Paterson, N. J.	108	140,627	77	120,687	16	..
Peoria, Ill.	52	201,880	46	266,140	..	24
Philadelphia, Pa.	1,153	3,301,310	1,452	4,721,070	..	30
Pittsburgh, Pa.	424	1,407,094	243	2,260,239	..	38
Portland, Ore.	428	1,318,780	464	299,830	340	..
Quincy, Mass.	74	126,605	79	112,042	13	..
Reading, Pa.	65	163,075	35	62,875	159	..
Richmond, Va.	151	339,455	117	242,763	40	..
Rochester, N. Y.	284	667,128	279	564,845	18	..
Sacramento, Cal.	126	233,057	131	68,474	240	..
Saginaw, Mich.	27	31,720	24	22,700	40	..
Salt Lake City, Utah	85	146,060	122	284,309	..	49
San Diego, Cal.	136	251,309	156	129,161	94	..
San Francisco, Cal.	617	1,263,485	513	1,086,912	16	..
San Jose, Cal.	41	74,071	52	23,861	210	..
Savannah, Ga.	49	52,624	39	64,360	..	18
Schenectady, N. Y.	113	170,526	51	96,830	76	..
Scranton, Pa.	49	70,648	40	49,013	44	..
Seattle, Wash.	832	629,140	817	471,615	33	..
Sioux City, Iowa	49	183,750	42	171,950	7	..
South Bend, Ind.	117	196,741	29	38,607	410	..
Spokane, Wash.	134	163,422	102	145,000	13	..
Springfield, Ill.	33	152,082	41	72,090	111	..
Springfield, Mass.	159	412,615	116	312,510	32	..
St. Joseph, Mo.	71	48,995	80	99,035	..	50
St. Louis, Mo.	747	1,794,770	747	800,185	124	..
St. Paul, Minn.	207	582,171	231	1,302,375	..	55
Stockton, Cal.	53	31,550	47	49,300	..	36
Superior, Wis.	82	144,789	67	178,890	..	19
Tacoma, Wash.	144	142,692	101	40,613	251	..
Terre Haute, Ind.	56	44,127	47	37,513	18	..
Toledo, Ohio	382	676,836	257	701,648	..	3
Topeka, Kans.	45	42,601	51	59,897	..	29
Troy, N. Y.	52	34,040	55	261,405	..	88
Utica, N. Y.	61	164,110	52	235,985	..	30
Washington, D. C.	493	1,036,994	447	1,350,442	..	23
Wilkes-Barre, Pa.	85	109,257	70	118,002	..	7
Wilmington, Del.	83	181,425	56	258,345	..	30
Woonsocket, R. I.	31	86,190	26	65,019	32	..
Worcester, Mass.	155	586,550	149	592,735	..	1
Youngstown, Ohio	124	395,245	102	164,430	140	..
Total	28,349	$72,735,764	25,243	$68,861,798	6	..

NATURE AND USES OF "PECKY" CYPRESS.

The latest addition to the Cypress Pocket Library, "Pecky-Cypress," has just come to hand and we are informed can be had free on application to the Southern Cypress Manufacturers' Association, New Orleans and Jacksonville.

The introduction serves to awaken the curiosity and interest of even the most apathetic in the "really important part" of the volume—the description of "pecky" cypress—written by Dr. Hermann von Schrenk. Dr. von Schrenk's treatment of his subject is thoroughgoing and scientific and deals particularly with the adaptation of "pecky" cypress to practical uses.

This addition to the Cypress Pocket Library cannot be too heartily recommended as an authoritative reference book for retail lumbermen, architects, builders and consumers of lumber.

IMPRESSIVE CEREMONIES AT BREAKING OF FOUNDATION OF BOGALUSA PAPER MILL.

Bogalusa, La., Oct. 16.—On Friday, October 13, which he says is his "lucky day," G. H. Wood, general manager of the Bogalusa Paper Co., broke the first dirt for the foundations of the gigantic enterprise that will make Bogalusa the biggest paper manufacturing city south of New York state. And this is only the beginning.

In the present of more than five thousand people, including nineteen hundred school children, who marched in a body, the impressive ceremonies, ending with the breaking of dirt, were conducted. Several prominent paper men from different sections of the country were present, including Joseph L. Skeldon, of Toledo, Ohio; L. H. Breyfogle, who will be general superintendent of the plant; James Gilmore, the engineer who will construct the buildings; P. DeLin, who will be superintendent of the pulp department, and others.

Five-minute talks were made by Mayor W. H. Sullivan, ex-Governor J. Y. Sanders, B. D. Talley, city attorney; Judge C. Ellis Ott, and H. E. Hoppen, secretary of the Y. M. C. A. Mr. Wood also made a few remarks before turning the first shovelful of dirt.

At stated, the new paper mill will mean much for Bogalusa and Louisiana, as well as the entire south. After its completion Bogalusa will have two big paper mills manufacturing pulp and container liner boards from the sawmill and woods waste developed in the operations of the great Southern Lumber Co. The pulp mill will produce from 75 to 90 tons, and the container liner board mill will produce over 100 tons daily. It is estimated that the mill will be ready in ten months. Mayor Sullivan also promised that soon after it began operating a box factory would be added to manufacture all kinds of paper boxes.

Starting working on the paper mill, as well as the many municipal improvements soon to be under way, means a big building boom for Bogalusa. When completed the paper mill will employ 400 men. The buildings will require in excess of two million bricks.

All the principal business houses of the city closed their doors and turned out to witness the exercises. The big sawmill of the Great Southern Lumber Co. shut down at 10:30 a. m., to allow all the employes to attend. Promptly at 10:20 every whistle in the city was blown for five minutes. Altogether, it was one of the most remarkable ceremonies in the history of Bogalusa, destined to be not only the largest sawmill town in the world, but the most important paper manufacturing point in the south.

A STRUCTURAL TIMBER HAND BOOK ON PACIFIC COAST WOODS.

The LUMBER WORLD REVIEW acknowledges the receipt of a beautiful and useful handbook published by the West Coast Lumbermen's Association. This book is the most complete ever published on this subject and is expected to fill a long felt want in the construction field. Much of the information contained in it has never been published before. Although of a technical nature and prepared especially for engineers, architects and contractors, this book also contains data valuable to the layman and lumberman.

The first part of the book deals with the lumber production and timber supply of the Pacific coast. A study of the individual species, their properties, adaptability, and availability, is presented in detail. The subject of strength of wood is thoroughly discussed. Grading rules are given for structural timbers of Douglas fir and recommended working stresses shown for construction work of all classes. A chapter on the creosoting of Douglas fir, with description of processes used and strength tests on bridge stringers and ties treated by the "boiling under a vacuum" process, presents data of value to railroad and bridge engineers.

The second part of this handbook is devoted to the presentation of technical data on timber in practically every form. It consists chiefly of tables of safe loads on beams and columns under various conditions. The figures contained in these tables are all based on the surfaced or actual size of the timbers. Figures and diagrams for determining the economic sizes of rectangular beams and columns, and tables of board measure and weights of timbers of any available size are included.

The remaining pages of the book discuss in detail the various uses to which these woods are being successfully put. A chapter on mill constructed buildings gives figures on the cost and insurance rates on modern timber-brick mill buildings. Diagrams for estimating costs of buildings of various widths and heights make it possible to determine readily the cost of this type of construction for any conditions.

MEETINGS OF FOREST INDUSTRIES WEEK OPEN WITH ENTHUSIASM AND GOOD ATTENDANCE.

Portland, Ore., Oct. 24, 1916—(Special Telegram)—The first session of the annual meeting of the Western Forestry and Conservation Association was carried out according to the program announced, except that Secretary Cornwall read a letter of regret from Honorable W. R. Ross, Minister of Lands of British Columbia, who was unable to attend. One hundred and fifty are already registered and much interest and enthusiasm is evinced. Although the meeting is but beginning, there is evidenced a strong sentiment for nationalizing this association by putting it in along with all national effort for the good of wood, as was foreshadowed in the preliminary report of the nation wide committee by H. G. Langille and his associates, as printed in the LUMBER WORLD REVIEW, in the issue of October 10.

This sentiment for national effort along lines already worked out by the National Lumber Manufacturers' Association seems to prevail above all other lines of thought. No one has yet suggested how to get the money to do this thing or even where to find the Moses competent to guide the willing children to the edge of the promised land.

Judge Fiewelling, one of the happiest presiding officers in the entire west, was brighter than usual, adding to his already great reputation of keeping abreast of the schedule by adjourning on time and meeting each requirement.

There is to be a banquet tendered by the Oregon lumbermen to the members of the Western Forestry and Conservation Association Wednesday night, the Welfare dinner Thursday night, the Pacific Logging Congress Friday night, a luncheon by the Grays Harbor people and a banquet by the Grays Harbor people on Saturday night.

The Logging Congress excursion to Grays Harbor leaves Portland late Friday night and returning arrives in Portland about 7 o'clock Sunday morning.

BOLLING ARTHUR JOHNSON.

(Special Telegram) Marinette, Wis., October 23, 1916.

Bolling Arthur Johnson
Lumber World Review
Chicago, Ill.

Am fully in accord with your presentation of Forest Products Federation. The great need of lumber industry is better co-operation among lumber associations of all shades and all regions, and the active support of individual and corporation timber owners.

Our National Association should be extended and enlarged along lines of Mr. Langille's report.

Your splendid work calling lumbermen to a realization of the effect of substitute advertising and promotion is only an incident compared with the man's job you have started now. Complete association co-operation, complete individual participation will solve every problem of the industry.

R. B. GOODMAN.

BIRMINGHAM REPEALS ORDINANCE PROHIBITING USE OF SHINGLES.

Birmingham, Ala., October 24.—(Special Telegram)—The five members of the Birmingham City Commission this afternoon unanimously voted to repeal the ordinance enacted some time ago prohibiting the use of shingles for roofing within the city limits. The lumber dealers of Birmingham led by J. H. Eddy, of the Kaul Lumber Co., and W. Thornton Estes, of the Estes Lumber Co., took up the fight of the lumbermen and were bitterly opposed by the insurance interests. They were aided by citizens who make complaints of serious defects in composition roofing. Wooden shingles can now be used in every part of Birmingham excepting the down town district, or in forty out of forty-eight square miles within city limits.

LUCIUS E. FULLER.

F. H. McCORMACK SEVERS CONNECTION WITH WISCONSIN & ARKANSAS LUMBER CO.

Malvern, Ark., Oct. 20.—F. H. McCormack, who for the past fifteen years has been prominently identified with the Arkansas soft pine industry as manager, and for the past two years as treasurer of the Wisconsin & Arkansas Lumber Co., has announced his resignation from the management of that plant, to take effect January 1. He will retain his interest in the Walco company, but will devote his attention to a manufacturing plant of his own, to be operated in connection with a line of personally owned retail yards in the state. Mr. McCormack is one of the old growth Wisconsin white pine lumbermen, coming to Arkansas from Merrill to build and operate the present Walco mill. He has been a leader in the steady and effective movement to place Arkansas soft pine before the eyes of the purchasing public, as well as in other progressive developments of the yellow pine industry, and the wide circle of friends will wish him success in the new enterprise.

HENDRICKS' COMMERCIAL REGISTER.

The twenty-fifth annual edition of Hendricks' Commercial Register of the United States for Buyers and Sellers which has just been issued rounds out a quarter of a century of usefulness by this standard publication. The work is especially devoted to the interests of architects, contracting, electrical, engineering, hardware, iron, mechanical, mill, mining, quarrying, railroad, steel and kindred industries, containing about 350,000 names and addresses with upward of 45,000 business classifications. Full lists are included of producers, manufacturers, dealers and consumers, listing all products, from the new material to the finished article, together with the concerns handling these products, from the producer to the consumer.

There are 1,512 pages of text matter and the index of contents numbers 149 pages covering over 50,000 trade references. The list of trade names, brands, titles of identifications, etc., is published for the first time and numbers 202 pages. This list furnishes ready references for purchasing agents and prospective buyers to distinctive products manufactured by firms listed in the work.

Hendricks' Commercial Register is depended upon for reliable information in thousands of business offices, and the new edition will be found more than ever valuable and available.

AUSTRALIAN COMMISSION TO STUDY AMERICAN LUMBER CONDITIONS.

Washington, D. C., Oct. 20.—An Australian commission is soon to be sent to this country to investigate the timber and other industries, and to look into the conditions of employment in the trades.

The commission is to be composed of six manufacturers and six representatives of labor organizations. It is expected that the commissioners will be in the United States from four to six months.

All of the expenses of the commission are to be borne by the Australian government.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

LUMBER PRODUCTION IN NEW BRUNSWICK IN 1916.

Washington, D. C., Oct. 20.—Officials of the Department of Commerce have just received a rather interesting report from the American consul of St. Stephen, Canada, relative to the production of lumber in New Brunswick this year. In part the report says:

"Timber production in New Brunswick is fairly well maintained this year according to reports of the cut thus far from the Crown lands alone. The estimate of the Minister of Lands and Mines of stumpage collected for the year ending October 31, 1916, is $352,625, compared with $385,625 and $422,909 for the years ended October 31, 1914, and 1915, respectively. The amount for 1915 was the largest yet recorded, and was due in great part to unusually favorable weather conditions.

"While the amount collected for 1915 was greater than is estimated for 1916, the cut of the former year was the greatest recorded except that of 1911, and up to 1915, every year with two exceptions shows an increase over the preceding one. Whether the increase in timber cut should continue is a debated question. The annual growth on the Crown lands is estimated at about 300,000,000 superficial feet, only slightly in excess of the cut from these lands in 1915.

A RAILROAD MAN'S VIEWS ON RAILWAY REGULATION AND CONTROL.

Washington, D. C., Oct. 21.—In an address this week before the American Association of Passenger Traffic Officers, Frank Trumbull, chairman of the Chesapeake & Ohio Railway and also chairman of the Railway Executives' Advisory Committee, outlined the attitude of the railways toward the forthcoming investigation of railway regulation and control.

"Under the joint resolution by congress," he said, "a joint committee composed of five members of the Senate Committee on Interstate Commerce and five members of the House Committee on Interstate and Foreign Commerce is about to make a thorough investigation of the entire subject of railroad regulation. It is the hope of the railways that out of this investigation will come a much-needed plan of co-ordinating and simplifying our system of transportation regulation.

"Probably a hundred million dollars is going over the dam every year as a result of the lack of co-ordination and our present methods of handling this important problem and our present system of conflicting regulation by the federal government and by the several states. Transportation cannot be regulated by state lines."

At the hearings before the Newlands committee, Mr. Trumbull said, the railroads would advocate a centralization of railroad regulation in the hands of the federal government, which, in the opinion of the railroads, can best be accomplished by federal incorporation of interstate roads. They will also advocate a reorganization of the Interstate Commerce Commission along regional lines with subordinate district commissions or branches in order that local conditions may receive due consideration, somewhat along the lines of the organization of the Federal Reserve System. They also feel that the regulation of the issuance of railroad securities should be placed in the hands of the federal government but that it should not be divided between the federal government and the states. Nineteen states are now rgulating the issuance of securities.

HARDWOOD MEN TO HAVE A HEARING AT MEMPHIS.

Washington, D. C., Oct. 19.—The hardwood lumbermen of the country are to be given a hearing at Memphis, Tenn., on October 30, according to a telegram sent to the Lumbermen's Club of Memphis today by Commissioner Will H. Parry.

Some months ago the club petitioned the commission to grant them a special hearing to take up their particular problems, competition, transportation, etc. [illegible] hearing has been granted at the s[illegible] the Lumbermen's Club the commission has made it quite plain that all hardwood lumbermen will be heard without regard to their affiliation with the club.

INTERSTATE COMMERCE COMMISSION INVESTIGATING CAR SHORTAGE.

Washington, D. C., Oct. 23. (Special Telegram).—Inspectors of the Interstate Commerce Commission are making an investigation of the car shortage famine affecting every section of the country. Complaints are coming in daily from shippers telling of the enormous needs and the almost unprecedented lack of facilities. Southern railroad officials contend that the shortage is due to cars being held in the north, but investigation showed that hundreds of cars were being used as warehouses at ports of export in the south. LAMM.

LUMBERMEN ORGANIZE TO CAPTURE FOREIGN TRADE.

Washington, D. C., Oct. 20.—A rather interesting statement has recently been issued here, especially as it was given out by a department of the Federal government relative to lumber corporations. The statement was as follows:

"The American campaign to capture foreign lumber markets has resulted in the organization of an export sales company by western lumber manufacturers," announces the Bureau of Foreign and Domestic Commerce. "This company represents 80 percent of the Douglas fir cut in this country and its object is to exploit Douglas fir and western hemlock in the world's lumber markets. It is expected without violating the present anti-trust laws, to give American manufacturers some of the advantages that were hoped for from the Webb bill, which the last congress failed to pass.

"The organization of this company is regarded in Washington as the most important and far-reaching step the industry has taken to broaden its markets and meet the competition of the thoroughly organized lumber exporters of northern Europe. In conjunction with the investigation of European lumber markets recently undertaken jointly by the lumbermen and the bureau, it should give American lumber a decided advantage over all competitors in the trade struggle that will follow the war. Immediate attention will be given to standardization of grades, to the conditioning of export lumber, and to active propaganda in foreign countries. Lack of attention in the past to those very important details accounts in large measure for the failure of American lumber to hold its own against more efficient competitors."

ORAL EXAMINATION FOR TRADE COMMISSIONERS.

Washington, D. C., Oct. 23. (Special Telegram).—Oral examinations were commenced today at the Bureau of Foreign and Domestic Commerce of the twenty candidates for positions as trade commissioners, to investigate the lumber markets of Europe.

The twenty candidates were those who passed the best examinations out of the 150 who took the examination several weeks ago. Among the candidates here are: B. P. Kirkland, Seattle, Wash.; P. T. Coolidge, Bangor, Me.; H. J. Hegel, Schenectady, N. Y.; F. H. Smith, Washington, D. C.; R. Rosenbluth, New York City, N. Y.; W. Munro, Boston, Mass.; J. A. Peterson, Brooklyn, N. Y.; O. D. Ingall, Melrose Highlands, Mass.; J. H. T. Stempel, Chicago, Ill.; E. B. Ford, Louisville, Ky.; N. C. Brown, Syracuse, N. Y.; A. H. Oxholm, San Francisco, Cal.; A. P. Dennis, Princess Anne, Md.; F. H. Forester, Jenkins, Ky.; J. R. Walker, Washington, D. C.; J. C. Nellis, of the Forest Service; E. A. Ziegler, Mt. Alto, Pa.; S. Manness, Scranton, Pa.; R. E. Simmons, Oshkosh, Wis.; P. L. Buttrick, New Haven, Conn., and E. Fay, Wilmington, Mass.

All of the larger lumber associations were invited to have representatives present at the examination today. It is expected that they will be completed by tomorrow and the four successful candidates will be announced within the next few days. It is understood, among these present in addition to the examiners and Dr. Pratt, Chief of the Bureau, were federal trade commissioner Will H. Parry, Robert H. Downman, president of the National Lumber Manufacturers' Association; E. A. Selfridge of the California Redwood Association; C. I. Millard, a director of the National Lumber Exporters' Association, and others. LAMM.

INTERSTATE COMMERCE COMMISSION HEARINGS

Following are the lumber hearings on the commission's docket before our next issue:

October 30, at Washington, D. C., before Examiner Burnside, in I and S docket, No. 490, concerning lumber transit privileges at Buffalo. Also on the same date a hearing in case No. 7506, of the Buffalo Lumber Exchange, et al., vs. the Alabama Central Railroad, et al.

November 3, at Washington, D. C., an argument before the commission, in case No. 3878, of the Davis Bros. Lumber Co. vs. the C., R. I. & P., et al.

November 6, at Minneapolis, Minn., before Examiner Gartner, in case No. 9019, of the International Lumber Co. vs. the Big Fork & International Falls Railway Co., et al.

November 9, at Memphis, Tenn., before Examiner Fleming, in case No. 9080, of the Lamb-Fish Lumber Co. vs. the Yazoo & Mississippi, et al.

INTERSTATE COMMERCE COMMISSION DECISIONS.

In the first lumber decision handed down by the commission this autumn they have the following to say relative to their investigation into the lumber rates to New Mexico points and fourth section applications dealing with the same:

"Proposed increased rates on lumber and articles taking the same rates from points in California to points in Texas and New Mexico on the El Paso & Southwestern railroad, shown to be reasonable. Fourth section applications denied."

This proceeding involved the reasonableness of the proposed increased rates on lumber from points in California north of Santa Barbara and Mojave to points on the El Paso & Southwestern north of El Paso, Texas, and to certain stations on the line of the Atchison, Topeka & Santa Fe east of Albuquerque, N. M. The California Redwood Association and the Weed Lumber Co. were the protestants in the case.

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until April 13, 1917, the operations of Southern Pacific Co.-Atlantic Steamship Line-I. C. C. tariff No. 28-S. S.

The suspended tariff names proposed increased rates on lumber, carloads, from Bayou Sara, La., and other points of origin on the Louisiana Railway & Navigation Co. to New York city, the operation of which was suspended from June 15 to October 13, by an order previously entered in the same docket.

The operation of certain items appearing in I. C. C. tariffs of Eugene Morris, agent, C. E. Fulton, agent, and the Southern, have been suspended by the commissioners until April 13, 1917.

The suspended items provide for an increase of two cents per 100 pounds on lumber, carloads, from Troy, Tell City, Cannelton, Rock Hill and Rockport, Ind., to points in Central Freight Association territory located west of the Indiana-Illinois state line.

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Personal News Notes

James P. Soper, of the Soper Lumber Co., Twenty-second and Loomis streets, this city, returned a few days ago from his annual summer outing in the Adirondack mountains.

Fred J. Schroeder, of the John Schroeder Lumber Co., Milwaukee, Wis., has been recently looking over his company's operations in the Georgian Bay district of Canada. He passed through Chicago October 15.

Peter Vredenburgh, president Vredenburgh Sawmill Co., Vredenburgh, Ala., spent several days in Chicago last week. Mr. Vredenburgh was in Chicago on business, but found time to call upon the LUMBER WORLD REVIEW and other friends, who welcomed his genial presence. Mrs. Vredenburgh accompanied him.

George J. Farnsworth, president of the Oconto Co., this city, received some very important information by wire week before last, which was to the effect that a large army of mallard ducks had invaded Swan Lake and the members of the Swan Lake Club at that popular duck headquarters called urgently for help. Mr. Farnsworth responded at once and accompanied by his trusty armament spent the rest of the week in a noble effort to help his fellow members of the club avert the duck peril. The record of casualties had not been fully compiled at latest accounts.

W. J. Rasmussen, who has been with the Manufacturing Woodworkers Underwriters, Lee Blakemore, manager, during the last six years, has tendered his resignation, to take effect November 1. Mr. Rasmussen has built up for himself an excellent reputation in insurance circles. He has now become affiliated with the National Lumber Manufacturers' Inter-Insurance Exchange, of this city, C. F. Simonson, manager, to represent that institution on the Pacific coast, with headquarters at Portland, Ore. Mr. Rasmussen expects to leave for his new post about November 10. The LUMBER WORLD REVIEW takes pleasure in commending him to the lumber manufacturers of the coast.

A. J. Parker, who has represented the Blackwell & Panhandle Lumber companies of Spokane, Wash., in this territory for some time, has associated himself with S. C. Lawrence under the firm name of the Acme Lumber & Shingle Co., with offices at 1505 Great Northern building. Mr. Barker has built up a very fine trade in the Blackwell-Panhandle products in this territory and will continue to look after the Blackwell-Panhandle business; and the new firm will represent the following mills in this territory: Cascade Lumber & Shingle Co., Snohomish, Wash.; Ferry-Baker Lumber Co., Everett, Wash.; Heybrook Lumber Co., Heybrook, Wash.; Canal Lumber Co., Seattle, Wash., and the Chas. Nelson Lumber Co., San Francisco, manufacturers of redwood products.

George B. Rookwood, of Peoria, Ill., well known in the cypress industry, spent several days in Chicago during the middle week of October and visited several of the contiguous cities in this territory. Mr. Rookwood covers northern Illinois and southern Wisconsin for the Burton-Swartz Cypress Co. of Florida, which has a large cypress manufacturing plant at Perry, Fla., same interests operating the Burton-Swartz Cypress Co. at Burton, La. Although at somewhat of a disadvantage as to rates of freight from the Florida plant, as compared with the Louisiana cypress manufacturers, Mr. Rookwood has built up a very encouraging volume of business in this district. He reports the demand for cypress steadily increasing, owing to its more extended use and predicts a whopping good demand during the coming winter and spring.

INFORMATION ABOUT LUMBER.

A Chicago lumber concern recently received the following letter asking for information and "B. L. T.," of the Chicago Tribune, printed it in his column "A Line o' Type or Two." It is a gem:

"Dear Gentlemen: In your letter to me quoting prices on lumber, let me know what you mean by M feet of lumber. Does that mean one mile of lumber? And do you lay it out and measure how much is it a mile of lumber? You know the place I want to build should not reach a mile but would be only a little house for chickens. Be sure to let me know right away how much is it a mile of lumber. Yours very respectable,

TIM———, Ottumwa, Ia."

GRANDPA SCHREIBER'S HOLIDAY.

William C. Schreiber, of Wm. C. Shreiber & Co., with wholesale lumber yard at Throop and Twenty-second streets, this city, had this year his first summer vacation since he left school—and that was some time since. He left Chicago on the morning train July 4, and returned on the evening train of the same date. However, he had time to have his picture taken at Pistakee Bay, Ill., as he spent his somewhat extended vacation of four hours all at one place. With him in the accompanying photograph are Mrs. Schreiber and their two charming grandchildren, William Schreiber Mole, age three, and Edna Mole, age one. It may be inferred from the picture that "Billy" enjoyed to the full his first vacation.

MR. AID MRS. WM. G. SCHREIBER AND THEIR GRANDCHILDREN.

THE INCREASING USE OF BIRCH.

One of the prominent members of the Northern Hemlock & Hardwood Manufacturers Association states that he recently interviewed a Chicago hardwood dealer, who stated that a short time ago 80 percent of his stock was of oak, but that he was now stocking about 80 percent of birch for his mill trade. He said that the demand for birch was increasing to such an extent that he had to get out and hustle for good manufacturing connections. He expressed the opinion that the birch market, especially for No. 1 common, is strong, and he would not be surprised to see an advance of $4 to $5 a thousand between now and April 1.

OBITUARY

CHAS. P. BOWEN.

Charles Parnell Bowen, formerly a prominent figure in the northern lumber trade, died Tuesday, October 10, at his residence, 3621 Pine Grove avenue, Chicago. Mr. Bowen was 63 years old. He entered the lumber business in his uncle's firm, the Anawalt Lumber Co. at Rock Island, Ill. Later he became connected with the Weyerhaeuser lumber interests. He is survived by three children, Mrs. S. J. Feeney and Benjamin and Charles Bowen. Funeral services were held October 13 and the interment was at Calvary cemetery.

ROBERT C. LIPPINCOTT.

Philadelphia, Pa., Oct. 10.—Robert Cook Lippincott, 71 years old, died Thursday evening last at his home, 266 Tulpehocken street, Germantown, a suburb of this city. He was taken ill in the west with acute indigestion, complications setting in after his return home.

Mr. Lippincott, who was one of Philadelphia's oldest wholesale lumbermen, had his offices in the Land Title building, Broad and Chestnut streets. He was a former president of the National Wholesale Lumber Dealers' Association, former president of the Union League, and a former director of the Lehigh Valley Railroad.

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Chicago . - Illinois

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WISCONSIN and SOUTHERN HARDWOODS

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Business Changes, Incorporations and Fires

New Concerns

Martinsburg, Ind.—White Wood Products Co.; $50,000 capital. George W. White, Harlan B. White, Herbert C. White.

McAlester, Okla.—The Cain Lumber Co. Z. T. Cain, former manager of the South Texas Lumber Co., is local manager and owner.

Oklahoma City, Okla.—Grant-Sprague Lumber Co.; $25,000 capital. H. W. Sprague and others.

Waverly, N. Y.—Southern Pine Sales Corporation; $100,000 capital. P. S. Hill, H. A. Fluckiger, E. T. Magoffin, East Orange, N. J.

Albany, N. Y.—West Virginia Waste Wood Chemical Co.; $330,000 capital. H. M. Ward, R. Kirby, W. M. Baldwin.

Terre Haute, Ind.—The P. S. Mace Co., to purchase and sell timber and lumber; $30,000 capital. P. S. Mace, Scott Mace and W. L. Mace.

Jersey City, N. J.—Nu-style Window Sash Co.; $200,000 capital. Philip L. Mieser, John N. Turner.

Portland, Me.—New England Cabinet Works, Inc.; $25,000 capital. Robert T. Whitehouse, Clement F. Robinson, Raymond S. Oakes.

Jonesboro, Tenn.—Young Timber & Land Co.; $6,000 capital. B. G. Young, S. S. Preston, W. F. Graham and others.

Montgomery, Ala.—Pine Plume Lumber Co.; $50,000 capital. Stuart MacKenzie, W. S. Hollister and D. L. Whetstone.

Omaha, Nebr.—The Brown Lumber & Coal Co.; $30,000 capital. Milton Dodds, George M. Livengood and Daniel C. Braven.

Buffalo, N. Y.—The Buffalo Lumber Dealers' Credit Corporation; $1,500 capital. Gabriel Elias, Clark W. Hurd, H. E. Montgomery, R. T. Bennett and others.

Wewoka, Okla.—Sturgeon-Elliott Lumber Co.; $20,000 capital. A. D. Norvell, J. P. Stringfield, O. J. McCann and others.

New York, N. Y.—Wood & Melvin, to deal in lumber; $10,000 capital. C. J. Gillem, F. L. Wood and L. F. Wood.

Muncie, Ind.—Grouleff Bros. Lumber Co.; $30,000 capital. C. Frits Grouleff and others.

Colville, Wash.—The Kettle Bayou Boom Co. E. A. Holston, Dale Jones, E. L. Curtis and G. W. Peddycord.

Chicago, Ill.—Treece Lumber Co.; $25,000 capital.

Kangman, Ariz.—Mohave Lumber Co.; $100,000 capital.

Duluth, Minn.—American Lumber & Construction Co.; $30,000 capital.

New Mills

Montgomery, Ala.—The Cramton Lumber Co. has started on the erection of a new plant which will take the place of the one recently destroyed by fire.

Thorsby, Ala.—The R. J. Williams Lumber Co. will erect a large lumber plant to take the place of the small one recently burned.

Hood River, Ore.—The West Fork Lumber Co., Inc., will erect a mill.

Marquette, Mich.—The Marquette Box & Lumber Co. will build new mill.

Baker, Ore.—A large sawmill will be built to handle the 124,000,000 feet of government timber on the John Day river.

NEW CORCERNS

Edmonton, Alta.—Woodland Lumber Co.; $20,000 capital.

Quebec, Que.—Le Parc Des Allies, Ltd.; $20,000 capital. To conduct a business as sawmill proprietors and operate timber limits and pulp mills.

Wilmington, Del.—Standard Hardwood Co.; $100,000 capital. F. D. Buck.

Washington, D. C.—W. A. H. Church; $36,000 capital.

Wood River, Ill.—Wood River Lumber & Supply Co.; $15,000 capital. Purchasing department, P. J. Lawrence Lumber Co., St. Louis, Mo.

Greenville, Ky.—Green River Lumber & Tie Co.; $15,000 capital. D. M. Roll, W. E. Drake and H. L. Drake.

Hardy, Ky.—Mitchell Lumber Co.; $25,000 capital.

Quicksand, Ky.—Federal Parquetry Manufacturing Co.; $100,000 capital. Representative, Lawrence Ottinger, of New York.

Presque Isle, Me.—Aroostook Holding Co., to operate a planing, molding and wood working mill; $10,000 capital. P. N. Hight, president; Nathan F. Perry, treasurer, and S. C. Page.

Nichols, N. Y.—Rex Lumber Co., Inc.; $10,000 capital. B. J. Cotton, C. E. Young, F. R. Young.

Palmico, N. C.—Clement Veneer & Lumber Co.; $50,000 capital. W. L. Clement and H. F. Dargan.

Montpelier, O.—Montpelier Hoop & Lumber Co.; $10,000 capital. Samuel E. Hollopeter, Frances E. Hollopeter and others.

Portland, Ore.—Bramhall Timber Co.; $15,000 capital. R. B. Montague, G. C. Frisbie and Omar C. Spencer.

Portland, Ore.—J. A. Pattison Lumber Co.; $10,000 capital.

Bolivar, Tenn.—Tennessee Handle Co.; $5,000 capital.

FIRES

Windsor, N. S.—The new sawmill of W. R. Patterson burned with 5,000 feet of lumber.

Glencolin, Ont.—The sawmill of Gordon Staley burned. Mill will be rebuilt.

Odanah, Wis.—Two warehouses owned by the J. S. Stearns Lumber Co. were partially destroyed; loss estimated between $40,000 and $50,000.

Thorsby, Ala.—Plant of R. J. Williams, a few miles west of here, burned, together with 50,000 feet of lumber; loss $2,500.

Montgomery, Ala.—Plant of the Cramton Lumber Co. burned; loss $75,000.

Crawfordsville, Ind.—The factory of the Pioneer Box Co. burned; loss $50,000.

Indianapolis, Ind.—Two large sheds filled with lumber at the yards of the R. S. Foster Lumber Co. damaged by fire to the extent of several thousand dollars; covered by insurance.

Toledo, O.—A large stock of red cedar shingles, storage sheds and staining plant of the C. A. Mauk Lumber Co. burned; loss $100,000.

Business Changes

Cottonwood, Ida.—J. B. Krieger has sold out to the Madison Lumber & Mill Co., of Lewiston.

Troy, Kans.—H. D. Kent has sold out to the Arkansas Valley Lumber Co., of Wichita.

Winfield, Tex.—Cobb & Gingle is now known as the Cobb Lumber Co.

Polk, Neb.—Geo. A. Hoagland & Co. have sold out to the Aspegren & Strand Lumber Co., of Lincoln.

Jamaica, Ia.—The C. Dennis Phillips Co. has sold out to Dalbey & Hardwick.

Aurora, Minn.—The Colvin-Robb Lumber Co., of this place, also of Biwabik, Eveleth, Gilbert and New Duluth, has sold out to the Northern Lumber & Coal Co., of Duluth.

Hibbing, Minn.—The Hibbing Lumber Co. has sold out to the Northern Lumber & Coal Co., of Duluth.

Lincoln, Nebr.—Aspegren, Tanner & Co. have sold out to the Schuck & Yost Lumber Co.

Red Elm, S. D.—Ross Simeon Lumber Co. has sold out to the J. F. Anderson Lumber Co., of Mitchell.

Seattle, Wash.—Columbia Valley Lumber Co. has purchased the business of the Stevens Lumber Co., of Douglas, Mansfield, Waterville and Withrow.

Duluth, Minn.—The Northern Lumber & Coal Co. has purchased the business of the Hibbing Lumber Co., of Superior, Wis.

Pine Bluff, Ark.—McGehee Smith Lumber Co. has changed its name to Pine Bluff Lumber Co.

Pine Barren, Fla.—McMillan Mill Co. is now Finlay Lumber Co.

Maize, Kans.—The A. H. Hill Lumber Co. has sold out to R. C. Jackman.

Wauzeka, Wis.—The Krone Lumber Co. has sold out to the C. B. Hopkins Co., of Fennimore.

Cowley, Wyo.—The Cowley Lumber Co. has sold to Welch Bros.

Minneapolis, Minn.—The Fullerton Lumber Co. has purchased the business of the Coleson Swanson Co., of Concord, Nebr.

Findlay, O.—The Duttweiler Lumber Co. has sold out to M. L. Fasset.

Tacoma, Wash.—The Hague Box & Lumber Co. has sold out to the Northwestern Woodenware Co.

Ranchester, Wyo.—The Ranchester Lumber Co. has sold out to the Johnston Saunders Lumber Co.

Huntsville, Tex.—The Huntsville Lumber Co. has decreased its capital from $10,000 to $7,000.

New Albany, Ind.—Roberts & Connor Co. has changed its name to Roberts Veneer Co.

Chicago, Ill.—Lincoln Sash & Door Co. has increased its capital from $30,000 to $40,000.

Lindsay, Cal.—George A. Wright has been succeeded by Wright & Riley.

Goodrich, Colo.—The Riverside Lumber Co. has been purchased by the Warren Lumber Co., of Fort Morgan.

New London, Conn.—The Thames River Lumber Co. has increased its capital from $150,000 to $250,000.

Fenn, Ida.—The Madison Lumber & Mill Co. has gone out of business.

Chicago, Ill.—The Miller Lumber Co. is succeeded by the Miller Lumber & Supply Co. with capital of $10,000.

Granger, Ia.—Grigsby & Grigsby have been succeeded by C. L. Hardinger.

Paducah, Ky.—The offices of the Ferguson & Palmer Co. are removed to Memphis, Tenn.

Lake Charles, La.—Samuel Kinder & Co. have been succeeded by H. D. Taylor & Co.

Boston, Mass.—The Hooker-Baird Lumber Co. is closing out its business here.

Fountain, Mich.—Reek Bros. are selling out to the Booth-Schoenhurr Co.

Whitehall, Mich.—The Nufer Cedar Co. has moved to Marquette.

Meridian, Miss.—The Crescent Lumber Co. has discontinued its office here.

New Orleans, La.—S. T. Alcus & Co. have purchased the business of the Tylertown Box & Manufacturing Co., of Tylertown, Miss.

Parker, S. D.—W. R. Wood has been succeeded by the Big Sioux Lumber Co., with headquarters at Sioux Falls.

Fires

Howebrook, Me.—More than 300,000 feet of lumber burned in the Dean Lumber Mills; loss $30,000.

Salem, Mass.—Dryhouse of the N. P. Gifford Lumber Mills burned; loss $50,000.

Prairie du Chien, Wis.—Mill of the W. F. Shaw Lumber Co. burned; loss $5,000.

Kola, Miss.—Kilns, planing mills, a dry shed and 750,000 feet of lumber, property of the Kola Lumber Co., burned; loss estimated at $100,000.

Phelps, Wis.—The sawmill of the Hackley-Phelps-Bonnell Co. burned; loss between $300,000 and $400,000.

Hoboken, N. J.—Fire in the lumber yard of the Farr Lumber Co. caused loss of $25,000.

Punxsutawney, Pa.—The planing mill of James K. Long & Son almost totally destroyed by fire, entailing loss of $10,000; no insurance.

Green Cove Springs, Fla.—The sawmill of the Dowling Shands Lumber Co. burned; loss about $150,000.

Bellingham, Wash.—Two dry kilns and about 2,000,000 shingles were recently burned at the plant of the Siemons Lumber Co. The kilns will be immediately rebuilt.

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News Miscellany of the Lumber World

South Atlantic News

Jacksonville, Fla., Oct. 17.—Port business picked up during September and incidentally some new records were established. The

JACKSONVILLE, FLA.

record established by the lumber steamer "William O'Brien" in passing to sea from the eastport terminals with cargo of over 3,000,000 feet of lumber and drawing twenty-four feet and seven inches at low water has stimulated the desire of shipowners to send deep water draft steamers to this port.

Two barges, recently completed by the G. A. Baxter & Co.'s new shipyard, were last month loaded with sixty thousand ties and proceeded north in tow of the tug "Eastern."

The fourth of a fleet of barges being constructed by the G. S. Baxter & Co., is being completed and will start loading within a week. Three other barges have already been completed, loaded and sent to New York with crossties, being placed in harbor service there. It has been found that by building barges here, where lumber is cheaper, the New York concerns can save money. The barges measure 115 feet in length over all, 32 feet beam and draw 10 feet of water. About 6,000 ties can be carried on each.

A total of 33,825,462 feet of lumber went forward in September in coastwise steamers, barges and two schooners. In addition to the regular coastwise shipments, the Norwegian steamship Viator, barge Doctor Brooks and schooner M. E. Eldridge carried lumber to Cuba. There is now at this port an Italian steamship Italia, loading a cargo of over 2,000,000 feet of lumber for export. The exports consisting of lumber and crossties, totalled $66,824.

* * *

Savannah, Ga., Oct. 16.—I. H. Fetty, president Savannah River Lumber Co., placed an order for three new dry kilns of the Moore

SAVANNAH, GA.

moist air type for the plant at Wiggins, South Carolina.

The Newport Lumber Co., operating in McIntosh county, has purchased 12,000 acres of virgin timber bordering the Sapelo river. It is expected that the purchasing company will soon make announcement as to its manufacturing plans. The purchase price was in excess of $200,000.

The first of several shipments of lumber to Havana was made by the Hirsh Lumber Co. on the steamer Paris; the concern has a big contract.

* * *

Charleston, S. C., Oct. 16.—Domestic and railroad troubles continue to complicate the lumber situation; in spite of adverse con-

CHARLESTON, S. C.

ditions, however, the general trade is in a healthy condition. This is evidenced by the fact that new mills are being erected, and timber holdings are being taken by purchase or on option.

Farr-Barnes Lumber Co., St. George, S. C., have placed order with L. Moore Dry Kiln Co., Jacksonville, Fla., for 20,000 daily capacity dry kiln which will be constructed at its new plant at Harleysville, S. C. It is also building a modern planing mill. The entire plant will be ready for operation by the latter part of October.

Inland Empire News

Spokane, Wash., Oct. 20.—Because of the great shipments of grain, fruit and lumber, but especially of lumber, to the middle west,

SPOKANE, WASH.

local railroad officials are reporting a car shortage which has never been equaled. The Northern Pacific reports heavy shipments of lumber to Chicago and other middle western cities, and the Great Northern also reports big shipments of lumber.

"The general business of loading cars on the western lines is 15 percent ahead of this period for last year," said H. B. Earling of Seattle, vice-president of the Chicago, Milwaukee & St. Paul railroad, who was in Spokane recently. "We have business for all the cars we can furnish. The principal shipments east are lumber and grain."

Spokane's building activity continued during September, and the value of building permits issued the first nine months of 1916 is 30 percent over those of the corresponding period of 1915. To October 1 this year the value of construction authorized is $1,276,130, compared with $977,069 the first nine months of 1915, and $847,597 for the corresponding period of 1914.

George H. Gray & Son finished the season's cut of logs at Entiat, Wash., last week. Gray & Son have secured large timber rights in what is known as the Oklahoma country near Winesap, and will erect a sawmill and box factory there. It is estimated that there is 125,000,000 feet of splendid yellow pine in the Johnson creek district alone.

* * *

Coeur d'Alene, Ida., Oct. 17.—A solid train of Idaho white pine, consisting of more than 40 cars left Couer d'Alene recently

COEUR D'ALENE, IDA.

on the Northern Pacific railway, consigned by the Edward Rutledge Timber Co. to the Eastern Lumber Co. at Tonawanda, N. Y. The train will be unloaded at Superior, and the remainder of the journey made by boats on the Great Lakes. The train was decorated with large banners bearing in huge letters the slogan "Genuine old fashioned white pine—and plenty of it." It is a significant fact that the lumber will be sold to New Englanders, the first users of the "old fashioned white pine."

National forests in northern Idaho may become ranging grounds for 200,000 to 300,000 sheep, under a new plan by the forestry department, according to a statement made last week by District Forester F. A. Silcox of Missoula, who was at Coeur d'Alene. The attitude of the department in respect to the future building of roads adjacent and through national forest reserves was outlined by Mr. Silcox, and possible effects of the new federal bill covering road extension work outside of the forests were discussed.

* * *

Kalispell, Mont., Oct. 20.—The sawmill at Egan, Montana, located on Lake Five, formerly operated by T. D. Farrow, which has been

KALISPELL, MONT.

idle the past year is being overhauled and repaired by the Conrad National Bank of this city, and will be leased to John Laux who will operate it to full capacity. The mill is on a splendid site, and in the center of a vast tract of government timber, a large proportion of which is tributary to the site.

W. B. McDonald, R. P. McLaughlin, J. D. Warner, P. N. Bernard and J. R. White left Wednesday morning for Bigfork, Montana, to take photographs and complete an estimate on the timber and water power there for the prospectus they have been arranging for some time to forward to big paper manufacturers throughout the United States and Canada and try to interest them in opening a plant here.

Henry Schoknecht of the Montana Western Lumber Co., which he recently organized with headquarters in this city, returned the first of the month from Warland, Montana, from which point he has made arrangements to handle the output of the Baird and Harper mill, aggregating close to 12,000,000 feet per year.

S. J. Dalberg, a pioneer logger and railroad contractor, has just completed a logging contract of 2,000,000 feet for the Eureka Lumber Co. Mr. Dalberg is now arranging to make a permanent logging camp in his timber holding, consisting of several thousand acres, from which he will deliver several million feet of logs to the Eureka Lumber Co. this winter.

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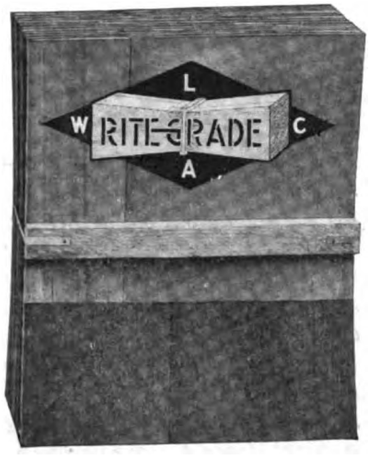

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For Other Information, Write

Shingle Branch, West Coast Lumbermen's Association

Seattle (White Bldg.) Wash.

Central Southern News

MEMPHIS, TENN.

Memphis, Tenn., Oct. 23.—Business men here are very much interested in the proposal to establish river terminals at Memphis. There has been a distinct movement during the past few months toward an increase in the handling of traffic by water and the need of larger facilities for taking care of this business is fully recognized. The Business Men's Club has been the leader in this movement but the Lumbermen's Club and other organizations have appointed committees to investigate and report. The representatives of all these bodies will hold a meeting in the near future and it is expected that something definite will be accomplished at that gathering. The terminals will be either under the control of the city government or actually owned by the city itself. Unless the car shortage is unexpectedly relieved, there is no doubt that lumbermen as well as other interests will make immediate use of the river as soon as the stage is more satisfactory. Lack of adequate terminals has been a serious handicap and the removal of this difficulty will also stimulate the handling of traffic on the river.

It is announced that the Kelsey Wheel Co. will remove its plant from Detroit to Memphis. This company has operated a big branch plant at Memphis for several years and has very greatly increased its capacity during the past twelve months. The local plant is turning out about 2,200 automobile wheels per day and is now prepared to manufacture these wheels complete, machinery for this purpose having been installed very recently.

The Eellgrade Lumber Co. has purchased the sawmill belonging to the Ferd Brenner Lumber Co. at Zwolle, La., and will remove this to the site to be selected for the development of the timber on 7,500 acres of land acquired by the company some time ago in Sharkey and Yazoo counties, Mississippi.

* * *

BIRMINGHAM, ALA.

Birmingham, Ala., Oct. 17.—According to an ordinance just adopted by the city commission of Birmingham, shingle roofs will be permitted outside of the old fire limit of the city. The ordinance requires that the shingles must be painted with a fire retarding paint, approved by the building inspector.

The Lindsay Lumber & Export Co. of Mobile are constructing a logging railroad into their timber lands near Saraland in Mobile county. Four miles of the road has been completed. Several months will be required to complete the road.

Birmingham leads all southern cities but Chattanooga and Dallas in the percentage of gain in building operations during the month of August. There was an increase of 8 percent for the month in Birmingham.

* * *

KNOXVILLE, TENN.

Knoxville, Tenn., Oct. 21.—The new double band mill of the Babcock Lumber Co., near Maryville, about twenty miles south of Knoxville, is being erected rapidly and will be ready for operation early next spring. It will comprise two 9-foot bands and a re-saw and will be one of the largest mills in eastern Tennessee. The company owns a large body of timber tributary to the mill.

Work on the new mill of the Little River Lumber Co. at Townsend, Tenn., erected to replace the plant destroyed by fire last July, will be completed in about two weeks. It has a Clark Bros. equipment throughout, including one 9-foot and one 8-foot band.

Northern States News

MINNEAPOLIS, MINN.

Minneapolis, Minn., Oct. 23.—A car shortage of most serious proportions is affecting the movement of lumber. There is no congestion of rolling stock in the northwest, railroad officials saying cars that belong here are at or near the eastern seaboard and very hard to get back.

Northern pine and hemlock mills, however, have not been pinched for cars as badly as manufacturers to the west and south

Great strength has developed in the hardwood market. Buying has been heavy this month, building operations calling for considerable flooring and interior finish. As loggers are finding it hard to get laborers, it is predicted hardwood taken out this winter will sell at advanced prices next year.

City building operations for nine and a half months this year surpassed the total for 1915, and this activity has resulted in heavy demands for sash and doors. The demand is now setting in for storm sash, and local factories are as busy as in midsummer.

Middle States News

BUFFALO, N. Y.

Buffalo, N. Y., Oct. 23.—Not enough men can be obtained to handle lumber coming in or going out, in spite of the repeated efforts made through advertising to get additions to the forces. Lumber sometimes remains on the docks much longer than usual, just because not enough men can be secured to handle it expeditiously. Many delays have occurred at all yards handling lake lumber this season, although higher wages than formerly are paid for laborers.

Yellow-pine piling has been in good demand in this city recently. Two hundred and seventy cars of it, partly furnished by G. Elias & Bro., are being used for the foundation of the new Central elevator. A lot of this kind of piling is also being used for foundations at the new power plant of the Buffalo General Electric Co., near the city line.

The McNeil Lumber Co. has gone into the hands of a receiver, the court appointing James A. White, of this city and Boyne City, Mich. The company is an old one and its president, Peter McNeil, has many friends in the trade who will hope his affairs may be satisfactorily straightened out and the business continued.

The Buffalo Lumber Dealers' Association has elected officers, with K. C. Evarts, who comes here from Rochester, as secretary. He has for several years been secretary of the New York State Retail Lumber Dealers' Association and is thoroughly familiar with retail lumber conditions.

Pacific Coast News

SEATTLE, WASH.

Seattle, Wash., Oct. 20.—Shippers as a rule see little encouragement in the car question. The Chicago, Milwaukee & St. Paul has promised some relief within a week and conditions on this line are said to be improving. The Northern Pacific and Great Northern lines have little to offer.

The chief topic of interest in lumber and financial circles of the northwest is the permanent organization of the Douglas Fir Exploitation & Export Co., which took place here at a meeting of representative lumbermen from almost every section of the Pacific coast.

There has been some improvement in the waterborne lumber trade recently. Vessels have become slightly more plentiful, although the tonnage rates have not dropped, and in some cases have reached new records. The balance of unshipped cargo orders was increased in the coastwise trade and decreased in the export trade.

The second big vessel for the lumber trade to be built at the Skinner & Eddy Corporation's plant here will be launched to-morrow. This craft will be named the Hanna Neilsen and she will have a carrying capacity of 12,500 measurement tons.

* * *

TACOMA, WASH.

Tacoma, Wash., Oct. 20.—Actual operations will be commenced about November 1 by the new Douglas Fir Exploitation & Export Co. which was formally organized and officers elected at Seattle, October 11. The company will open a branch office in the Puget Sound district but that the location of the office has not been selected. It will almost certainly be either in Tacoma or Seattle.

Two more lumber schooners, in addition to those already contracted for, will be built by the Seaborn Shipbuilding Co., of Tacoma, according to an announcement made by the company's officials. This makes six vessels the company has contracts for. Two are now under construction and will be launched early in November, the keel of another will be laid before the end of October, and the contracts for three others are in the hands of the firm. The latest ships ordered of the company will be 240 feet in length with auxiliary engines.

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The Northern Pacific railway will build 500 new box cars in its Tacoma shops, the work to commence at once. Order were received on October 1 from St. Paul to rush the construction of the new equipment.

Southwestern News

LITTLE ROCK, ARK.

Little Rock, Ark., Oct. 20.—The 1,600-acre tract of timber owned by Dr. M. R. Regan of Eureka Springs, which lies a few miles east of Mena, Ark., was last week sold to Ford Yancey of Ridgeway, Mo., and some associates. These men expect to install a mill on the tract to manufacture the hardwood timber into axe handles, while the pine timber will be cut and sold to the local mills.

A hub factory is being erected at Mountain View, Ark., and will soon be ready for operation. Timber for use in manufacturing hubs is now being assembled and stacked on the yards.

Spice Brothers, who own a hoop factory at Pocahontas, have closed a deal with the Chapman & Dewey Lumber Co. for a site for a new plant at Jonesboro. The new plant will be erected without delay. Elm will be the principal kind of timber used at the new factory.

Gulf Coast News

NEW ORLEANS, LA.

New Orleans, La., Oct. 21.—Unnecessary holding of cars not their own by eastern railroads has greatly intensified the car shortage in this section, according to local transportation heads. Figures compiled by a New Orleans official of one of the southern lines show that the eastern roads have in their possession over 100,000 cars that they do not own. These cars belong to western and southern carriers, and the latter, with less than the normal equipment, are experiencing great difficulty in handling the enormous business of the districts they serve.

According to building material dealers, prospects are exceptionally bright for building operations in New Orleans this fall and winter, both in the commercial and residential districts. Many architects are preparing plans for buildings which have not yet been announced, and general indications point to a building revival such as has not been seen here in ten years. Many attribute this to the organization of the Allied Building Council, which has inspired confidence in the public and offers assurance of honest work and full measurements.

Offerings of the mill work plans for the sash and door manufacturing plants of the city continued last week up to a good average for the fall business.

Local lumber exporters, although realizing the possibilities of serious menace to commerce, have largely ignored recent German submarine operations off the New England coast and rumors that the under-sea war would be carried next into the Gulf of Mexico. Several ships with lumber cargoes are now loading here, and will sail on time. Most of these vessels fly the American flag and are thus virtually immune from attack. Others are British or belong to the neutral nations of Europe, and have long ago become accustomed to the hazards of sea trade during war times.

The Edwards Lumber Co., Inc., of Mobile, interior wholesalers and exporters of yellow pine lumber, piling and ties, have opened an office at 515 Hennen building, this city. C. H. Edwards, who is president of the company, will make his headquarters at New Orleans.

The Riggs-Terrell Lumber Co., occupying offices in the Metropolitan Bank building, this city, the old and well-established hardwood wholesale concern, has recently added a yellow pine wholesale department, in charge of W. B. Switzer, a lumberman of long experience, he having been in the yellow pine wholesale game at Shreveport, Houston and St. Louis for many years.

* * *

HATTIESBURG, MISS.

Hattiesburg, Miss., Oct 16.—Advices from George R. Wright, capitalist interested in the million-dollar paper mill to be erected here, are to the effect that work will begin on the plant in November.

D. C. Bramlette, an attorney of Woodville, Miss., was in Jackson last week filing a charter for the new town of Stephenson, near Gloster. The town is being built by the Foster Creek Lumber & Mfg. Co., the stock of which is owned by the Stephenson family of Michigan. Foundations have been laid for the new mill and part of the machiney is on the ground ready for placing as soon as the mill frame is ready. It is thought the new mill will be ready for operation early next spring.

The Tallahatta Lumber Co., which is controlled by the Natalbany Lumber Co. of Hammond, La., and who own several hundred million feet of choice yellow pine timber in Jones and Perry counties, are building a logging railroad from Petal into their timber. As soon as their road is completed they will begin shipping logs over the tracks of the Gulf & Ship Island railroad to their sawmill at Ora.

It is understood that R. E. Gulledge, formerly in the sawmill business at White, Ark., will soon begin the erection of a fifty thousand capacity sawmill at or near Mendenhall, Miss., which is located about thirty miles south of Jackson on the Gulf & Ship Island railroad.

Ohio Valley News

CINCINNATI, OHIO.

Cincinnati, O., Oct. 23.—For a while Thursday night last week flames crept dangerously near to three huge tanks of creosote in the yards of the Compressed Wood Block Co., on Spring Grove avenue, but firemen managed to ward off the flames in time, thereby saving the entire plant from destruction. As it was, the flames were confined to several piles of wood blocks.

Big lumber interests are concerned in the formation of the Fidelity Coal Mining Co., which recently was started and which will operate at Exodus, Ky. The new firm has under lease 1,000 acres of coal land, said to also contain some valuable timber rights. The incorporators of the company are J. E. Butler, R. L. Stearns, K. W. Dyas, S. C. Trent and R. W. Henderson. The coal will be handled by Mr. Dyas, of the Stearns Coal and Lumber Co., at Stearns, Ky.

George M. Anderson, of the well known architectural firm of Elzner and Anderson, Cincinnati, and for the past two years president of the Cincinnati chapter of the American Institute of Architects, died last week at his home on Grandin Road, East Walnut Hills, after an illness of several months. Mr. Anderson was probably the most widely known and considered one of the best architects in the middle west and was associated with Mr. Elzner for over twenty years.

A new plant will be constructed early in the new year by the Champion Tool Co., of this city, one of the largest concerns of its kind in the country. It is estimated by President Harvey W. Kreuzberg that about $100,000 will be expended in the new structures, which will be located in the extreme northern suburb of Winton Place.

* * *

LOUISVILLE, KY.

Louisville, Ky., October 23.—Lumber handling is being greatly handicapped in this section by the car shortage, and the trade is generally apprehensive over future developments in this connection. Only a small portion of the needed cars can be obtained and orders are being received faster than they can be shipped. Every dealer and manufacturer is carrying good orders on his books at this time both for immediate and for future delivery.

A prosperous fall building season has struck Louisville and will aid considerably in improving the showing for the year, which was rather quiet during the summer months. The Alfred Struck Co. has two contracts, totaling $300,000, one a church, and the other a boarding school; and several smaller contracts, which are considered exceptionally good.

* * *

EVANSVILLE, IND.

Evansville, Ind., Oct. 23.—A few days ago, D. C. Amerine, manager of the Indiana Board and Filler Co. at Vincennes, Ind., announced an increase in wages and shorter hours for all employes of the company. The mill has been operating two shifts of twelve hours each, but under the new schedule the men will work in eight hour shifts and be paid the same wages. In the filler department the men will work ten hours, but will obtain a substantial increase in wages.

Building operations are fairly active at this time. Sash and door men report a steady trade. Contractors say that they have enough work in sight now to keep them busy the balance of the season.

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The Current Trend of the Lumber Market

General Market Review

The car shortage has been the supreme dominating factor in all departments of the lumber trade during the past several weeks. At no time in recent years has the shortage been of such vast proportions and so widespread, being felt in every lumber producing field in the country. Where yard room is scarce, many mills have been compelled to close down, being unable to move anything near their volume of output. In almost every section from which reports have been received, the shortage varies only in intensity. Numerous large concerns have been compelled to withdraw their salesmen from the market, as they had not wished to sell when they could make no promise as to shipment. Not only are the manufacturers in trouble because of this shortage, but retailers and consumers everywhere are hampered in their operations because of the inability to get needed supplies.

Many have asked the question, "Where have the cars gone?" They say that the lumber industry is not getting any of them, in spite of the comparatively low volume of demand. They can only explain the shortage by the absorption of many cars for the grain and cotton crops, steel and ore shipments, automobiles and one or two other avenues of industry in which the activity seems to be rather pronounced at this season.

Some of the lumber manufacturers of the south and west are able to derive a small degree of satisfaction from their railroad trade, as in some cases the roads are furnishing cars for shipping their own lumber, but in only a few cases are the railroads able to do this.

There was some relaxation shown in building circles during September as compared with August. The value of permits issued in Chicago last month was $8,579,550, which, however, is $10,000 over September, 1915, and is $207,000 greater than the value of permits issued last month in New York, Brooklyn, and the other boroughs combined. The reports, furnished by the American Contractor, from 111 cities show a total value of permits last month of $72,735,764, as compared with $68,861,798 in September, 1915, an increase of 6 percent. In looking over the various sections of the country, it is observed that the greatest decreases in building operations were in the southern states, southwestern states and in the states west of the Rocky mountains, while a considerable gain is shown in the middle western states, with the eastern and New England states about holding their own, as compared with last year.

With such a pressure for cars, it is but natural for the lumber market to show considerable strength at the distributing end and it is noted that where cars can be secured the market for the stock shipped is absolutely firm.

NORTHERN AND WESTERN PINE.

The market for soft pine is in good condition at eastern points generally, but shipments are greatly delayed by the car shortage. In California the scarcity of cars is greater than ever before experienced, it being almost impossible to obtain cars at some of the California pine mills. In the Idaho white pine and western pine district there is a very decided shortage and only a fraction of the cars needed can be obtained. In the northern pine section the supply of cars is somewhat more liberal, but great difficulty is experienced in trying to get anything like an adequate number of cars.

It seems likely that the car situation will not be relieved in time to bring forward sufficient lumber for ordinary requirements and in consequence stocks in wholesale and retail yard hands will have to be heavily drawn upon. However, such stocks as there are available will probably bring good prices. Shop lumber is in low supply at the sash and door factories and woodworking plants, and northern shippers are apt to reap a considerable advantage because of the unfortunate conditions in car supply prevailing on the west coast and in the Inland Empire.

SOUTHERN PINE.

The question of car shortage has been the all absorbing topic of discussion among the southern pine manufacturers and distributors throughout this month. Many of the small mills have been compelled to shut down because of lack of piling room and also because they are unable to finance a large accumulation. There is considerable strength in values, prices being up on practically every item of yard stock, as well as car material, from $1 to $3 a thousand above the values prevailing in midsummer. Where cars are available buyers frequently are offering a premium of a dollar or more a thousand for shipment within a certain period. However many manufacturers and shippers are unable to make any promises whatever regarding date of delivery. As it seems to be a matter of pure speculation and an injustice to their customers as well as to themselves, they will not quote.

Even when shipments have been made cars are frequently delayed en route by reason of crowded traffic and buyers are causing considerable worriment to their shippers by insisting upon their tracing the cars and hastening delivery.

It is seldom that there is not some drawback in the yellow pine business; and while prices are firm and there is a fair profit in sight, the benefit is annulled by the inability to make shipments. Authorities in the yellow pine trade fear that when cars are again available, there will be such an anxiety to move stock that almost any price offered will be accepted and the market will be again demoralized.

There has been a heavy inquiry for car material during the last two or three weeks and inquiries were afloat in the Chicago market for fully 10,000,000 feet, some of which was placed. However, the railroads are finding difficulty in getting stock forward and the car building companies are laboring under a serious handicap. There are many inquiries out also for track material, bridge timbers and the like.

NORTHERN AND SOUTHERN HARDWOODS.

Reports from various hardwood manufacturers and distributors are somewhat at variance as regards the strength of the demand and of the market. Locally the average hardwood dealer is getting out a fair quantity of stock right along, but he is not able to get shipments from the mills to replenish his depleted yard stocks and car shippers are, therefore, at a great disadvantage. The car shortage shows no symptoms of lessening and the duration of the tense situation now shown is indefinite, although it cannot be expected that the trouble will continue for very long after the crops are moved. At the same time, when there has been a scarcity of cars early in the fall it has not usually relaxed to any extent until after the first of the year. The scarcity is the greatest in the cars the hardwood lumbermen usually ship in, flats and boxes.

Probably the best demand shown for any variety of hardwood lumber is that for red birch, which is particularly plentiful and there being hardly more than sufficient stock for even an ordinary requirement. Because of the car shortage in the north the delivery of stock is much handicapped. Prices on birch are holding fairly well around $40 to $42, Chicago delivery. Red gum is in fine request, but sap gum is off in both demand and price.

Shippers of red gum are considerably bothered by the car shortage and by low and broken stocks in yard. Oak is quiet, but as stocks of its competitive woods are rather reduced, it is likely to again go into its ordinary channels. There is considerable demand for quartered white oak and while this product has been rather neglected, the recent inquiry is indicative of improvement. There is even some demand for plain oak and some dealers say that they are getting a much better inquiry than thirty days ago. Oak flooring stock is in particularly good request. Most of the hardwood markets report a good call from the furniture industry.

Chicago dealers say that they are having some gain in their business owing to the inability to secure direct shipments from the mills and that many factories are buying from the yards in car loads and wagon lots as is most convenient.

CYPRESS.

In common with other southern woods, the cypress market is decidedly firm where shipment is at all possible and a premium is being paid for much of the stock. An unusually good requirement is noted for cypress from the eastern markets and from the yards in the central western territory, but any degree of activity is dependent largely upon the ability to secure cars, which is now practically at a zero point at most mills. There is a decided firmness to prices and there are some who predict that several items will be advanced in the not distant future.

HEMLOCK.

Reports from the hemlock territory are uniformly good, trade being restricted only by the car shortage which is now in evidence generally throughout the north. Eastern buyers figure prominently in the inquiries and while shipments are reduced, it seems likely that they will be further restricted owing to broken stocks at mill points. Preparations for the winter's logging are now going forward and it is likely that if men can be secured the input of logs will be along the average volume in recent years.

SHINGLES AND LATH.

The shingle market has been active during the last fortnight and prices have been rather uncertain, but generally with a marked upward tendency. The quantity of stock on hand is not heavy and shipments are being greatly delayed, not only by car shortage, but by the desire of the mills to get better prices and hence a reduced number of transits have been started. Prices on clears are $3.51 and on stars $2.97, Chicago delivery. Northern white cedars are practically unchanged at previous quotations. Lath are in good request and are not very plentiful, with no particular variation in price.

Northern States Markets

MINNEAPOLIS, MINN.

A correspondent sends the following report from Minneapolis: "Country demand for northern pine is coming in rather slowly. Manufacturers are expecting larger orders from now on from yards, as yard stocks have grown low in many staple lines. Factory trade continues good, and the box factories are taking all the low grade stuff at good prices. The general run of northern pine prices is considered good.

"The steady increase in city building operations is making for a good hardwood market. Maple and oak, with all grades of birch are moving at high prices, higher than a year ago. The local furniture and other woodworking factories are steady buyers.

"Sash and door factories are busy getting out orders for the many dwellings and apartment houses being erected here. Country trade so far has been rather spotted, but some stock goods have been ordered and greater volume is expected to develop. Prices have been maintained at a high level."

* * *

MENOMINEE, MICH.

Lumber manufacturing conditions in Menominee are reported as follows: "So far as I can see it there is enough dry lumber. Orders are satisfactory, but labor and cars are short. Shipments usually crowd at this time of the year, before cold weather sets in, and the close of navigation. If things were working right I believe everybody could accomplish more than they are now doing."

* * *

RICHMOND, IND.

A manufacturer of northern hardwoods writes as follows: "It strikes us that stocks of lumber on the few items are pretty well sold up in dry stock and may be rather difficult to secure for prompt shipment within the next 30 days or so, although most mills have been running and are now running full blast. No doubt

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there will be plenty of stock, although it may take some little time for it, especially the thick items, to get dry.

"Regarding the car shortage, we cannot say that we are bothered at this point, although quite a number of our southern shippers advise us that cars are quite difficult to secure."

South Atlantic Markets

An operator in yellow pine writes as follows: "Conditions appear favorable to us for a firm market for the balance of the year, although there is apparently some weakening in prices on some items which appear to be rather over-supplied. The export demand is holding up remarkably well, and operating conditions throughout this section are now ideal.

JACKSONVILLE, FLA.

"The serious trouble is the car shortage, and for the past six or eight weeks we have had only about 50 to 60 percent. of our requirements, this condition necessitating delays in shipments which are very exasperating both to our customers and ourselves. We believe, however, that all other southern lines are doing their utmost to relieve the situation.

"The labor situation with us is normal, although during the past few weeks some of our employes have gone north to some of the large cities where higher wages and higher cost of living prevails. In our opinion the approaching cold weather will put a damper on further immigration of this kind.

"As to relief from the car shortage troubles, we can get nothing definite from the railway officials. We believe, however, that the car shortage will have a good effect later on, in that we understand that bids are being asked for a large number of freight cars of every description.

* * *

This letter comes to us from a Florida lumberman: "There has been quite an unusual activity in the lumber market for the past two weeks, and from our point of view, it looks as if we were going to have a strong market for the next few months, with probably advanced prices, especially on railroad stock.

AYCOCK, FLA.

"There has been a slight improvement in the car situation within the last ten days, though we are by no means getting the number of cars that we should have. By loading the cars to their capacity, we are managing to keep our stock from increasing beyond the limit of our storing capacity, though we must have some relief within a short time, or the situation is going to become critical. Those who are supposed to be in touch with the railroad situation, do not give us any encouragement for relief in the near future, and if the situation stays where it is, it will curtail the manufacture to such an extent that lumber prices will advance higher than they have ever been, though the manufacturers will not be in position to derive any benefit from the advances."

Central Southern Markets

This cheerful report comes to us from a manufacturer of Louisiana: "The outlook for business during the next thirty to forty days looks exceptionally good.

ALEXANDRIA, LA.

"The demand for long leaf timbers and special cutting is very heavy and at satisfactory prices. The demand for yard stock is about normal for this season, with the volume of orders received increasing each day.

"All the mills in this section have as much business as they can take care of, with the scarcity of cars. The car supply is about 50 percent of the requirements."

* * *

A correspondent writes us from Memphis as follows: "One of the most significant developments recently has been the placing of large orders by the more important railroad systems for new equipment, involving considerable quantities of hardwood lumber and yellow pine. Advices received here suggest that orders involving more than 10,000,000 feet of lumber have been placed and that others are pending. The railroads were some years ago among the largest consumers of lumber and among the best customers of the lumbermen. During the past three or four years, however, they have added comparatively little to their equipment, which is only another way of saying they have bought very little lumber. Their re-entrance into the market is regarded as a most favorable development. The railroads have done very little repair or reconstruction work, but they are now handling such a large volume of business that it is regarded as logical that there should be a renewal of activity along this line."

MEMPHIS, TENN.

* * *

A lumberman with large hardwood interests in Tennessee writes us as follows: "Business here would be highly satisfactory were it not for the car shortage, which may now be called the controlling factor in the local hardwood market. Several mills will be obliged to suspend operations unless relief is soon secured.

NASHVILLE, TENN.

"Inquiries are plentiful, and prices are strong, with some items advancing. Building operations are active and the demand for finish and flooring is especially strong."

Middle States Markets

A lumberman writes from New York as follows: "The various labor troubles that have so long vexed the local trade have in most cases been settled, and there is unusual activity in the demand for lumber. Lumbermen are optimistic, and if it were not for the shortage of stocks resulting from car shortage throughout the producing districts, prospects for the winter trade would indeed be bright.

NEW YORK, N. Y.

"The factory demand for lumber has shown an unexpected increase during the last two weeks; and the establishment of two new automobile plants in New York and one on Long Island, together with several wood consuming factories on Long Island insure a greater demand."

* * *

A correspondent well informed on conditions in the Buffalo district writes as follows: "The question of car shortage is having a great deal to do with the lumber situation just at present and it is helping to sustain the market at a firm level. The supply of cars here is not as good as some weeks ago, but it is not as low as at many other lumber centers. Wholesalers are able to make shipments with some delay, but there is more difficulty in getting lumber in by rail than in shipping it out. A lack of vessels for lumber carrying is also having an effect. The lack of labor at the lumber yards is also a source of much dissatisfaction.

BUFFALO, N. Y.

"The hardwood demand is about the same as a month ago and runs largely to maple, oak and ash, with a fair amount of activity in poplar and basswood. Birch is also doing about as well as usual. Prices are holding firm, because of the scarcity of stock and the lack of cars with which to make shipments from the mills.

"White pine and yellow pine are being advanced in price, as stocks are not heavy and the demand is about up with the supply. It is reported that white pine stocks will be much curtailed next year and sellers are looking for higher prices in consequence.

"Shingles show an advancing tendency, owing to the lack of cars at the coast.

* * *

How the car shortage is affecting the trade is shown by this letter from a Philadelphia lumberman: "We have been quite busy for the past several months, receiving a considerable volume of business in all classes of lumber we handle, and if the weather continues fair and favorable we anticipate continued activities during the next six weeks to two months. We rather expect the market will be stronger instead of weaker.

PHILADELPHIA, PA.

"We do have considerable trouble about getting cars for our shipments, and we are compelled to disappoint a number of customers because of the delay, due to no fault of ours, but to the inability of the railroad company to furnish equipment.

"We are informed on good authority that on August 1 the railroad companies of the United States had 10,000 empty cars in excess of requisitions for empties. On September 15 they had requisitions for 14,000 empty cars in excess of their supply of empties, and as a good many people in the south are holding the cotton, and the movement of cotton is liable to be greater and not less during the next two months, it looks to us as though the car supply will be worse, not better."

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Ohio Valley Markets

CINCINNATI, OHIO.

The serious effect of car shortage on the Cincinnati market is shown by this report: "Owing to the serious car shortage at the producing centers, both the yellow pine and general hardwood market, particular southern woods have been held back considerably, although the demand in this section is considerably more lively than a few weeks back. The car shortage seems to be the only serious drawback to a generally rising market.

"The heavy volume of inquiry from the railroads recently has put considerable action in the lumber market and while the furniture manufacturers are not ordering so liberally of oak as usual, their requests for birch and gum have correspondingly increased. Birch at this writing is considerable of a feature of the market here, easily leading the northern hardwood list. Stocks of cypress are getting rather low and poorly assorted, with the result that the supply of lath is getting considerably below the request. The factory trade is picking up nicely. The implement manufacturers and carriage and wagon building are buying hickory in good volume, this business increasing steadily through the last few weeks. Elm is moving in good volume also with the hub manufacturers. There is a fairly sustained call for cottonwood, while box boards are in excellent request with the supply rather light. Walnut prices are beginning to sag a little, although the demand has been fairly well sustained. Black walnut especially seems to be in a rut."

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LOUISVILLE, KY.

This report of satisfactory conditions in the Louisville market has been received: "The hardwood manufacturers and dealers of Louisville are generally optimistic, and are all reporting a good run of business. Orders are coming in rapidly, and many inquiries are being received. Plain oak is in better demand than at any previous time in months. Quartered white oak is also showing improvement, while the woods in largest demand are gum, ash, elm, cypress and cottonwood, the latter being very scarce. Walnut is exceedingly active, and mahogany is holding its own in both a domestic and export way. There is also a good demand for veneered and glued-up stocks, cabinet manufacturers and furniture factories being busy.

"It is reported that in spite of the scarcity of bottoms the export demand for high grade lumber is showing up well, and there is some speculative buying in gum, buyers figuring on high prices and a big demand at the close of the war. Poplar has shown a vast improvement during the month, and the demand for pine is also active, although receipts are light just now on account of the car shortage."

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EVANSVILLE, IND.

A man well informed on the hardwood lumber situation in Evansville and southwestern Indiana writes as follows: "Things are moving along all right for the hardwood lumber manufacturers of this section and trade right now is a whole lot better than it was this time last year. All the up town mills are being operated on steady time and the outlook for future business is good. Prices are firm and collections are reported up to the standard.

"The demand for quartered white oak is not so strong as it was a few weeks ago, although plain oak is holding its own very well. Poplar is in fair demand, elm is picking up and gum is in better demand than it has been for some time past, this being due to the fact that the furniture factories are being operated on full time and are using a great deal of gum. Walnut still remains off and hickory is in normal demand."

New England Market

BOSTON, MASS.

A lumberman writing from Boston says: "With few exceptions dealers report increased activity in the lumber market in all the trade centers of New England. At no time has building activity been in such volume as at the present. Rising prices seem to have no restraining effect upon the demand.

"The scarcity of cars, especially at the southern mills, and the scarcity of labor at the mills are somewhat restricting stocks, and higher prices are being obtained for many items, particularly in cypress, spruce and maple.

"An unusually active winter trade is looked for in the New England markets."

Pacific Coast Markets

PORTLAND, ORE.

One of the leading manufacturers of Douglas fir sends us the following expressions on the market: "Labor is scarce and inefficient and wages are 15 percent higher than last year. The car shortage is severe and serious.

"Stocks are low at the fir mills, the last report showing an average of only two million feet per mill, covering a report of seventy-five mills. It would seem that the fall buying is about over and that all of these factors should spell a strengthening in the fir market.

"If non-movement of product will give the market strength, it would seem that the next sixty days should bring it."

* * *

TACOMA, WASH.

This letter from Tacoma indicates the seriousness of the car situation: "The present situation in the lumber market is largely influenced by the car shortage which is extremely serious. Prices are undoubtedly higher, but manufacturers are finding it extremely difficult to get shipments out. Inquiries are increasing but the difficulty of making deliveries is holding up a large amount of business. The same situation prevails in the offshore trade as cargo bottoms are very scarce. Railroad men predict an improvement in the car situation before the end of the month.

"Shingles have also been affected by the car shortage. Prices are very strong and the mills which are able to make deliveries can pretty nearly name their own quotations. The average price is said to be $1.85 for clears and $2.10 for stars but quotations vary considerably at the different mills. The demand for shingles is unusually heavy."

* * *

SEATTLE, WASH.

We have received this report of the Seattle market: "Owing largely to the car shortage in the Pacific northwest, lumber values have stiffened considerably in the last week. Eastern line yard buyers caught short on many items have attempted to place orders in considerable volume, but the manufacturers have not been caught napping and there is no disposition to take on much business at present prices. There is a comparatively small amount of business moving. It is the general opinion that if shipping facilities could be obtained there would be a brisk business.

"No. 2 vertical grain flooring is getting scarcer and the market has stiffened considerably. There seems to be a plentiful supply of drop siding. Some manufacturers are holding for an advance of fifty cents on fir dimension, which is generally quoted at $6.50 off the list.

"Red cedar shingles are enjoying a brisk flurry as a result of the scarcity of cars and the closing of the lake and rail route. Stars are quoted at $1.65 to $1.70 and clears as high as $2.25, while some brands of premiums are going at $2.40 and $2.50. Dealers declare these prices are not likely to hold when cars become plentiful."

* * *

SAN FRANCISCO, CAL.

A correspondent sends this report of conditions on the Pacific coast: "Heavy snowstorms have been noted in the Sierras and a number of mills have been closed, although it is possible that some of these may reopen for a month or two. However, they cannot be operated to their normal capacity and the lumber cut of the state will be slightly lighter than was anticipated. The poor condition of mountain roads is preventing many small mills from making late deliveries and the market for California mountain pine is just a little steadier than it has been, as a result.

"The car shortage, which has been quite serious in the northwest for some time, is now commencing to be felt here and eastern shipments are being delayed. Prices are without change in the local market, fir cargoes being steady at $14.50 base price, with the usual advance of $1 for San Pedro and San Diego. The lack of transportation facilities is the greatest handicap in the lumber business, but this promises to be remedied soon, as far as water transportation is concerned, as ships

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for this trade, with an aggregate carrying capacity of at least 30,000,000 feet are now building on this coast.

"Redwood shingles, which advanced five cents early in the month, are back at the former figures, but there is no break in the market. Cedar shingles are firm at the advance made in August and stocks are lighter than they have been, on account of a scarcity of tonnage and the fact that some of the mills in the northwest are closed."

Gulf Coast Markets

NEW ORLEANS, LA.

The New Orleans market is reported as follows: "No material change is observable in the yellow pine market from what it was a week or ten days ago. Prices are still going up on practically everything, due entirely to the difficulty in securing equipment. Demand is not very strong. Yards are buying from hand to mouth to supply their urgent requirements and are having to pay top prices for the stock they are getting. The car situation is worse, if anything.

"Mills stocks are heavy, owing to inability to ship, but nobody is making any concessions, as the few cars that are furnished can be used to load orders on which good prices were secured. Some railroad inquiries are being offered. Timber cutting is plentiful at first-class prices, and orders for this class of stock are hard to place.

"The export situation is about the same. Orders are coming in slowly. The Cuban market, which has been booming for some time, is now reported bad, owing to overstocking.

"As in other lines, the car shortage is still proving a most serious factor in the hardwood market. Gum inquiries are still coming thick from consumers, which of necessity means activity among jobbers and middlemen. Gum is by far the strongest item on the hardwood list. There are not many inquiries for oak, though the tendency is to put prices up on the higher grades of oak. In general, hardwood evidences a very healthy condition, and local operators anticipate an unusually good fall and winter business.

"A plentitude of orders and lack of equipment in which to forward the materials asked for very fairly summarizes the situation now confronting cypress operators in this section. Most mills are obtaining about 25 percent of the cars needed. Mills located along main lines of travel are experiencing a great deal less trouble than are those out of the regular channels of rail commerce. Prices continue good."

* * *

BEAUMONT, TEX.

A lumberman writing from Beaumont says: "There has been an advance on yellow pine during the last two weeks that will average $1.50 on all grades. The local market is strong, but the car shortage is acute, with slight prospects for abatement. The shortage of cars accounts in a measure for the advance in prices, but inquiries received by manufacturers here indicate a fine winter trade, as soon as the car movement becomes normal."

* * *

HATTIESBURG, MISS.

A correspondent well informed on local conditions writes us as follows: "The lumber manufacturers in this section are centering their attention on the car situation at the present time, as it has reached an acute stage, and if relief is not secured soon, a number of mills will be forced to close their operations. Some of them now are running on short time with their planing mills and those cutting timbers are having to close their sawmills and wait for cars. Some mills are not getting over ten percent of the rolling stock they need and orders are being turned down because no guarantee of reasonable shipment can be made.

"No trouble is had in getting all the orders needed for almost all kinds of cutting and prices are strong on a number of items."

Southwestern Markets

HOUSTON, TEX.

A lumberman writes us from Houston as follows: "While the demand for lumber is the heaviest in years, lumber manufacturers are so handicapped by car shortage that they cannot take advantage of the demand. Many mills in southeastern Texas are unable to operate at more than 50 percent capacity.

"Car material is still active and the retail trade along the border is picking up; yard trade in general is reported only fair.

"Prices in yellow pine continue to show an advance."

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ST. LOUIS, MO.

A lumberman writes us as follows of conditions in the St. Louis market: "The lumber market of St. Louis has been fairly active this week, but the prevalent car shortage and the scarcity of common labor is working to the disadvantage of the yards.

"The railroad demand is increasing, especially for ties and bridge timbers, but the country trade has not yet developed as was expected several weeks ago."

* * *

SHREVEPORT, LA.

Conditions in the Shreveport lumber market are described by a leading lumberman as follows: "According to all information we can gather, the lumber market promises considerable improvement in the next sixty days.

"Orders with us are coming in faster than we can take care of them owing to the limited car supply for loading that we are able to receive, which is about 75 percent of our capacity."

* * *

KANSAS CITY, MO.

A lumberman writes us from Kansas City as follows: "The lumber market here is held in the grip of the car shortage. Firms that two weeks ago were getting 50 percent of the cars required are now getting from 30 to 25 percent only. Many firms have called in their salesmen and are practically out of the market. Prices in general are stronger.

"If the car shortage can be relieved to any extent, the fall and winter trade here ought to be of an unprecedented volume, as the prosperity of this region surpasses that of any period in its history."

Inland Empire Markets

BOISE, IDA.

We are in receipt of this letter from a leading lumberman of the northwest: "We have had a very good business for the last two months. Our stock is all western pine and shop trade has been exceptionally good. We have also had a very good trade for our low grade boards.

"The car situation has handicapped us to a certain extent but is nothing compared to what they have suffered in other places. Labor is rather scarce, although we have been able to run our plant at full capacity."

* * *

KALISPELL, MONT.

A thriving condition in the Inland Empire is reported as follows: "The mills in this district are all running at full capacity, and orders are plentiful.

"Labor conditions are more satisfactory than 30 days ago, and the car situation, while far from satisfactory, is much better than in other producing districts.

"The yard trade throughout the vast section served by the Inland Empire mills is very active, and crop conditions warrant the belief that an unusually good fall and winter trade may be expected."

* * *

SPOKANE, WASH.

A lumberman writing for Spokane says: "The lumber trade throughout the Inland Empire is good. There has been some trouble over scarcity of labor, but this is largely past now that the men engaged in harvesting are seeking winter jobs. Car shortage has been far less severe than in most districts.

"Mills are operating night and day forces, and while the demand is exceptionally good the mills are keeping up well on the orders.

"Lumbermen express the opinion that conditions are excellent and that they are permanent."

CALIFORNIA REDWOOD BUNGALOW.

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Advertisements will be accepted for this department at the following rates.

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Count 8 words to the line. A heavy type heading counts two lines. No insertion for less than $1.00 Cash must accompany the order.

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Phoenix Automatic, 11x16, 60 H. P.
Ideal Slide Valve, 10x15, 45 H. P.
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Coos Bay is the home of Port Orford cedar, generally known as white cedar, which is the best known wood for doors, sash, and inside finish. Tributary to this location is also a large quantity of fine old growth fir, spruce, and red cedar.

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Mill and railroad cost $800,000 less than three years ago.

CAN HANDLE THIS FOR
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THE LUMBER WORLD REVIEW ESTIMATE BOOK should be in the hands of every dealer. It make a complete record of your sales and deliveries. Size of book, 8½x14 in. It contains 200 leaves, 100 original and 100 duplicate. Price $2 the copy, ½ dozen, $10; 1 dozen, $18. Sent prepaid on receipt of price. LUMBER WORLD REVIEW, Chicago.

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WANTED—POSITION AS SALES MANAGER.

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Manufacturers know that the dependable man is not to be found every day.

If you are interested in my proposition, please address J. R., care LUMBER WORLD REVIEW.

WANTED—SALES MANAGER.

With moderate capital for new screen door factory in Michigan. Experience in sales department necessary. Position will be open this fall. Correspondence invited. Address "T. M." care LUMBER WORLD REVIEW, 1740 Transportation Building, Chicago, Ill.

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WANTED—POSITIONS FOR SALESMEN.

Lumber concerns desiring traveling salesmen will do well to correspond with T. H. Nelson, secretary Central Association of Traveling Lumber & Sash & Door Salesmen, State Life Building, Indianapolis, Ind.

BOOKS OF PRACTICAL VALUE.

There have just been issued from the government printing office at Washington two pamphlets that evidence the practical work of the Federal Trade Commission. These two pamphlets were prepared under the direction of Commissioner Hurley by Robert E. Belt, chief accountant, and R. W. Gardiner, assistant accountant; they are entitled "Fundamentals of a Cost System for Manufacturers" and "A System of Accounts for Retail Merchants."

In his introduction to the work on costs Commissioner Hurley says: "With the object of aiding in the improvement of business generally we have endeavored to show briefly the importance of accurate manufacturing costs and the fundamental principles underlying them." The importance of an accurate determination of costs is shown and the objections to installing a system such as usually arise in the minds of business men are met, questions of method answered, and general questions of distribution, accounts and statements, discussed and a system of accounts illustrated. Lumber manufacturers, among whom there is growing up a realization of the importance of an accurate determination of costs as related to manufacturing efficiency, will welcome this publication.

With reference to a system of accounts in the retail business, Commissioner Hurley says: "There must be a decided improvement in this direction before competition can be placed upon a sound basis and before we can expect a decrease in the heavy business death rate among retail merchants."

The importance of an accurate accounting system to the retail merchant is shown in enabling him to properly price his goods and conduct his business on sound business principles and to enable him to present his financial condition to his banker in such manner as to obtain the credit to which he is entitled.

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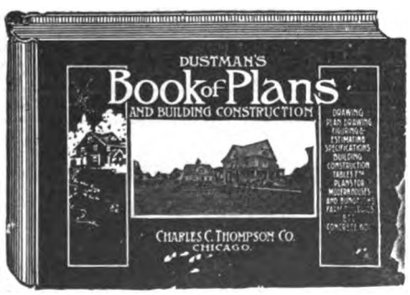

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STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

Of the LUMBER WORLD REVIEW, published 10th and 25th each month, at Chicago, Illinois, for October 1, 1916.

State of Illinois, } ss.
County of Cook }

Before me, a Notary Public in and for the state and county aforesaid, personally appeared R. S. Johnson, who, having been duly sworn according to law, deposes and says that she is the secretary of the LUMBER WORLD REVIEW, and that the following is, to the best of her knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher, Lumber Review Company, 608 So. Dearborn St., Chicago, Ill.

Editor, Bolling Arthur Johnson, 608 So. Dearborn St., Chicago, Ill.

Associate Editor, Lucius E. Fuller, 608 So. Dearborn St., Chicago, Ill.

Business Manager, Bolling Arthur Johnson, 608 So. Dearborn St., Chicago, Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders holding 1 percent or more of the total amount of stocks.) Bolling Arthur Johnson, 608 So. Dearborn St., Chicago, Ill.; Lucius E. Fuller, 608 So. Dearborn St., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) Bolling Arthur Johnson, 608 So. Dearborn St., Chicago, Ill.; C. D. Johnson, St. Louis, Mo.; J. B. White, R. A. Long Bldg., Kansas City, Mo.; J. H. Kirby, Houston, Texas.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest, direct or indirect, in the said stock, bonds, or other securities than as so stated by her.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is ..... (This information is required from daily publications only.)

R. S. JOHNSON, Secy.

Sworn to and subscribed before me this 15th day of September, 1916.

JOHN E. WILCOX, Notary Public,
[Seal.] Cook Co., Ill.
(My commission expires May 17, 1919.)

FIRE HAZARD INCREASE IN THE FALL.

The Lumbermen's Underwriting Alliance in its Bulletin No. 92 issued September 30, urged upon its membership the importance of joining in a national movement for fire prevention to conserve the country's resources.

The Alliance bulletin, as usual, gives excellent practical advise. We quote the following:

"Our losses last fall between October 1st and November 2nd, totalled $125,937.76. Those for October and November, 1914, amounted to more than $140,000. As an example of what may happen during a few hours of hurricane weather we recall that on September 29th, a year ago four lumber plants in the middle section of the extreme southern territory were attacked by fire, with a total damage (largely covered by the lumber insurance mediums) exceeding a quarter million dollars. Even during the present summer—which has been one of comparative freedom from cyclones and windstorms—a week of high wind during the early part of July caused extensive loss to timber and by fire at a number of lumber plants, both north and south. When the wind first begins to rise detail men for emergency patrol work, especially at the divisions most acutely exposed to sparks from slab pit, boiler stacks and railways. It is far better, as one mill manager expressed it, to close down the entire works voluntarily for a day during a time of peril than to experience a forced shut-down for months to rebuild a burned mill, or to be obliged to close the order books and call in the salesmen for lack of stock to fill demands."

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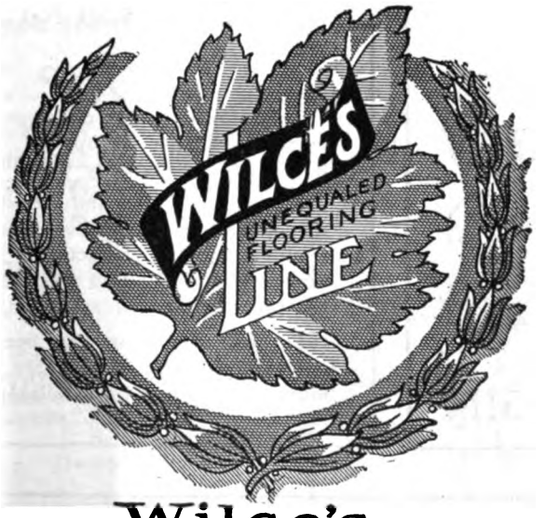

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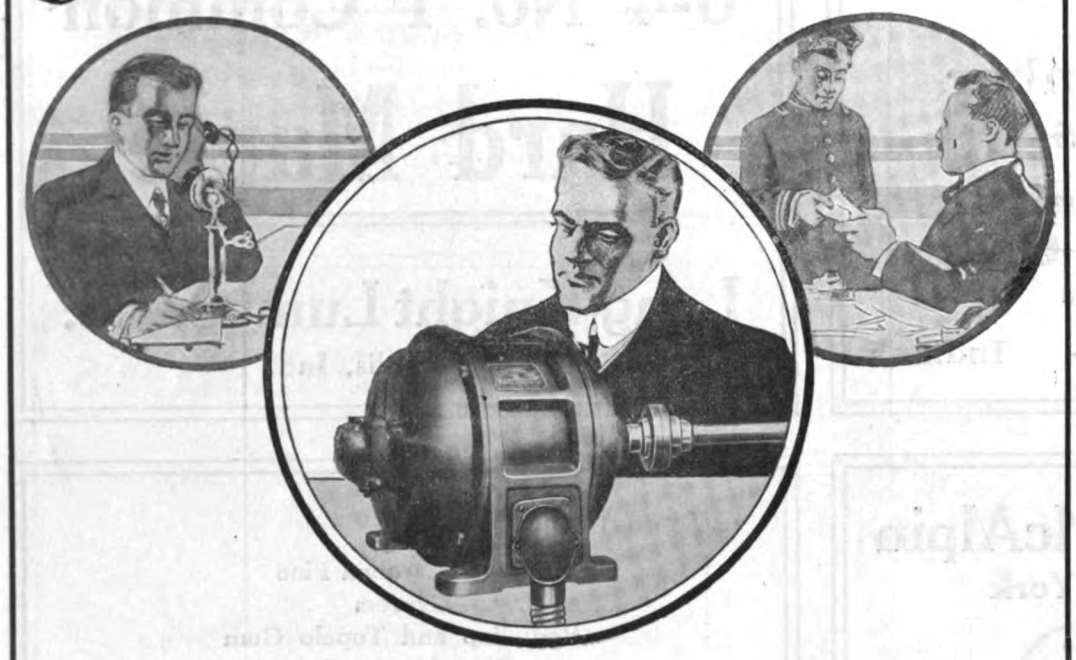

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608 So. Dearborn St., Chicago

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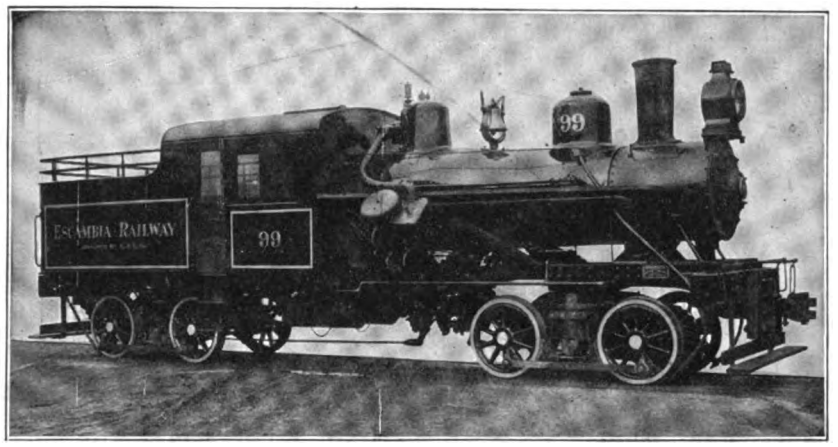

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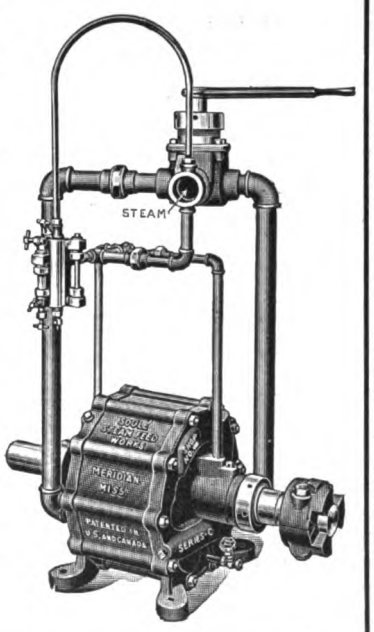

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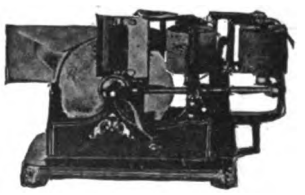

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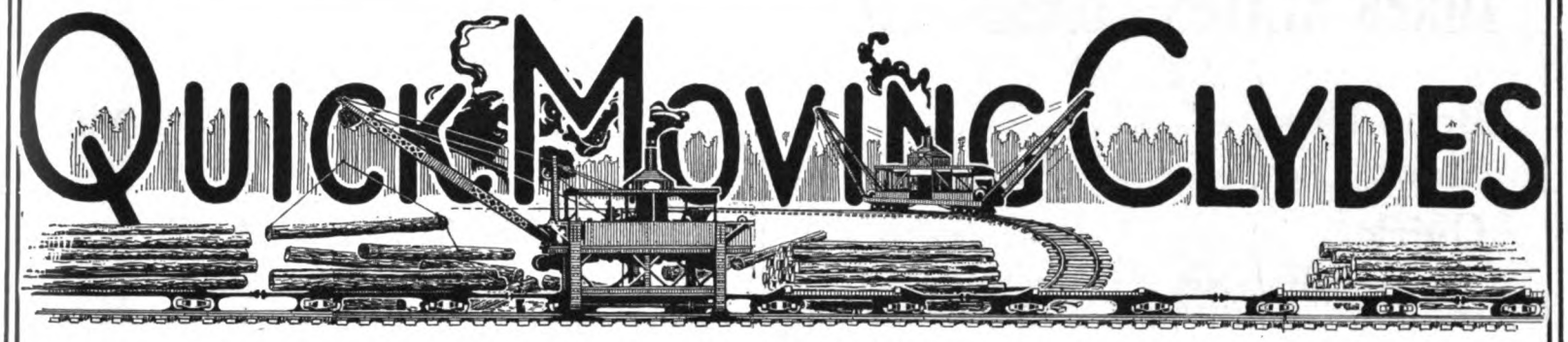
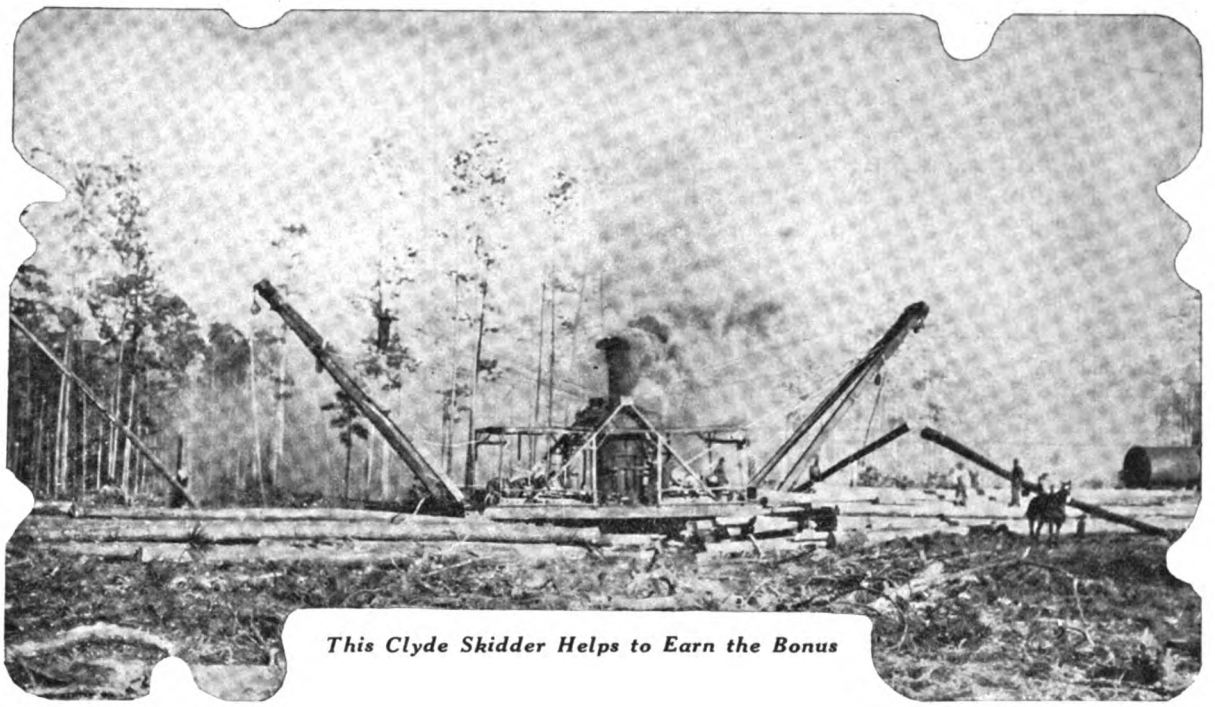


A Bonus Plan for Skiddermen

is the subject of the leading article in LOGGING for September, '16. It has worked out well and is worth your consideration



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Volume XXXI
Number 9

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See Page 104

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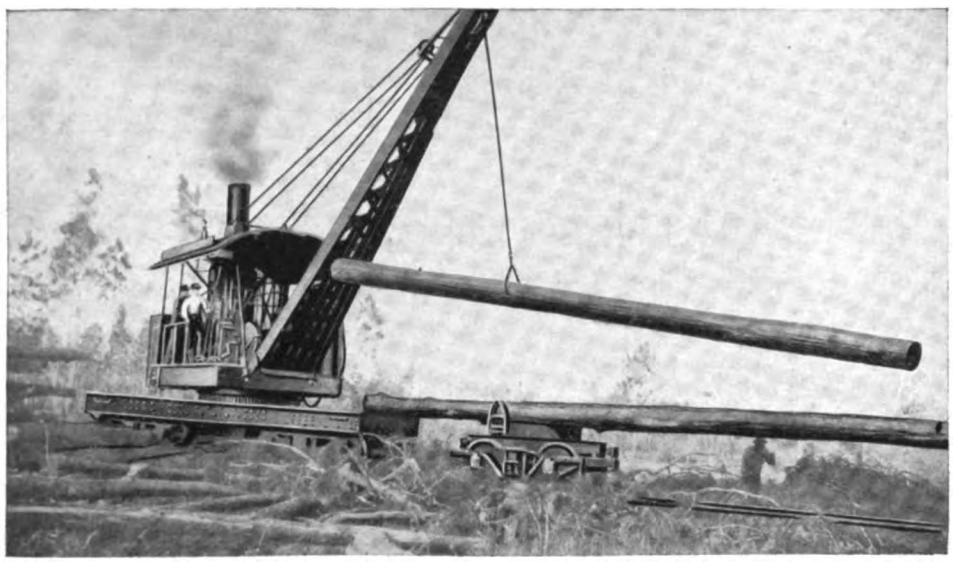

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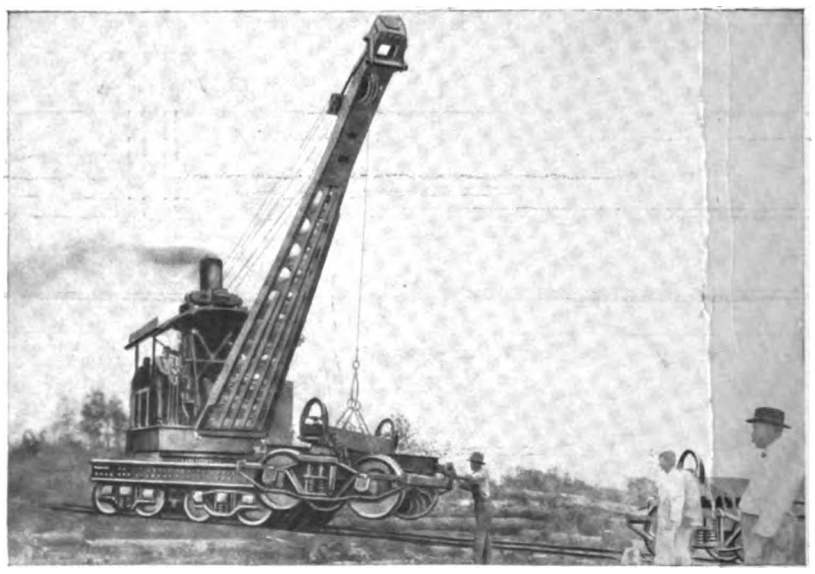
Where a new mill is to be built, the "AMERICAN" Locomotive Crane will come mighty near to saving its cost erecting the timbers and unloading and placing the heavy machinery.

It will also build bridges and and trestles, drive piles and take out material for fills, using a clam shell bucket.



Transferring Logging Trucks

American Hoist & Derrick Company

St. Paul, Minnesota

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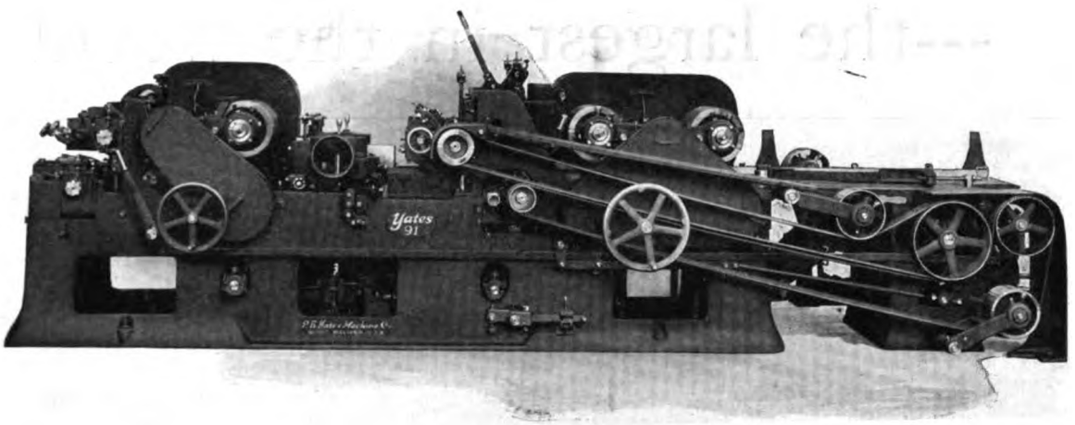
Where Big Things Are Done—



There's a Yates (Formerly BERLIN) "Ninety-One"

IN the Yellow Pine of Georgia, the Cypress of Louisiana, the White Pine of the North and Northwest—at Bend, Tacoma or Bogalusa or any of the great lumber producing centers where daily output runs into or close to the million mark, one invariably finds the Yates No. 91 Planer and Matcher.

Why? Because companies like these choose equipment solely on the basis of what that equipment will PRODUCE.

The Yates No. 91 Planer and Matcher is the only matcher built whose designers have thoroughly taken into consideration the peculiarities of all the different varieties of woods on which this machine is now operating.

It has the lowest average upkeep cost of any matcher built. Its working parts and their adjustments are without exception the most accessible.

All of which spells the Highest Quality of Output, the Greatest Production, and the Lowest Manufacturing Costs.

We can tell you of No. 91's in your own vicinity. Ask us where you can see one in operation.

P. B. Yates Machine Co.

BELOIT, WISCONSIN, U.S.A.

Canadian Plant with Offices
Hamilton, Ont.

Successors to
The Berlin Machine Works

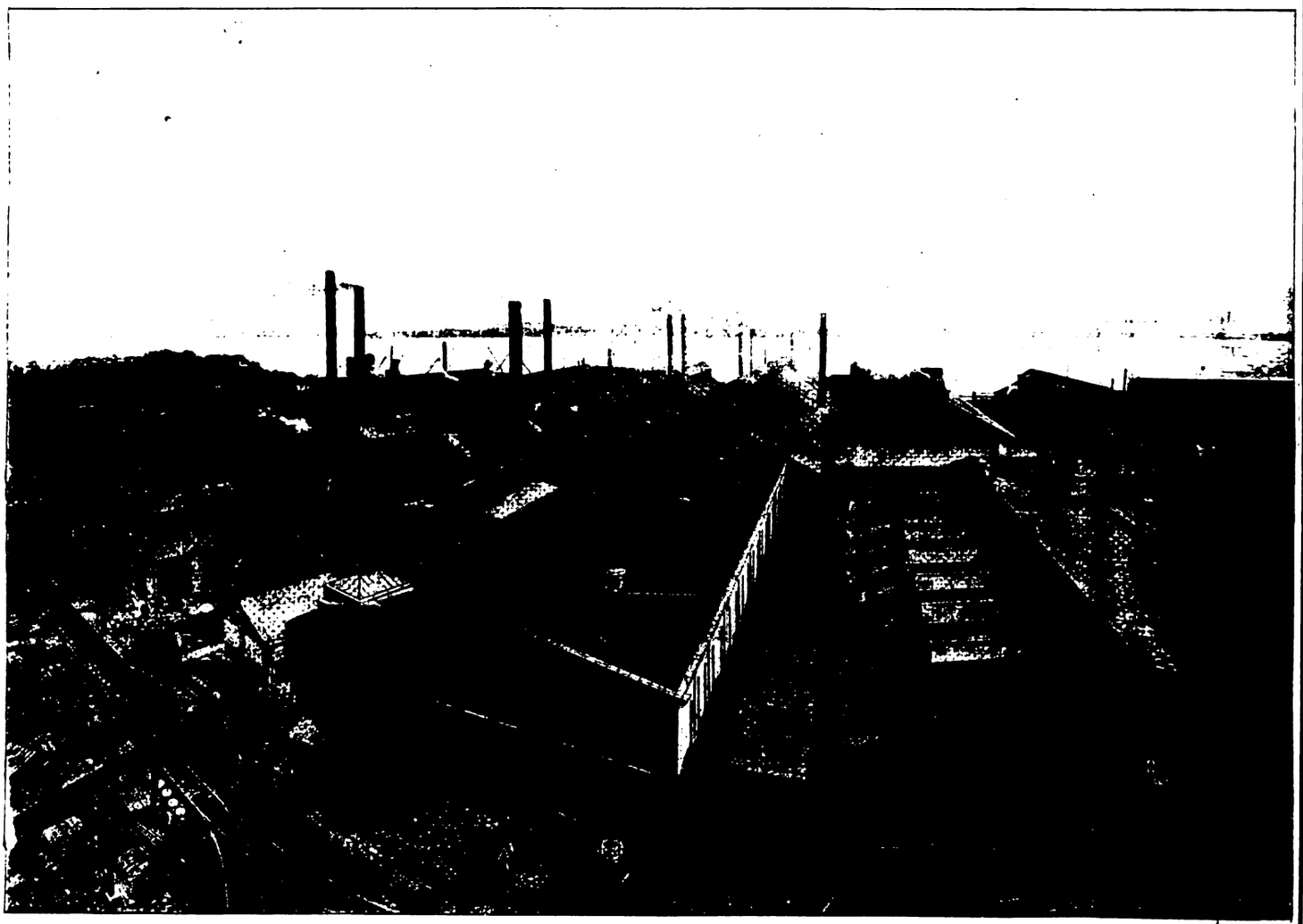
Digitized by Google

The Mammoth Saw-steel Plant

of

HENRY DISSTON & SONS, INC.

---the largest in the world



This imposing mill—larger than any two others combined—comprises only about one-fourth the entire DISSTON plant. Only tremendous demand, based on superiority, could make possible a plant of these proportions.

HENRY DISSTON & SONS, Inc. Philadelphia, U. S. A.

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Our Trade-Mark
"Electric"
is stamped on underside of our flooring

We are members of the Maple Flooring Manufacturers' Association

Maple, Beech and Birch Flooring

The individuality of the various manufacturers and their organizations must be reflected in their flooring.

No two men are exactly alike and it is inevitable that no two manufacturers can make the same grade of flooring exactly alike.

It is said that a man may be known by the company he keeps. By the same token the character of our "Electric" flooring may be known by the dealers who handle it and by the builders who use it.

Cobbs & Mitchell, Incorporated
Sales Department **Cadillac, Michigan**

Mitchells - Make

"Rockhard," Maple Beech and Birch Flooring

Is so good that it satisfies the discriminating user who cares more for quality and superior mill work than a slight difference in price.

Order the Rockhard. ***It Pays.***

Mitchell Brothers Co., Cadillac, Mich.
Members of Maple Flooring Manufacturers' Association

EVERYTHING IN

Louisiana Red Cypress

250,000,000 Feet in Stock All the Time

No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.

WE WANT YOUR ORDERS
Shipments by rail or sea

Cable Address, "REDCYPRESS"

Louisiana Red Cypress Company
Hibernian Bank Bldg, NEW ORLEANS, LA. Frank N. Snell, Sec. & Gen. Mgr.

"It's What You Do and Have Done That Counts"

We have Equipped the Following Plants with Our

Slow Speed, Low Power Fan and Piping Systems

and can do as much for you

National Blow Pipe & Manufacturing Company
LIMITED

New Orleans, La.

S. T. Alcus & Co., Ltd., New Orleans, La.
Alabama & Florida Lumber Co., Noma, Fla.
American Creosote Works, New Orleans, La.
Amite Lbr. Co., McComb City, Miss.
Ascension Red Cypress Co., McElroy, La.
J. F. Ball & Bro. Lumber Co., Pollock, La.
Bienville Lbr. Co., Forest, Miss.
Brookhaven Lbr. & Mfg. Co., Hattiesburg, Miss.
Bonifay Lumber Company, Bonifay, Fla.
Bostick Lumber & Mfg. Co., Meridian, Miss.
Butterfield Lumber Co., Norfield, Miss.
Burton-Swarts Cypress Co., Burton, La.
Frank Brinker Wagon Works, New Orleans, La.
Brooks-Scanlon Co., Kentwood, La.
Bagdad Land and Lbr. Co., Bagdad, Fla.
W. W. Carre Co., New Orleans, La.
Chickasaw Cooperage Co., Gretna, La.
Clem Millwork Co., Helena, Ark.
Cybur Lbr. Co., Picayune, Miss.
Central Lbr. Co., Brookhaven, Miss.
Jno. R. Corr, Tuscaloosa, Ala.
Crichton Lbr. Co., Mobile, Ala.
Dibert, Stark & Brown Cypress Co., Donner, La.
Eastman-Gardiner & Co., Laurel, Miss.
Fernwood Lumber Company, Fernwood, Miss.
Finkbine Lbr. Co., D'Lo, Miss.
Florala Saw Mill Co., Paxton, Fla.
Florida & Alabama Lumber Co., Falco, Ala.
Gilmore-Puckett Co., Amory, Miss.
Gloster Lbr. Co., Gloster, Miss.
Great Southern Lumber Co., Bogalusa, La.
Gulf States Steel Co., Birmingham, Ala.
Hall & Legan Lbr. Co., Morton, Miss.
Hammond Lumber Co., Hammond, La.
Harmon Lbr. Co., Scooba, Miss.
Henderson-Waits Lbr. Co., Caryville, Fla.
Houston Planing Mill Co., Houston, Miss.
Homochitto Lbr. Co., Bude, Miss.
Huntingdon-Wood Mfg. Co., Huntingdon, Tenn.
Industrial Lbr. Co., Elizabeth, La.
Iron Mountain Lbr. Co., Pollock, La.
E. E. Jackson Lbr. Co., Riderville, Ala.
Jackson Lbr. Co., Lockhart, Ala.
Jordan River Lbr. Co., Kiln, Miss.
Amos Kent Lbr. & Brick Co., Kentwood, La.
Kyle Lbr. Co., Franklin, La.
Kohlmann Moss & Cotton Felt Co., New Orleans, La.
Kaul Lbr. Co., Tuscaloosa, Ala.
Lake Charles Planing Mill Co., Lake Charles, La.
Lamb-Fish Lbr. Co., Charleston, Miss.
Lutcher & Moore Cypress Co., Lutcher, La.
Lutcher & Moore Lbr. Co., Orange, Texas.
Lamar Lbr. Co., Clyde, Miss.
Lacombe Lbr. Co., Lacombe, La.
Madera Co., Madera, Chihuahua, Mexico.
Major-Sowers Saw Mill Co., Epley, Miss.
Marbury Lbr. Co., Marbury, Ala.
Mercantile Lbr. Co., Jackson, Miss.
Miller Lbr. Co., Marianna, Ark.
Muller Furniture Mfg. Co., New Orleans, La.
W. G. Mitchell Lbr. Co., Shortleaf, Ala.
Natalbany Lbr. Co., Natalbany, La.
National Sash & Door Co., Ltd., New Orleans, La.
Newell Lbr. Co., Eunice, La.
J. J. Newman Lbr. Co., Hattiesburg, Miss.
J. J. Newman Lbr. Co., Sumrall, Miss.
New Orleans Furniture Mfg. Co., New Orleans, La.
Northport Lbr. Co., Northport, Ala.
Opdenweyer-Alcus Cypress Co., Sorrento, La.
Orleans Mfg. Co., New Orleans, La.
Paepcke-Leicht Lbr. Co., Greenville, Miss.
B. A. Parnell Lbr. Co., Union, Miss.
Port Barre Lbr. Co., Port Barre, La.
Poitevent & Favre Lbr. Co., Mandeville, La.
Reimann Mfg. Co., New Orleans, La.
Rosa Lbr. Co., Picayune, Miss.
Roseland Veneer & Package Co., Roseland, La.
Red Lick Lbr. Co., Red Lick, Miss.
Salmen Brick & Lbr. Co., New Orleans, La.
Salmen Brick & Lbr. Co., Slidell, La.
J. W. Sanders, Pine Bluff, Ark.
Scotch Mfg. Co., Milligan, Fla.
Selma Spoke Co., Selma, Ala.
St. Bernard Cypress Co., Arabi P. O., La.
W. T. Smith Sons Timber Co., Holt, Fla.
Southern Creosoting Co., Slidell, La.
Schwing Lbr. & Shingle Co., Plaquemine, La.
Southern Lbr. & Timber Co., Hillsdale, Miss.
Southern States Lbr. Co., Muscogee, Fla.
August Stef, New Orleans, La.
The Cotton State Lbr. Co., Meehan Junction, Miss.
The Jeanerette Lbr. & Shingle Co., Jeanerette, La.
Ross Lbr. Co., Picayune, Miss.
Thompson Bros. Lbr. Co., Doucette, Texas.
Thompson Lbr. Co., Brent, Ala.
Tremont Lbr. Co., Jonesboro, La.
Tremont Lbr. Co., Rochelle, La.
Tuscaloosa Cooperage Co., Tuscaloosa, Ala.
Tall Timber Lbr. Co., Good Pine, La.
Trinity County Lbr. Co., Groveton, Texas.
Tuscaloosa Lbr. Co., Tuscaloosa, Ala.
H. Weston Lbr. Co., Logtown, Miss.
F. B. Williams Cypress Co., Patterson, La.
R. J. Williams Lbr. Co., Bay St. Louis, Miss.
Wilson & Cochran, Lottie, La.

[COPY]

Officers:
Geo. S. Gardiner, Pres.
L. C. Eastman, Vice-Pres.
P. S. Gardiner, Sec'y.
Frank G. Wisner, Treas.
EASTMAN, GARDINER & CO.,
Incorporated at Clinton, Iowa.

LUMBERMEN.
Laurel, Mississippi, 8/4/09.

Natalbany Lbr. Co.,
Hammond, La.

Gentlemen:

Replying to your favor of the 31st. ult., would say that the NATIONAL BLOW PIPE & MANUFACTURING CO., of New Orleans, overhauled the blower system in our planer last year and installed their low power and low speed system.

The system as installed has been perfectly satisfactory and is doing good work for us. It is rather difficult to figure out how much of a saving is accomplished, but it has made considerable difference in the amount of power required to drive same, as well as a saving in belt expense. Under our old system with the high power fan and the greater amount of power required to drive it, we had a great amount of difficulty with our fan driving belt. With the low speed system there is a good deal less wear and tear on the belts, and a saving in time as well, as under former conditions we frequently were obliged to shut down our machines until the belt could be repaired.

We think you will find Mr. Posner fully competent and able to carry out any contract he may make, and the saving to be what he claims.

Very truly,
EASTMAN, GARDINER & CO.,
FGW-B F. G. Wisner, Treas.
Copy to A. C. Posner,
New Orleans, La.

[COPY]

GREAT SOUTHERN LUMBER CO.

(Address Writer and Refer to)
File No. 46-B

W. H. SULLIVAN.
General Manager.

Dictated WHS*B

Bogalusa, La., January 9, 1912.

National Blow Pipe & Mfg. Co.,
New Orleans, La.

Gentlemen:

For your information I beg to quote you below telegram which I received this morning from the Madera Company, Ltd., Madera, Mexico.

"Wire if you would recommend the National Blow Pipe people of New Orleans over any others you know of and if their system is entirely satisfactory."

to which I replied:

"We have always given the National Blow Pipe Company all our work because we consider them the best blow pipe concern that we know of. Their work has always been entirely satisfactory."

Yours truly,
W. H. SULLIVAN.

Recommendations from the USER to the PROSPECTIVE BUYER. - - - - They Bought OUR EQUIPMENT

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Delay Won't Get You Anything—Act Today
Here's the Reason

The principle of Emerson Dry Kilns has proved successful in every woodworking industry requiring the highest efficiency in Dry Kilns.

Although we have exploited Emerson results on many kinds of woods, it is quite possible that we have not exploited the kind of work most interesting to you.

Why delay getting the facts on your own proposition?

There is no obligation and we will consider it a favor if you will give us the opportunity to explain the advantages of our System for the purpose of helping you to cut costs.

In its Automatic Regulator, the Emerson has a feature of economy and efficiency you can't buy elsewhere for any price—as it's patented. Being Automatic, you simply charge the kiln, turn on steam, and our System does the rest. It will save you half the boiler power or exhaust steam over any other process, and give you a far superior quality of dry stock, that will work through your machines with much less labor and waste because of its softness.

We can convert your old building to our System at very little expense. At least let us send you the full particulars—as our proposition will positively pay you.

The Emerson Dry Kiln Company
Broadway and 23rd Street, NEW YORK CITY

Speed in the Lumber Office

is as essential as speed in the yard or mill—only more so in that office labor costs more to start with and in most offices a whole lot more than it should at the finish. But whatever your objections may have been in the past toward mechanical aid you can't afford now to overlook the

Dalton Adding, Listing and Calculating Machine

In actual practice it has demonstrated its efficiency in the lumber office not only in addition, but in the auditing of invoices requiring multiplication. For example it took an ordinary operator on the Dalton but **67 seconds** to audit the following invoices:

464 pcs. 1x8—16 No. 2 Com. Y. P. S2S		4,949
763 pcs. 1x8—18 No. 2 Com. Y. P. S2S		9,156
134 pcs. 1x8—20 No. 2 Com. Y. P. S2S		1,786
206 pcs. 1x8—24 No. 2 Com. Y. P. S2S		3,296
	19.187 ft. @ $14.45 M.	$277.25
Weight 2,082 lbs. M. 39,947 lbs.		
Rate 14.25 cwt.		$ 56.92
Total at destination		$334.17

How Long Would It Take You To Do it?

The Dalton Adding Machine Co.
Norwood, Cincinnati, Ohio

Fill out coupon attached and mail today for further information regarding use of the Dalton in the lumber office.

I should be glad to know more about the DALTON adding machine and welcome some further information on the subject, without obligation to us.

.....

.....

.....

Lumber World Review, November 10, 1916.

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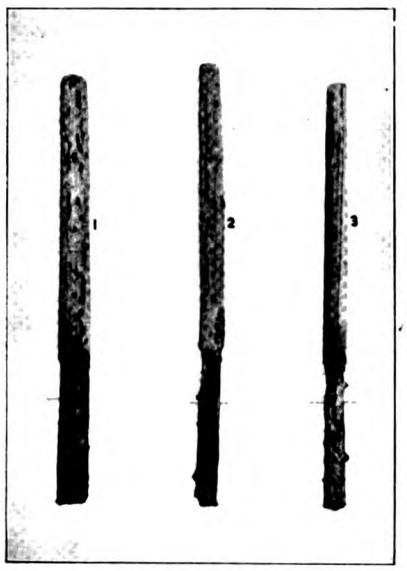
These Ash posts were *treated* with Creosote in 1905, and when photographed in 1914 showed absolutely no decay. Experts believe they will last 15 to 20 years longer.—*Photos courtesy Iowa State College of Agriculture.*

Proper Creosote Treatment to Increase the Life of Fence Posts

TWENTY-FIVE million fence posts, with a value of about $4,000,000, are used annually by the farmers of but one of the agricultural states of this country, as reported in Bulletin No. 158 of the Iowa State College of Agriculture.

The value of creosoting these posts is indicated by the following table which shows the comparative life of treated and untreated fence posts of five species of wood commonly used.



Untreated. These Cedar posts were set in 1905 and taken up for examination in October, 1914. In each case the sap-wood was entirely gone; in post No. 1 about one-third of the entire bottom rotted away; in post No. 2 one-half of the bottom decayed.

Estimated Average Life In Years

Species of Wood	Untreated	Creosoted
Ash	6 years	25 years
Cottonwood	3 years	25 years
Red Oak	6 years	20 years
White Cedar	14 years	30 years
Willow	4 years	25 years

Further interesting facts are quoted from Bulletin mentioned above:

First—"By effective creosote treatment it is probable that woods commonly used for posts may be doubled in life (white cedar, oak, etc.)."

Second—"By treatment, many species at present almost valueless, can be made to last twenty-five years or more, with only a small addition in cost for treatment (willow, soft maple, cottonwood, elm, etc.)."

Third—"Figuring the investment at 6% simple interest, creosoting reduced the annual cost of the less durable fence posts by about one-half."

Fourth—"In selecting posts for treatment take the native soft-wooded trees and save the oak, hickory, black walnut, etc., for other purposes."

Fifth—"In creosoting select small posts, those 4½ inches in diameter, if of sufficient strength. They are cheaper and when creosoted will last as long, or longer, than seven inch posts."

Sixth—"See that the posts are thoroughly peeled of the inner as well as the outer bark."

Barrett's Grade B Carbosota Grade-One Liquid Creosote Oil

Seventh—"The posts should be thoroughly seasoned before treatment is attempted, or a poor penetration of creosote oil will be secured."

The Best Creosote for all practical purposes is *Barrett's Carbosota Grade-One Liquid Creosote Oil.* It comes ready for use, in convenient sized packages, and requires no apparatus or skilled labor for its application. Anyone can use it properly at any time. It has been especially developed to meet the needs of the average consumer.

In addition to fence posts all lumber exposed to decay, such as sills, joists, etc., should be treated with *Barrett's Carbosota Creosote Oil.*

Barrett's Carbosota is the "Standard" wood preservative for use in the Brush and Open Tank methods of treatment. It is economical, effective and convenient.

Barrett's Carbosota should be carried in stock by every lumber dealer.

It is dependable, easy to sell and profitable to handle.

Illustrated booklet free on request.

The Barrett Company

New York Chicago Philadelphia Boston St. Louis Cleveland Cincinnati Pittsburgh
Detroit Birmingham Kansas City Minneapolis Nashville Salt Lake City Seattle Peoria

The Paterson Manufacturing Company, Limited: Montreal Toronto Winnipeg Vancouver
St. John, N. B. Halifax, N. S. Sydney, N. S.

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Plan now to make your business more profitable in 1917

With a complete National Cash Register to stop the leaks and losses that hold you back, your business will pay you a greater profit in 1917 and the years to come

It is getting late to help your 1916 business, for the year is almost gone.

The future lies before you, and you can make it what you choose.

Will you put in new methods to help you to make more money in 1917, or will you stand by the old methods that hold you back?

National Cash Registers have helped more than a million merchants to become more prosperous. Users everywhere tell us so. What they endorse it will pay you to investigate.

Think, plan, and decide. Our factory is full of orders and registers cannot be shipped on short notice. Give us time to build, ship, and install your register before the new year starts by placing your order now.

For further information write our nearest agency, or direct to

The National Cash Register Company
Dayton, Ohio

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THE name ***Bogalusa*** is branded on every piece of Long Leaf Pine we manufacture. No matter how many hands our product goes through it never loses its identity and our responsibility for its quality is never obscured. "Every stick pedigreed."

BOGALUSA

Long Leaf Pine Lumber

and heavy timbers are therefore always to be had in the exact grades specified. Our saw-mill at Bogalusa is the largest in the world and our assurance of grade and quality means everything.

Specify—Buy—Sell Bogalusa Brand

Great Southern Lumber Co.
Bogalusa - - Louisiana

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He Who Looks Before He Leaps

When it is one's duty to prepare advertising copy for a certain coterie of lumbermen the situation is tremendously eased when it is known, not only to the copy writer but to those who ultimately read the advertising, that the copy is being prepared for the most energetic and foresighted bunch of pace-makers in the lumber business. (And these remarks are here written down by the copy writer without the knowledge or sanction of those whose names here appear.)

Elsewhere in this issue is a somewhat abbreviated account of another of those epochal CYPRESS conventions. It describes a meeting which it would have paid every retail lumber dealer in the country to have attended. It indicates that the trade-mark game is about ready to be played and the cards will soon be dealt to those who desire to sit in.

Something which will mean much to the retail dealers was the movement to bring about a uniform system of grade marks for use by the manufacturers, these grade marks to be copyrighted and to be made familiar to all retail lumber dealers, but not to actual consumers. Each board will then show for itself how it was graded by the shipper and, as the trademark will identify the shipper, the natural result will be much more closely graded lumber. The full obligations of the trade-mark are recognized by all the CYPRESS manufacturers.

It is only a certain coterie of CYPRESS manufacturers who have organized for the purpose of bettering general lumber conditions and who know that this can best be done through the retail dealers by giving the best possible service. Those whose names are here signed are a part of the organization and are prepared to furnish trade-marked lumber and the best possible CYPRESS service.

Be One of Those Who Are Helping To

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Builds of Cypress And Builds for Keeps

CYPRESS S M 1 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Baker-Wakefield Cypress Co., Plattenville, La.

CYPRESS S M 77 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Baxter, G. S., & Co., Jacksonville, Fla.

CYPRESS S M 4 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Bowie Lumber Co., Bowie, La.

CYPRESS S M 6 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Burton-Swartz Cypress Co., Burton, La.

CYPRESS S M 78 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Cummer Lumber Co., Jacksonville, Fla.

CYPRESS S M 11 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Cummings-Moberly Cypress Co., Moberly, La.

CYPRESS S M 13 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Dibert, Stark & Brown Cypress Co., Donner, La.

CYPRESS S M 66 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — East Coast Lumber Co., Watertown, Fla.

CYPRESS S M 20 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Albert Hanson Lumber Co., Garden City, La.

CYPRESS S M 68 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Hebard Cypress Co., Waycross, Ga.

CYPRESS S M 23 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Jeanerette Lumber & Shingle Co., Jeanerette, La.

CYPRESS S M 26 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Lutcher & Moore Cypress Lumber Co., Lutcher, La.

CYPRESS S M 31 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. — Opdenweyer-Alcus Cypress Co., Sorrento, La.

CYPRESS S M 68 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Ramos Lumber Co., Ramos, La.

CYPRESS S M 74 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Standard Lumber Co., Live Oak, Fla.

CYPRESS S M 43 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — Whitecastle Lumber & Shingle Co., Whitecastle, La.

CYPRESS S M 46 C A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office — F. B. Williams Cypress Co., Patterson, La.

Put The PRESSure Behind CYPRESS

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"He Who Looks Before He Leaps Builds of Cypress and Builds for Keeps"

(If he uses the right kind of Cypress)

Many believe there is ONLY one kind of Cypress. Don't let them fool YOU. There is Yellow and White Cypress. Some claim that either one is "as good as" RED CYPRESS. Experience has clearly proven that the

GENUINE LOUISIANA RED or TIDEWATER CYPRESS

is far superior. We will furnish you the

GENUINE article---all END BRANDED

with the Official Brand of the Southern Cypress Manufacturers Association or Trade Mark as shown below.

No White or Yellow Cypress can be thus branded because only Mills manufacturing the

REAL GULF or TIDEWATER CYPRESS

can be members of that Association and have the right to use that Trade Mark.

Demand TRADE MARKED LOUISIANA RED CYPRESS for

Trunking and Capping when Installing Block Signal Systems, Stakes for Supports, Snow Fence Material, Car Siding and Roofing, Crossing Signs — and obtain entire satisfaction.

We have been furnishing RED CYPRESS Cross Arms to the Western Union Co. for more than twenty-five years.

Standard Pecky CYPRESS TIES from our kind of timber have been in continuous use twenty-five to thirty years, in some cases for a longer time, in the main line tracks of several of the leading Railroad Lines. Bridge and Switch Ties, likewise Bridge Stringers and Caps are used extensively, and no preservative treatment whatever is required to insure durability.

No other wood equals the GENUINE RED CYPRESS for Greenhouse construction

Our Mills produce annually about 250,000,000 feet of

GENUINE LOUISIANA RED CYPRESS

We have the **Best** of Planing Mill facilities and can give the **Best** of **Service** to the **Retail Yard, Planing Mill** and **Factory Trade,** supplying their needs with Rough or Dressed Stock.

We will furnish freely upon request U. S. Government and other convincing reports to back up our statements

LET THOSE SERVE YOU WHO CAN SERVE YOU BEST—THAT'S US

Any information cheerfully furnished.

SHIPMENTS BY RAIL OR SEA

LOUISIANA RED CYPRESS COMPANY

F. N. SNELL, General Manager

Hibernia Bank Bldg., New Orleans, La.

CYPRESS S C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office

CYPRESS S C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office

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WM. L. BURTON, President
E. G. SWARTZ, Vice-Pres. & Gen'l Mgr.
J. A. HILLIARD, Sales Manager

CYPRESS AVERTS REPAIR BILLS

BURTON BETTER SWARTZ STOCK BETTER SERVICE

CYPRESS DEFIES DECAY

Same Management
Burton-Swartz Cypress Co.
Burton, La.

Manufacturers of

AIR DRIED GULF RED CYPRESS

B-S CYPRESS CO.

Our Stock is More Even in Color and Texture

We Solicit Your Inquiries and Orders

In the Heart of
The Best Cypress
District

Annual Capacity 70,000,000 Feet

Burton-Swartz
Cypress Co. of Florida

Perry = Fla.

CROSS CYPRESS

With our long experience in the handling of Cypress and our connections with the best mills in Louisiana, we feel we can please you.

Let us figure with you on your next inquiry for

LOUISIANA RED CYPRESS

C. L. CROSS LUMBER CO.

812 Monadnock Building, CHICAGO, ILL.

A. J. CROSS, Mgr. Phone Harrison 810

CROSS CYPRESS

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The Test of Time

has substantiated every claim we make for the Utility and Durability of

Cypress

"The Wood Eternal"

We have a full stock of cypress of splendid quality, in shipping condition, carefully graded under the new rules adopted at the joint conference of retailers and cypress manufacturers at New Orleans.

Big Salkehatchie Cypress Co.

Sales Agent, Pine Plume Lumber Co.
Savannah, Ga.

Varnville, S. C.

B-S Cypress Co.

IN THE HEART OF
THE BEST CYPRESS
DISTRICT

We supply everything in

The New Grades of Cypress

Rough or Dressed Stock

Our Cypress is more even in Color and Texture
We solicit your inquiries and orders

Same Management
Burton-Swartz Cypress Co.
Burton, La.

Annual Capacity
70,000,000
Feet

Burton = Swartz

Cypress Co. of Florida
PERRY, FLA.

ISAAC STEPHENSON, Prest., Marinette, Wis.
H. A. J. UPHAM, Vice-Prest., Milwaukee, Wis.
R. E. MacLEAN, Sec'y & Treas., Wells, Mich.

IDEAL

"Ideal" Rock Maple Flooring

We cut from our own timber, manufacture at our own mill and are second to none either in quality of timber or in the manufacturing of Lath, Shingles, Cedar Posts, Poles and all kinds of forest products.

Also manufacture Wood Alcohol, Charcoal and Acetate Lime.

We make a specialty of Bill Stuff and can ship mixed cars of Ceiling, Siding, Moulding and Casings, in Pine, Basswood, Hemlock or Hardwoods. Capacity, 90,000,000 feet annually.

I. STEPHENSON CO., Trustees, Wells, Mich.

Digitized by Google

Westboro Lumber Company

Manufacturers

Old Faithful Hemlock
and
Northern Hardwoods

Westboro - - - Wisconsin

PERLEY LOWE, President
JOHN D. ROSS, Vice-Pres.

JACOB MORTENSON, Treas.
C. C. COLLINS, Secy. and Mgr.

C.C. Collins Lumber Co.

Rhinelander, Wisconsin

MANUFACTURERS

Cork White Pine Norway Hemlock Tamarack Birch Maple Ash Basswood Soft and Rock Elm Lath, White Cedar Shingles and Posts

Our Modern Fast Feed Planing Mill Machines Do First Class Work

A Trial Order from You Will Mean Your Name Added to Our Growing List of Steady Customers

We ship via C. & N. W., Soo—C. M. & St. P. and connections. Orders filled *PROMPTLY*.

Digitized by Google

Economical
Architects always
TE PINE
HOME BUILDE
Let Us Help
me Without
Cabinet
For Poultry Profits
For Stock Yard Fences
Buy a wood that does its duty without warping or twisting
The boards on your stock yard fence should hold tight We have such a wood for you. For all outside uses we recommend
WHITE PINE
because it never fails to satisfy And the man who is his own carpenter finds it a pleasure to work with it
It is light to handle. holds nails tight without splitting. and its soft yielding grain is easy on tools and time
Besides it lasts like no other wood when exposed to weather. It makes your buildings look well kept up at all times and saves continual outlay for repairs It is the most economical wood
The best grade for your particular use is in our yards or we can quickly get it for you.
Dealer's Name

You "Live Wires" Who Handle WHITE PINE

—here's a new series of newspaper advertisements ready for you, way ahead of anything we've ever seen in retail lumber advertising.

We're sure you'll want to tie up with WHITE PINE quality by using these advertisements. The illustrations are strong, attention-getting, full of "pep." The talk is straight from the shoulder.

Many dealers have written us of the profitable results obtained from advertising WHITE PINE last spring and summer. This new series is stronger than the first and should produce even better business.

Write for one or all of these electros now. They will be shipped you prepaid. Each ad has liberal space at bottom for your name and any special offer you want to make.

Following members of the WHITE PINE Bureau can supply WHITE PINE in all desired grades and sizes:

The Northern Pine Manufacturers' Association of Minnesota, Wisconsin and Michigan

St. Croix Lumber & Mfg. Co.	Winton, Minn.	Johnson-Wentworth Company	Cloquet, Minn.
J. S. Stearns Lumber Company	Odanah, Wis.	The J. Neils Lumber Company	Cass Lake, Minn.
The I. Stephenson Company	Wells, Mich.	Nichols-Chisholm Lumber Company	Frazee, Minn.
David Tozer Company	Stillwater, Minn.	Northland Pine Company	Minneapolis, Minn.
The Virginia & Rainy Lake Co.	Virginia, Minn.	The Northern Lumber Company	Cloquet, Minn.
Cloquet Lumber Company	Clqquet Minn.	Pine Tree Manufacturing Co.	Little Falls, Minn.
Crookston Lumber Company	Bemidji, Minn.	Red River Lumber Company	Akeley, Minn.
		Rust-Owen Lumber Company	Drummond, Wis.

The Associated White Pine Manufacturers of Idaho

McGoldrick Lumber Company	Spokane, Wash.	Potlatch Lumber Company	Potlatch, Idaho
Milwaukee Land Company	St. Joe, Idaho	Blackwell Lumber Company	Cœur d' Alene, Idaho
Roselake Lumber Company	Roselake, Idaho	Bonners Ferry Lumber Co.	Bonners Ferry, Idaho
Panhandle Lumber Company	Spirit Lake, Idaho	Dover Lumber Company	Dover, Idaho
Edward Rutledge Timber Co.,	Cœur d'Alene, Idaho	Humbird Lumber Company	Sandpoint, Idaho

Address **WHITE PINE BUREAU**

2040 Merchants Bank Building, St. Paul, Minn.

Digitized by Google

The Way to Sell More WHITE PINE

Tell people about your stock of White Pine. They'll buy this "old reliable," satisfaction-giving wood and recommend it, and you.

Our national advertising is making friends for

WHITE PINE

interesting—educating—influencing people in your locality. Cash in on the favorable opinion this advertising has created for White Pine. Advertise White Pine yourself—let people know you carry it. We have made it easy for you to do this.

The Book of WHITE PINE Advertisements Shown Here

contains eight attractively illustrated advertisements suitable for newspaper or other advertising. They tell the White Pine story convincingly.

Electrotypes of any or all of these advertisements will be sent you FREE and PREPAID on request.

Write for the book. Select the advertisements you want and "Make Your Advertising Dovetail with Ours." It will mean more sales of White Pine—increased profits, and pleased customers.

Any of these members of the White Pine Bureau can promptly supply anything you want in White Pine.

The Associated White Pine Manufacturers of Idaho

Roselake Lumber Company	Roselake, Idaho	Bonners Ferry Lumber Co.	Bonners Ferry, Idaho
Panhandle Lumber Company	Spirit Lake, Idaho	Dover Lumber Company	Dover, Idaho
Potlatch Lumber Company	Potlatch, Idaho	Humbird Lumber Company	Sandpoint, Idaho
Blackwell Lumber Company	Cœur d' Alene, Idaho	McGoldrick Lumber Company	Spokane, Wash.
Milwaukee Land Company	St. Joe, Idaho		

The Northern Pine Manufacturers' Association of Minnesota, Wisconsin and Michigan

The I. Stephenson Company	Wells, Mich.	Nichols-Chisholm Lumber Company	Frazee, Minn
David Tozer Company	Stillwater, Minn.	Northland Pine Company	Minneapolis, Minn.
The Virginia & Rainy Lake Co.	Virginia, Minn.	The Northern Lumber Company	Cloquet, Minn.
Cloquet Lumber Company	Cloquet Minn.	Pine Tree Manufacturing Co.	Little Falls, Minn.
Crookston Lumber Company	Bemidji, Minn.	Red River Lumber Company	Akeley, Minn.
Johnson-Wentworth Company	Cloquet, Minn.	Rust-Owen Lumber Company	Drummond, Wis.
The J. Neils Lumber Company	Cass Lake, Minn.	St. Croix Lumber & Mfg. Co.	Winton, Minn.
J. S. Stearns Lumber Company	Odanah, Wis.		

Remember, we are here to help you in any way we can.

WHITE PINE BUREAU

1940 Merchants Bank Bldg. St. Paul, Minn.

Digitized by Google

Chas. F. Luehrmann Hardwood Lumber Co.

MANUFACTURERS AND

Wholesale Lumber Dealers

Office: 148 Carroll Street
ST. LOUIS, MO.

Gum, Cottonwood, Cypress, Oak, Elm, Soft Maple and other Hardwoods, Veneer and Cabinet Woods.

We have 40,000,000 ft. of dry Hardwoods for shipment, and situated at railroad centers we have little car shortage trouble.

We make a specialty of mixed carloads, and make a specialty of quick shipment.

THE KRAETZER-CURED LUMBER COMPANY

Highest Quality **GUM** **Straight, Flat and Bright**

The Most Modern Hardwood Operation in the World

Mills:
MOORHEAD, MISSISSIPPI

Sales Office:
CINCINNATI, OHIO

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QUALITY FIRST

BLACKWELL LUMBER COMPANY

Coeur d'Alene and Fernwood - Idaho

PANHANDLE LUMBER COMPANY

Spirit Lake, Idaho, and Ione, Washington

Idaho White Pine
Western Pine White Fir
Fir and Larch
Spruce Cedar
Split Cedar Posts

Manufacturing capacity, 200,000,000 feet annually.

SALES OFFICE:

1311 National Bank Building
Spokane, Washington

Digitized by Google

The Virginia & Rainy Lake Company

GENERAL OFFICES AND MILLS :: :: VIRGINIA, MINNESOTA

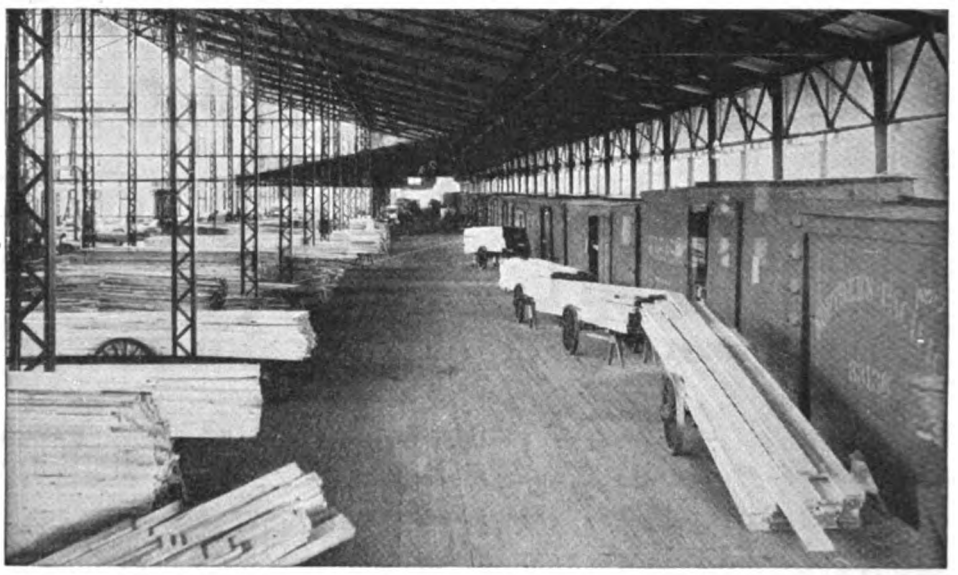
The Largest, Most Modern and Complete

WHITE PINE

Lumber Plant in the World

Annual capacity
300,000,000 feet.

Shipments by
Rail or Water



Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily.

BRANCH SALES OFFICES:

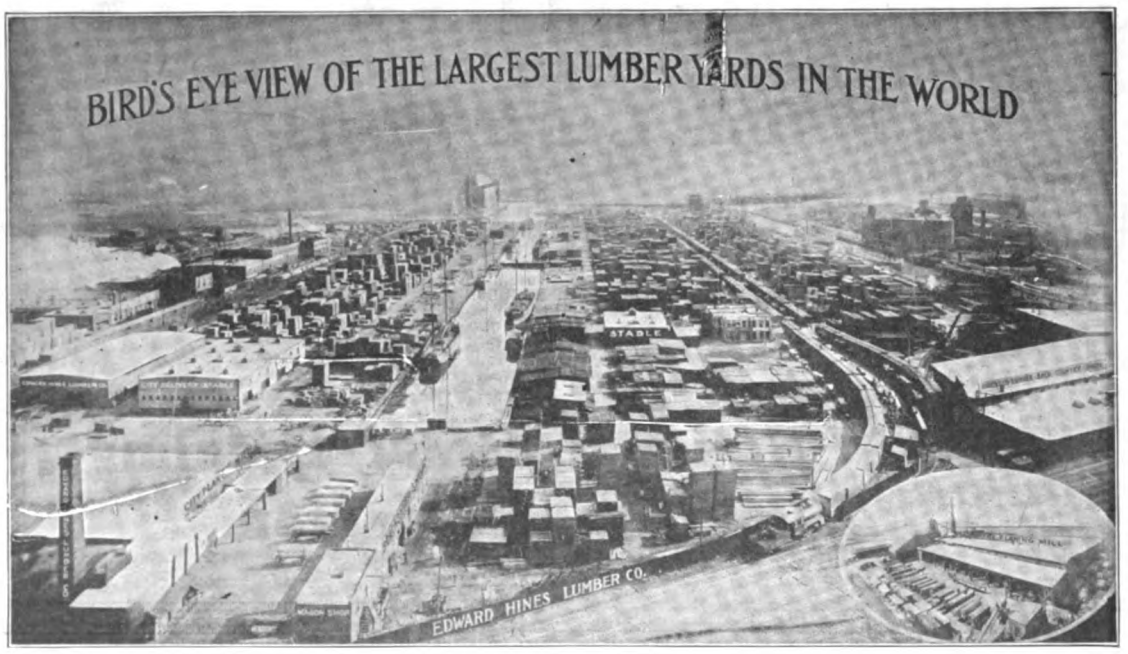
1510 Otis Building, Chicago
First National Bank Building, Milwaukee
Lumber Exchange, Minneapolis
Lyceum Building, Duluth

EDWARD HINES, President
M. W. TEUFEL, Ass't to President
L. L. BARTH, Vice-President
C. F. WIEHE, Secretary
EDWARD H. THOMAS, Ass't Treasurer

Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office.

TELEPHONE "CANAL" 349

Digitized by Google

Who Said

The Old-Fashioned Soft Cork Pine was all gone?

We have it, and can always furnish The Old-Fashioned Soft Cork Pine for Pattern Purposes from one inch to four inches thick.

Factory Stock a Specialty

When in need of anything in good Soft Cork Pine, try us first, you are sure to find it here.

A. S. PIERCE Rhinelander, Wisconsin

Chicago Office, 1001 McCormick Bldg., M. F. Cronin, Manager

Danielson & Pierce

Hardwood Lumber

Birch, Basswood, Maple, Oak, Elm, Ash in all thicknesses, direct from our northern mills.

Write us when you want anything in Northern Hardwoods.

Main Office
Rhinelander, Wisconsin

Chicago Office
1001 McCormick Building
M. F. CRONIN, Mgr.

Digitized by Google

QUALITY!

Guaranteed by 20 years of hard earned, honestly deserved reputation.

Guaranteed, in structural timbers, by brands on each piece.

Guaranteed by constant, careful final inspections made at the car, by men long trained to "exchange" policies.

LONG AND SHORT LEAF YELLOW PINE

MISSOURI LUMBER & LAND EXCHANGE COMPANY

QUALITY SERVICE CAPACITY

R. A. LONG BUILDING KANSAS CITY, MO.

SERVICE:

A habit: formed by the personnel of the shipping divisions. Their paths are beaten hard; no grass grows under their feet; no orders get old and wrinkled waiting for attention.

Orders not taken unless all conditions at the mills are right for shipment when we say.

Digitized by Google

CAPACITY:

250,000,000 feet yearly, or nearly 1,000,000 feet every working day. Shipping ability greater than cutting capacity.

EIGHT LARGE PLANTS—Missouri Lumber & Mining Co., West Eminence, Mo. (1); Louisiana Central Lumber Co., Clarks and Standard, La. (3); Louisiana Long Leaf Lumber Co., Fisher and Victoria, La. (3); Forest Lumber Co., Oakdale, La. (1).

LONG AND SHORT LEAF YELLOW PINE

MISSOURI LUMBER & LAND EXCHANGE COMPANY

QUALITY SERVICE CAPACITY

R. A. LONG BUILDING KANSAS CITY, MO.

THE "STEAM"

The "Exchange": J. B. White, O. W. Fisher, J. H. Berkshire.

At the Mills: F. W. Wright, West Eminence; P. A. Bloomer, Fisher; C. E. Slagel, Clarks; C. C. Sheppard, Oakdale.

Digitized by Google

APPRECIATING the importance of prompt delivery to purchasers of yellow pine lumber, we have made every effort to provide our customers with a delivery service which far surpasses that of any other firm in the yellow pine lumber manufacturing industry.

Money In Your Pocket

¶ Our ever growing prestige is founded on unvarying, dependable quality.

¶ FROST-JOHNSON methods have proved such money makers for lumber dealers as to compel popularity, and this fact has been one of the causes of this firm's very rapid growth.

¶ Hundreds of 'shrewd lumber dealers thruout America have come to realize that the surest way is the proven way, and so make it a point to make all their yellow pine lumber purchases from the Frost-Johnson Lumber Company.

¶ With our unusual facilities, we are able to take care of all orders promptly. Put us to the test.

¶ Remember, we have on hand at all times millions of feet of yellow pine lumber ready for immediate shipment.

It costs you no more in the beginning and it's cheaper in the end

Send for our list which quotes prices on all grades of yellow pine lumber DELIVERED to any railroad point.

FROST-JOHNSON LUMBER COMPANY

Manufacturers of All Kinds of Yellow Pine Lumber

300 Broadway, St. Louis, Mo.

UNIFORMITY OF GRADES AND QUALITY F-J

TRADE-MARK

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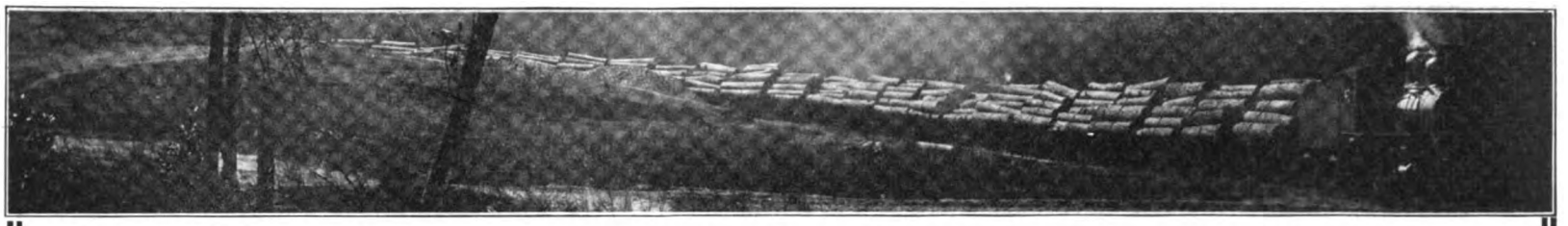
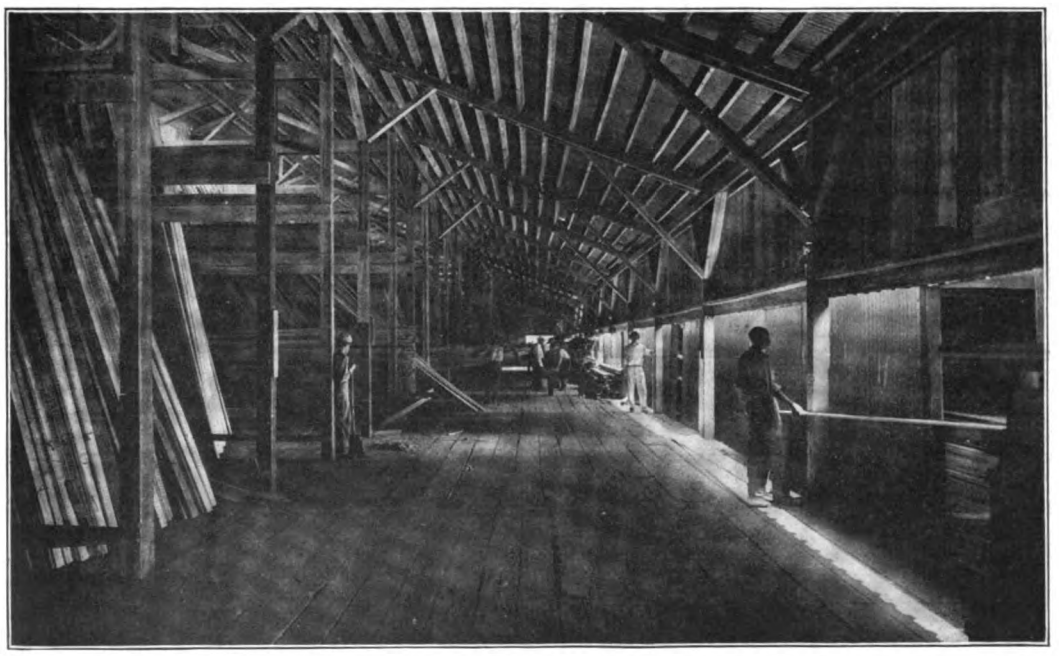


Panorama of the Log Train of the Kaul Lumber Co. Loaded with an Average Number of Logs for the Plant.

From Log to Finished Lumber

WE offer you the benefit of the highest quality and perfection of workmanship accruing from ***timber selected a generation ago for its superior worth.*** Manufactured with the aid of the last word in every department of mechanical equipment by conscientious, contented employes, under the best conditions



The Dressed Lumber Shed of The Kaul Lumber Co. at Kaulton, Ala.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.

BIRMINGHAM, ALA.

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YOU WILL FIND THEY ARE RIGHT

BECAUSE

RAGLEY LONG LEAF

is manufactured from *Long Bodied Calcasieu Long Leaf Yellow Pine*, with the *Most Modern Equipment* into *Lumber for You*

Letters Such as These Come to Us Constantly From Satisfied Customers:

MALAKOFF LUMBER CO.
DWIGHT CARSON, Manager
All Kinds of Building Material
Doors, Sash, Mouldings, Etc.

Malakoff, Texas, Sept. 18, 1916

W. G. Ragley Lbr. Co.,
Ragley, La.
Gentlemen:

We are enclosing E. B. on Car C. B. & B. No. 103771.

This was undoubtedly a good car of lumber. You will probably hear from us again when we are in the market.

Yours very truly,
MALAKOFF LBR. CO.,
Per D. C.

E. A. LAUGHLIN LUMBER COMPANY
Established In 1896
Everything in Building Material

Port Arthur, Texas, Sept. 7, 1916

Ragley Lumber Co.,
Ragley, La.
Gentlemen:

This is to acknowledge receipt of the pages from the LUMBER WORLD REVIEW commenting on the quantity, quality and service of the Ragley Lumber Company, to all of which we can testify, inasmuch as we have been given very good service, quality, and no shortage, all of which is a pleasure to acknowledge.

Yours very truly
E. A. LAUGHLIN LBR. CO.,
E. A. Laughlin

THERE IS A DIFFERENCE

W. G. Ragley Lumber Company

Ragley, La.

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ACCOMPLISHMENT

THE STORY OF ACCOMPLISHMENT:

To standardize lumber by making an international reputation for the manufacture of **quality** lumber.

To successfully operate ten great sawmills located in the heart of the finest forests in the South.

To produce the maximum capacity of one million, five hundred thousand feet of **quality** lumber per day.

To market all over the world four hundred and fifty million feet of **quality** lumber per annum.

To deliver to dealers, wholesale buyers and export trade twenty-four thousand, three hundred and sixty cars of **quality** lumber per annum.

To build up and maintain a selling organization of able Salesmen, meeting the lumber trade in all parts of the United States and some foreign countries.

To mass this gigantic organization, the largest lumber manufacturing institution in the world, under one administrative head, directing the growth, development and consummation of its phenomenal success, all in a short twenty-five years—**Is nothing short of a Titan Task.**

Just twenty-five years ago the company started to manufacture lumber in a small way, with three objects in view, namely:

1. The standardization of lumber which meant **quality** lumber.
2. The production of **quality** lumber in sufficient volume from several localities to take care of extensive orders, so that shipments could be made on record time.
3. And last, but most important, to build up an institution so trustworthy as to its method of business conduct as to inspire every dealer or buyer of lumber, or any commercial institution, with absolute confidence, wherever the name of The Long-Bell Lumber Company went forth.

With these three principles in mind, Mr. Long welded together the great interests which have grown from the almost forgotten miniature nucleus in 1891, into not one, but ten enormous sawmill institutions under one head. These ten sawmills, located in the States of Arkansas, Louisiana and Texas, have succeeded in standardizing lumber, placing upon the market **quality** lumber unassailable as to its uniformity and superiority. And today, when the name of The Long-Bell Lumber Company is mentioned, it is understood that the delivery of **quality** lumber will be exactly in accordance with the agreement of time of shipment and quality of the lumber, plus the satisfaction of dealing with an institution that lives up to every contract it makes.

To have accomplished this splendid task is a satisfaction to the management of The Long-Bell Lumber Company's operations, but that satisfaction of accomplishment is only an incentive to further development. An institution founded upon the principles that have made The Long-Bell Lumber Company, world famous in the production of **quality** lumber, is in an enviable position in the lumber markets of this and foreign countries.

The work is just begun. The accomplishment already made demonstrates conclusively that this organization can at all times take care of all orders for long and short leaf yellow pine and oak flooring **quality** lumber, both in this and foreign countries.

As long as the lumber industry of America will supply the trade, so long will The Long-Bell Lumber Company endure and deliver its **quality** lumber to the trade.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company

KANSAS CITY, MO.

Digitized by Google

Wisconsin River Valley

A. H. Stange Co.
Merrill, Wis.

Kinzel Lumber Co.
Merrill, Wis.

E. W. Ellis Lumber Co.
Grand Rapids, Wis.

Everything in Lumber

White Pine	Birch
Norway Pine	Maple
Hemlock	Elm
Tamarack	Ash
Lath	Basswood
Box Shooks	Crating

Digitized by Google

The Beaumont Lumber Company

Yellow Pine Lumber

BRIDGE TIMBERS, CROSS TIES, PILING AND OAK CAR SIDING, ROOFING, LINING AND DECKING

Beaumont **Texas**

D. S. PATE, President G. J. POPE, Vice-President P. S. FLETCHER, Treasurer H. C. WOLTER, Secretary

ESTABLISHED 1873

D. S. PATE LUMBER CO.

Manufacturers of

Yellow Pine Lumber

A Specialty of Yellow Pine for Implement and Wagon Factories

DIMENSION AND GENERAL YARD STOCK ON HAND FOR IMMEDIATE SHIPMENT

Mills at
BRINSON, GA. WAINHURST, GA.
POPLARVILLE, MISS.

General Offices: 1221 Lumber Exchange Bldg., CHICAGO
TELEPHONE RANDOLPH 5940

SERVICE QUALITY **INTEGRITY DEPENDABILITY**

Are the Foundation of the Edifice of Business Success which this Institution has built. The Satisfaction of Profitable Trade binds our Customers to us. From all Lumber Merchants who Appreciate a Product in which these Qualities are Inherent, we respectfully Solicit Correspondence.

WEYERHAEUSER LUMBER COMPANY
EVERETT, WASHINGTON

THE MILLS OF SERVICE

Digitized by Google

WE have on hand a good assortment of

CALCASIEU YELLOW PINE

ready for prompt shipment.

Krause & Managan Lumber Co.

Westlake, Louisiana

Running A Sawmill Right Is a Science

It requires the Best Equipment and Most Capable Workman—*We have both!*

The Quality of Our

KANEY KREEK KLEARS

Proves It

They are manufactured from the Best Short Leaf Southern Pine

A trial shipment will convince you.

FOSTER LUMBER COMPANY

LONG BUILDING - - - - KANSAS CITY, MO.

MARBLE CREEK IDAHO WHITE PINE

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our luxuriant timber.

Edward Rutledge Timber Co.

Coeur d'Alene, Idaho

Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

KIRBY-BONNER LUMBER CO.

EXCLUSIVE SALES AGENTS

KIRBY LUMBER CO.

HOUSTON CHICAGO ST. LOUIS KANSAS CITY OKLAHOMA CITY
NEW YORK INDIANAPOLIS NEW ORLEANS MOBILE HAVANA

Digitized by Google

THE BEST SELLER!

The wise dealer is he who turns his stock the most frequently.

Carry in stock the kinds and grades of lumber your customers desire.

White and Norway Pine

are available in any quantity—used for all outside and structural purposes—and give universal satisfaction.

CROOKSTON LUMBER CO.

NICHOLS-CHISOLM LUMBER CO.

SHEVLIN-CLARKE CO., Ltd.

CARRY COMPLETE STOCKS

Increase your sales and profits. Write—Wire—Telephone. Send us your next order.

SHEVLIN-CARPENTER CO.
1986 Continental and Commercial Bank Bldg.
CHICAGO, ILL.

CROOKSTON LUMBER CO.
Sales Dept., 903 First National—Soo Line Bldg.
MINNEAPOLIS, MINN.

California White Pine

Manufactured to Shevlin Quality is Unequaled

The Shevlin-Hixon Company

Bend, Oregon

Operators Box Dept.: KNAPP-CHENEY COMPANY, Portland, Oregon

REPRESENTATIVES:

WYOMING—UTAH—COLORADO
G. W. GATES & CO., Denver-Portland-Salt Lake City

NORTHERN IOWA
WILSON-REX LBR. CO., Perry

CHICAGO—DETROIT
A. W. LAMMERS, Continental Com. Bank Bldg., Chicago

KANSAS—NEBRASKA—SOUTH DAKOTA
BRADFORD-KENNEDY CO., Omaha

MINNESOTA
N. H. MORGAN, First Nat'l-Soo Line Bldg., Minneapolis

PITTSBURGH-PHILADELPHIA
FOREST LUMBER COMPANY

Digitized by Google

R. HANSON & SONS

Manufacturers

White Pine, Norway, Hemlock and Michigan Hardwoods

Up to date Planing Mill in connection—Mixed cars our specialty

Our Grades Are Just a Little Better Than the Best

GRAYLING, MICHIGAN

ROACH & MUSSER COMPANY

Makers of High Grade Millwork

General Offices, Factories and Warehouses

We are Large Manufacturers of Windows and Stock Doors in White Pine, Fir, Cypress and Yellow Pine. Also Stock Hardwood Doors and Special Millwork of All Kinds

Muscatine, **Send Us Your Plans and Lists to Estimate** **Iowa**

Digitized by Google

C. L. RITTER LUMBER CO.

INCORPORATED

Manufacturers of Hardwood Lumber

SPECIALTIES:

QUARTER SAWN WHITE OAK
PLAIN WHITE AND RED OAK
POPLAR BASSWOOD HEMLOCK

Band Mill and Dry Kilns, Whitewood, Va.
Shipping Point, Doran, Va.

HUNTINGTON, W. VA.

Anderson Lumber Corporation

Marion, South Carolina

MANUFACTURERS OF

QUALITY FIRST

BAND SAWED

Pine, Cypress, Ash, Gum, Maple, Oak

ROUGH or DRESSED

Box Shooks Lath
Hardwood Flooring

MODERN

Saw Mills *Dry Kilns* *Planing Mills*

Digitized by Google

The Hardwood Manufacturers Association
of the
United States

"The Association that stands for the welfare of all interested in hardwoods."

Its members are Timber Owners and Mill Operators.

They make the lumber themselves and have the stocks behind them.

They are, therefore, in position to give good service.

To deal with them means

The Secretary's office is always at your service to help you find anything you may want in Southern Hardwoods.

Fifteenth Annual Convention, Jan. 30-31, 1917
Hotel Sinton Cincinnati, Ohio

EXECUTIVE OFFICES
First National Bank Building, Cincinnati, Ohio

Digitized by Google

C. H. Worcester Company

GENERAL OFFICES—1409 ASSOCIATION BUILDING—CHICAGO

MANUFACTURERS OF NORTHERN HARDWOOD AND HEMLOCK

BIRCH	HARD MAPLE	HEMLOCK	LATH
ASH	SOFT MAPLE	PINE	SHINGLES
ELM	BASSWOOD	SPRUCE	POSTS

OUR SPECIALTY

Beautiful birch ©-T.H.M.

MILLS AT CHASSELL AND ONTONAGON, MICH.

WHEELER-TIMLIN LUMBER CO.

WAUSAU, WISCONSIN

Birch **Rock Elm**

Basswood **Soft Elm**

Maple **Oak**

WISCONSIN BROWN ASH

All Grades and Thicknesses
Resawn, Ripped or Dressed as Desired

CRATING LUMBER A SPECIALTY

Standard Grades—Full Thicknesses

Let Us Hear From You

Digitized by Google

1751 -:- 1916

Old Masonic Temple at Williamsburg, Va., built of white cedar in 1751. In good condition despite neglect.

A Roof that Will Outlast the Building

"Roper" White Cedar Shingles

Weather the Centuries

A house is no better than its roof. Remember that.

In planning the house investigate the lasting qualities of "ROPER" White Cedar Shingles. A roof of these shingles will endure for generations without the use of paints, stains or preservatives.

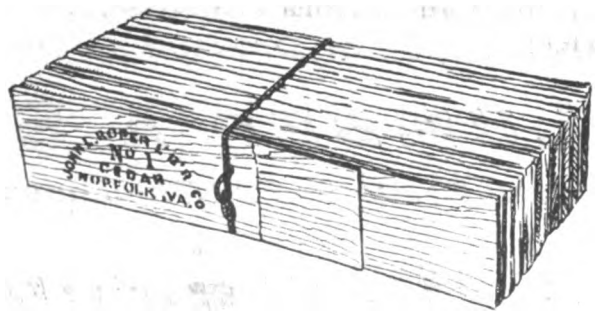
Next to their durability, "ROPER" White Cedar Shingles are noted for their beauty. After a few months' exposure they weather to a uniform steel-gray color of decidedly artistic shade.

"ROPER" White Cedar Shingles absorb practically no moisture, which means that a "ROPER" roof will not sag from added weight.

The distinctive bundle of fifty shingles, stenciled with the name "ROPER" and the grade and width, is your guarantee of roofing satisfaction.

John L. Roper Lumber Co., Norfolk, Va.

Write for interesting booklet about shingles and cedar.



Look for the name "ROPER" on each shingle.

Digitized by Google

Are You One?

MANY Progressive Dealers have availed themselves of the NORTH CAROLINA PINE advertising helps, and have reported most satisfactory results in increased trade.

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Old Fashioned Yellow Poplar

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"The Largest Hardwood Mill in the World"

All timbers and heavy planking will bear the ***Calcasieu Long Leaf*** Trade-Mark brand shown in this advertisement.

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 9

CHICAGO, NOVEMBER 10, 1916

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AS WE LOOK OUT THROUGH OUR WIDE EAST WINDOWS, which —odd to relate—this time exactly face to the west and towards the sunset and down upon a court rather than the blue of the lake and the shimmer of white sails in the keen November air—as—we say we turn lightly to our task the country is just drawing a long breath and just yawning and putting one foot out of bed preparatory to rising once more to go out to honest labor after a season of very uninteresting politics, the result of which is the election of—either Wilson or Hughes—as president of the United States.

This department was never inaugurated, has not been maintained and will not be PERPETUATED by painting word pictures of political intrigue or the building of tributes to political ambition; neither shall we launch at this time into any explanation of why this department exists except to say that it is simply a "sky line" or "lookout" peak" from which the editor gazes down upon the lumber world, ALL directions being EAST and every worth-while happening of the industry being most readily seen through the windows which give UPON the EAST—the source of ALL KNOWLEDGE!

The great Logging and Conservation Congresses have had their days and nights and have gone their ways and there has been left on the editorial table positively hundreds of columns of literature which no lumber trade newspaper will ever print in full and which, as usual the various secretaries most likely will have printed in large, unwieldly lumber-trade-newspaper-sized official reports, where this literature will be crowded into fine print to save space.

Given all this to be true, we AGAIN want to know why?

The attendance at the Pacific Logging Congress and the Western Forestry & Conservation Association, the Southern Logging Association and the Appalachian Logging Congress was this year far and away ahead of any previous annual meetings.

The papers read were better than ever before and we have reason to believe also that the discussion of those papers has been more USEFUL than ever before and by the same token it has also been more interesting.

Now these Congresses have been all very interesting for their active members, who have had the enterprise to attend them; but how about the 90 percent who have stayed at home, either through INDIFFERENCE or on account of BUSINESS reasons?

These stay-at-homes, at first blush, do not seem to have any rights; but whether or not they have rights they have potential influence and

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some means should be invented of putting all this literature into the hands of the stay-at-homes and put it up in such sugar-coated and palatable form that it will be read and will thus be of real service to the lumber trade instead of being put out in big thick books which no person, however loyal to the lumber trade, will ever read.

Time and again we have suggested that these papers be printed in the form of the old fashioned "tract" with which the Nations of the Earth have been evangelized by the various religions; and that these so-called "tracts" be sent out from week to week through the intervening time of association annual meetings so that their constant dropping into the correspondence basket of the "stay-at-homes" may have some chance to wear away their stony indifference.

We HAD hoped to see this thing done in connection with the International Salesmanship Congress, but so far the thing has come out in book form in a private magazine, to no purpose, so far as we can see, other than to collect all the papers, in one book, for reference.

We are not fussing about this thing at all; we are just calling attention to a thought that will not die and should not die until the same is some day accomplished.

At all events a wonderful series of meetings has been held and a great benefit has been extended to the entire lumber trade of the country in SOME form or another.

Before we look out of the window again we must—modestly if possible—call attention to the fact that we have AGAIN assumed our province of telling the story of the Logging and Conservation conferences and congresses in such form that any man who has the least interest or curiosity may read it all at one sitting.

We refer our readers to page 60 of this issue; and incidentally, while we are in the reference business, we want to recommend this issue of the LUMBER WORLD REVIEW very highly in many ways and incidentally to thank a rapidly increasing number of friends in the United States for the patronage that has made this issue possible.

As usual this issue—Logging Congress Edition—of the LUMBER WORLD REVIEW is the most interesting lumber trade newspaper of the year. In fact, we believe this issue of the LUMBER WORLD REVIEW to be the most interesting as to its contents of any we have ever printed. In this connection we call attention particularly to a series of impromptu speeches that were made recently at the Forest Products Industry Conference at Portland, Oregon, upon a variety of subjects very dear to the lumber heart which symposium of eloquence is crystallized in type, beginning on page 43 of this issue.

If Not the "Forest Products Federation" What?

IF THERE IS EVER TO BE a National Lumber Conscience, a National Forest Policy, a national standing together of the traffickers in trees and the owners of timber lands in America; AND if the Forest Products Federation, which has been voluminously suggested in the report of the "Nation-wide Committee," of which H. D. Langille has been for a year spokesman and chairman, is NOT the thing, to bring this affair about—then PRAY TELL US what is it that we must do?

We shall maintain that the Forest Products Federation idea SHOULD stand until some evangelist comes along who is able to tell us something BETTER to do.

MAYBE, though, we don't care—as a trade—for a National Lumber Conscience, or a National Forest Policy!

MAYBE we just want to enter the competition for a decoration as the "Greatest National and International Waster of Natural Resources"—known to the world?

MAYBE we ought to keep on running our yellow pine propaganda, our fir propaganda, our redwood propaganda, our cypress propaganda, our maple propaganda, our red gum propaganda, our hemlock propaganda, our white pine propaganda, etc., etc.,—up to the end of time (some hundreds of years from now) when the TREES are no more?

MAYBE we just want to be optimistic and sit around on the edge of things with our hands in our laps and smile and feel good and jolly each other into the belief that "Oh, we are all right"; "Lumber will come back"; "Just wait till the war's over and see us expand"; "Demand will take care of the supply, and the supply will take care of the demand"; etc., etc., just like we've BEEN doing since the beginning of the rasp of the first saw?

There are about forty or fifty people who believe otherwise—people connected with publicity bureaus and secretaries' offices and lumber trade newspapers—HIRED men generally—"rule of thumb" people sometimes; but in most cases "scientific" men who study things out by rule and know that the column adds up correctly when they SAY it does.

There are also PROBABLY, in the United States, three hundred lumbermen who believe in Trade Extension in all its branches, in Scientific Research, in working with the government, in ironing out our differences by Co-operation.

There are several thousand lumbermen who would like to "see something done" and who PROFESS to be in favor of all these things; whose profession is really a joke to the initiated and; whose FAITH we doubt on account of their WORKS—because—try how-ever-much you may you cannot get away from the Biblical rule that "faith without works" doesn't get you very far along the road to success.

The fact is that most of the people in the lumber industry are looking upon the lumber business as a sort of God-given and Providence provided-for business that is going to get along by a kind of Divine Right of the sort that "doth hedge about a king."

The fact is there are several thousand of us simply fooling ourselves and the time is coming very soon when somebody or another—some individual with a stout heart and a big pocketbook—who don't give a pop of his finger what ANYBODY thinks so long as he is HIMSELF right, who will just naturally reach out and evangelize this whole proposition and bring us together under one flag so that whenever the business takes a shot at anything we will have some knowledge of what the business is shooting AT; and so there will be more certainty that it will hit something—more certainty that our blows are better directed than if some well intentioned woman were endeavoring to throw a ball to third base!

We are not in any position YET to reform ANYBODY or to tell ANY trade that is contemplating with us just where it is weak and where we are strong!

We are NOT ready YET to go out as evangelists, either as free lances or ordained preachers; we are not even interesting old time "circuit riders" in our line of work.

Of course, we've done a lot, but that lot is not so much that we need to be so proud of it as to believe that our troubles are now all solved.

We have made an INVENTORY only of our troubles and not over 5 percent of us believe the INVENTORY is correct!

There are a great many people who believe there is a lot more WRECKING to come, a lot more trial and tribulation to go through, a lot more turning back at the edge of the Red Sea, and a lot more going back to Pharaoh for another helping of plague, before ANY condition will open up the waters that we may walk over dry shod on our way down to the Land of Canaan!

So if any one knows a better starter on the road to nationalizing than the Forest Products Federation, let him stand up and mention his ideas.

A Substitute for Trade Marking.

C. I. MILLARD, PRESIDENT OF THE JOHN A. ROPER Lumber Co., of Norfolk, Va., suggests a substitute for trade-marking—or really, after all, is it a substitute?

Mr. Millard, in addressing himself to this subject, says in regard to the action which the North Carolina Pine Association should take in the matter of trade-marking: "The members should rigidly adopt and use a protected and uniform method of marking each grade of all the lumber shipped.

"As I now understand it, the general practice is for each company to adopt and the graders to use some sort of hieroglyphic for each grade, which may have been at one time supposed to be valuable on account of its secrecy, but which has by custom, degenerated into an obsolete method of marking stock.

"If all the mills were to adopt 'M' for No. 1, 'C' for No. 2, 'P' for No. 3 and 'A' for No. 4, the lumber shipped by our association's mills could be readily identified.

"If it is not possible to protect the use of letters by copyright, some other symbols should be used."

Mr. Millard thought that this might be a method of escaping the criticism challenged by the unions.

These suggestions of Mr. Millard's are offered for their probable value and just to open up the question of trade-marking and to help to keep it alive.

We have been raised in the idea that uniform inspection, uniform trade-marking and uniform grading of lumber were the three desirable things above all other desirable things that should happen to lumber; also we have been led to believe that a mechanical device for trade-marking, absolutely perfect in its every detail, had been offered to and accepted by two or three branches of the trade.

We are yet wondering if the lumber manufacturing industry is to control the patents and build its own trade-marking machinery, or is it again going to overlook the great opportunity and by not doing that invite into the field a dozen or so trade-marking machines which will have to be sold at an enormous sum as opposed to association-owned machines; because when a trade-marking machine is put upon the market as a speculation, it will but invite many another inventive genius into the field, will result in a lot of competition and will not reduce the price of a machine at all, but vastly increase it and militate against the unanimity of its use. And if there is any one thing that should be unanimous in order to add to the solidarity of any association, it does seem that it should be the trade-marking of that association's product.

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Remarkable Impromptu Addresses Delivered at the Portland "Forest Industries Conference"

By Gifford Pinchot, H. R. MacMillan, George S. Long, George M. Cornwall, Everett G. Griggs, J. H. Bloedel and J. J. Donovan

At various sessions of the Portland "Forest Industry Conference" there were several remarkable impromptu addresses which it would be a literary crime to take excerpts from or to condense.

They are offered below without specious introduction or comment, the heading carrying with it the subject and all given in as few words as possible.

"TIMBER OWNERSHIP—PUBLIC AND PRIVATE."

By Gifford Pinchot.

"I hardly had a forest talk in my head when I came to this town, coming here for another purpose, but I am particularly glad to get a chance to meet such a gathering as this, just because it is a refreshment to the spirit to get away from politics and talk about the things that a man really cares about.

"It has struck me, in thinking over what I wanted to say to you, after Judge Flewelling was kind enough to ask me to speak, that this was the most important thing, to my mind, that I could say:

"It seems to me that we have accomplished one of the two big jobs that are to be done in forestry in the United States; that is, we have accomplished it in the sense of having made it certain that the thing will be carried through and carried through in good shape before it is done.

"Government forestry is established in this country, and there is no longer any doubt as to whether or not the national forests are to be saved; there is no longer any doubt, either, as to whether or not they are going to be properly handled. There is a lot of work to be done, but it is a good deal like the battle of Gettysburg in the civil war. After that battle was fought, it was decided and known that the south could not win out, that the north would. Now it is decided and known that government forestry is here to stay and will be successful in the United States. We have done that, and all that remains to be accomplished, so to speak, is to trim up the job and carry it along.

THE PRIVATE OWNERS' "JOB."

"You are here on the second great job that confronts the American people, and that is to bring about a proper condition in the handling of private timber lands. That task is a very much more difficult one, as I see it, just as in a sense it is a very much more important one than government forestry can be under the present situation. You have got four times or five times as much timber as the government has—the private owners throughout the country. Your multiplicity of holdings and, therefore, multiplicity of control makes your task very much more difficult in a sense than the government's task. Your organizations such as this, which tend to unify, help along, and therefore make more efficient the methods by which you protect your forests from fire, and by which ultimately other measures of forestry will be carried out; but nevertheless there remains to be done along your line what seems to me to be far and away the most important, the most difficult and the most necessary task in forestry in this country.

"It is no use for us to go back now and say, what is probably true, that the private timber land owners of the United States would be far better off if not a single acre of any timber had ever been parted with in fee simple to the now owners; if the government had kept control of its forests and had borne the load of the carrying charges and had simply allowed those forests to be utilized somewhat on the line that has now been adopted by the Forest Service! Probably you would have been better off, but it does not matter now whether that be true or not. The FACT is that you, on the one side—and the American people, as the other party to the bargain—have got to get together and devise a method by which this tremendous problem can be solved.

"It is going to be solved, of course. You have made immense progress already; but it is going to be solved along lines which cannot represent alone either the interests of all the people combined or your own interests combined. You are going to have to make concessions, just as the people are going to have to make concessions; and the ultimate result, as I see it, is going to be a kind of quasi-public control, or public control, over your forests—(and in this you may disagree with me)—just as much as in the end we must have a quasi-public control, or a public control over other public utilities.

Meaning of the Portland Meeting

By E. T. Allen, Forester of the Western Forestry and Conservation Association.

"For some time forest industry has been like a wrestler with his shoulders near the mat. It has been hard to tell whether it would succumb or rally to its feet.

"It is hard to gauge the tide of any struggle of great issues and great strength. Neither Gallipoli nor Verdun decides. Least of all can those engaged measure their own strength, courage, tenacity and intelligence. Accidents happen. Yet, now and then a wound heals, scattered forces close again into fighting formation, a powerful ally enters the field. A new and better plan is made. The shoulders at the wheel press for the first time in unison. There is a sharp advance and attack, the advance is permanent; the momentum is gained.

"The Portland conference called by the Western Forestry and Conservation Association was the most conclusive evidence the industry has had of unmistakable constructive progress. It revealed a situation often hoped for, but never before existing.

"It was the first occasion when the government has dropped its air of suspended judgment and proclaimed in certain terms both its analysis of the industry and its decision to co-operate with it. The industry's regeneration, the suggestion of a national advisory board to this end with the industry invited to sit on this board, freed of suspicion and welcome in public council, in itself was the most significant thing that has occurred in American forest history. It is the guide board to the future road.

when the basic problems of manufacturers, forest owners and public have been frankly presented together, with their relations to each other in impartial proportion for mutual discussion and mutual solution.

"It was the first occasion when all branches of the industry and all regions have conceded the need for solidarity of organization in order that they may be united, representative, responsible and articulate.

"It was the first occasion when the problems of forest industry have been considered as international between this country and Canada, and have been discussed as such by a representative international gathering.

"The program of this meeting was symbolic of the program the industry will hereafter follow, perhaps falteringly at first but of a certainty; not individualistic, contradictory and helpless; not dealing in a futile way with the symptoms of the moment, but with mutual council and with public co-operation building a far-seeing American forest policy under which the interests of industry and public alike are defined and stabilized. This will take time, perhaps some radical surgery; but we have at last seen the unpleasant facts faced and the determination made."

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"When you come down to the facts, the forest is the most important and the most delicate, the most absolutely necessary of all public utilities, and the interest of the public in what you do and in what you own is (from the point of view of the forester) more vital and more far-reaching than in any railroad, in any trolley system, in any water supply, or in any other public utility of any kind whatsoever.

"You are in control now of the first of the great necessities for the life of this people, and it is a matter to me of the profoundest satisfaction that these meetings of yours have been held year after year as conferences between the government's men and yourselves, and that you are bringing about by these meetings a type of understanding which without them would be entirely impossible.

"The thing I should most regret to see would be the settlement of this question by CONFLICT between the PRIVATE owners of timber lands and the PEOPLE at large, rather than the settlement of it by the methods which you are adopting, the methods of mutual understanding and discussion and ultimately the arrival at mutual conclusions.

"I am thoroughly glad that you doing this work. I congratulate you on it, and I look for very great and beneficent results to come from the mutual concessions which must be made to the prosperity of the public and the prosperity of the lumber industry; for if there is anything sure about this problem, it is that it will NOT be settled and that it OUGHT NOT to be settled SOLELY from the point of view of either of the two sides."

AN APPRECIATION OF W. B. GREELEY'S PAPER.

By George S. Long.

"I think first of all it ought to be the privilege and the duty of this assemblage here to recognize in the presentation made by Mr. Greeley the most profound analysis that I have ever heard pertaining to the lumber industry; that ANY one, coming from the Forest Service of the United States, could turn the X-ray upon the situation that pertains to the lumber industry in our country and shed light on it that the best of us have NEVER seen, and with that vividness, that truthful viewpoint, that I think is so thoroughly reflected all through what he has said to us this morning.

"My first feeling is the profound impression he has made on me by what he said; and then the next, the very highest appreciation, not only of the ability and the logic of the correctness of his viewpoint, but the tone of sympathy that runs all through it.

"It is only a very few years ago when we assumed (possibly incorrectly), but we believed THEN that the government attitude was hostile to the lumber industry. It is only a few years ago when he knew—and we know it yet—that the sentiment of the great public at large is hostile to the so-called lumber interests. Incorrect, they will not believe us when we say anything about it; but when Mr. Greeley's report, coming from the Forest Service, will go as a message to the American people, you will have the stamp of approval of the government; and that setting forth of the real condition that pertains to the lumber industry will make more friends for the lumbermen among the lumber consumers of America than any effort that we have ever put forth or CAN put forth. And for THAT reason its SYMPATHETIC tone, its JUST tone, I think we are especially and deeply indebted to that presentation which he calls a 'wet blanket.'

"It is a 'wet blanket,' gentlemen.

"He has told us, probably better than we knew, how bad off we are; and we ARE in bad shape. The industry is in bad shape, and it has been the gradual accumulation of conditions which no man foresaw and no man could correctly anticipate; and in his endeavor to point out the remedy, we may not entirely agree with him.

THE FUTURE ADJUSTMENT.

"I, myself, hesitate to ever get in the frame of mind when I believe that the government of the United States shall assume a paternal form. I think its practice, its laws, the privileges which it extends, should be that it will give to man, give to the individual, give to the corporation, give to its citizens, that freedom which will make it unnecessary for the government EVER to assume paternal interests in properties. If that is not possible I believe our government is in a measure a failure. I don't believe the government can do many things better than the government can arrange for its own people to do. That is the hope I have, that is the belief I have.

"Maybe it is wrong, but with a sympathetic government, with one which does not look upon you with suspicion and with a people who should not put themselves in a position where they are worthy of being looked upon with suspicion—we have got to have clean hands, we have got to have wide views, we have got to be fair to ourselves and to the public; and if we are not, the government won't treat us right. But I deplore the idea, I differ with that viewpoint suggested by Mr. Greeley about the possibility of government ownership.

"He is correct in his logic. If we can't handle it ourselves, if it is impossible for us to handle it, then possibly the government will have to take it; but I believe its first great function is to try out and see if it cannot so shape its laws and shape its policies that we can carry this load.

"I am like the Honorable Chairman; I am optimistic. I think there is hardly anything too big that cannot be attempted, if we are allowed the natural freedom which big enterprises call for. So that, first of all, and again, I want to repeat my profound admiration for that magnificent address which we have just heard. It stamps I think, the beginning of a more cordial, friendly and sympathetic relation; not only that, but it stamps the beginning of the mental condition of knowing where we are at—and we have NOT known it.

THE OFFICIAL ATTITUDE.

"Now if this information comes from that source that will be acceptable to the public, and be ACCEPTED because it is from a public official; and it will be accepted by the lumbermen because we can't help but believe that, way down deep in the heart of Mr. Greeley, he has been convinced that the lumber industry is not a monopoly; that the lumber industry has been struggling like a great big, awkward giant, to do the best it could and often doing awkward things and crude things and being too optimistic, then we will have accomplished much.

"If today the industry has the sympathetic attention of the government—and I think it has—if through that we can get the sympathetic treatment from the people at large—and I believe we can—he has suggested a connecting link—with the Federal Trade Commission, the Department of Commerce, the Forest Service are government units working on great plans and ideas of all kinds of business enterprises.

"He suggested an advisory committee where the lumbermen can come to them with their troubles, with their ideas, with their hopes, with their necessities and place them directly before those government agencies which in the future are going to have more to do with the upbuilding of American commerce, American trade and American development than they ever have before.

"So I think that we should heartily endorse the idea of this advisory committee and have on it our best exponent in a man who truly represents the lumber interests in all its phases.

"Once more, and with the words DEEPLY underscored, I wish to say that we ought to thank Mr. Greeley for his profound and sympathetic 'wet blanket.'" (Applause.)

"ORGANIZATION."

By Everett G. Griggs and J. H. Bloedel.

One of the most interesting debates of the Forest Industry Conference at Portland, which was also of national interest, occurred following the reading of a paper by Dr. Rutter, which had been written by Dr. E. E. Pratt, Chief of the Bureau of Foreign and Domestic Commerce. Here is the text:

MR. BLOEDEL: Mr. President, I want to say a word or two on the question of the work that has been initiated by the Department of Foreign and Domestic Commerce, which has been represented here today by Dr. Rutter, and I want to put what I have to say in the way of an appreciation on the part of the lumber industry of the Pacific coast for the efforts which they are making, not only to help us in foreign markets, not only to show us the way in which to get into the foreign markets, but to urge co-operation among ourselves, which the Lord knows we need.

"These gentlemen tell us that the way modern business is conducted is by co-operation, by organization, by co-ordination of organizations, and that it is the height of business efficiency to co-operate, and it is an evidence of lack of business efficiency when we do NOT co-operate.

"I have had a bit of experience on that recently in trying to present to the exporters of the Pacific coast the value of an export organization.

"Dr. Rutter has explained to you that we have organized the company, we have launched it, we are ready to go ahead. We have as yet not succeeded in getting 100 percent of the capacity. We have, however, such a capacity agreed to join that we feel that the company is a success and we are about to go ahead and do business. (Applause.)

"The thought came to me while Dr. Rutter was speaking—and it is one that I have had in mind quite perceptibly—and that is that our domestic markets are declining on us, and if there is any future to the lumber business at all, if there is anything that the timber owner, the stumpage owner and the manufacturer has got to look forward to, it is the increased consumption of our foreign market.

"I was exceedingly interested in the pamphlet prepared by Mr. Greeley in which he outlined that there has been a decreasing consumption per capita in the United States in the last ten years. Some ten years ago this country reached its maximum lumber consumption of about forty-four billion of feet per annum, which meant something over 500 board feet per inhabitant per annum, something close to 550 feet.

"Last year, the year 1915, the census bureau's report shows there was approximately thirty-eight billions of feet of lumber produced and consumed.

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"That would reduce, on the increased population, the per capita per annum consumption to 375 board feet approximately. It only illustrates what has been illustrated in Europe before and what is illustrated by the growth of urban population, by the growth, we will say, of civilization, to get away from lumber consumption and to get towards the lines of more permanent construction material.

"Do what we please to lay the merits of lumber before our own domestic consumers but there is a limit to the consumption of that lumber arising from the fact that as we build cities we get permanent construction, a class of construction which lumber cannot supply. There is a place for lumber, but the place for lumber is not in a fireproof building, like this, except for scaffolding and the forms to build it.

"If we are going to find a market for the constantly increasing production, we must go to the foreign markets. The Bureau of Foreign and Domestic Commerce has taken steps here to show us that there are these foreign markets, and that they can be exploited if we will only take heed and take their example and follow it. We have exported approximately, during normal times, nearly 650,000,000 feet from this coast per annum (including British Columbia) to foreign countries—I imagine something like 550,000,000 feet.

"All of Europe has taken less than 75,000,000 feet from us, and yet a warm friend of ours, a colonel in the Canadian Volunteers, who has recently been in the trenches, told me that one-seventh of France and all of Belgium, before this war was over, would be like a Sahara desert; what the Germans have not destroyed in driving westward, the Allies must destroy in driving the Germans back. Every resource available in France, and even the forests around Windsor Castle in England, are being cut in order to furnish quick lumber supply for the needs of the Allies in the trenches, and for their domestic commerce.

"Now, then, with all of that available supply cut, with all the demand which will come with the rebuilding of the cities in this devastated territory, it would seem to me there is some hope for us in future to exploit—not the domestic market so much as it is the foreign market.

"That is the function we expect to perform through the services of the Douglas Fir Exploitation & Export Co. We are seeking, not only the light of publicity, because we have done nothing but what we want the public to know and come into our confidence with; we have done nothing but what we want the government to know, and we want to see to it that instead of fighting among ourselves here, like dogs for a bone, in order to get $9 a thousand for this valuable lumber at our mills, that we can go to a foreign market and get a fair price and return to this country a fair remuneration and a fair profit for the benefit of this country and not for the benefit of foreigners, for that fine lumber that we are now giving away." (Applause.)

MR. EVERETT G. GRIGGS: "Mr. Chairman, I scarcely dare trust myself on this floor; I have been talking so MUCH recently. Mr. Bloedel has so fitly said that we have been trying to convince some of our own friends, lumbermen, exporters, etc., of the wisdom of forming an exploitation company that is backed by the United States government, and we are here in this community now talking to some of your own exporters in order to close a deal which we think bids fair to bring about just the conditions that we all so much desire.

"I am a good deal of a Democrat and always have been.

"I have been joshed by the Republicans a good deal, but the fact is we went through about seven years of inactivity, and in all of these commercial inactivities I have been connected with we had the government on our trail ready to put us in jail. Now we have got somebody in here—I don't know whether it is due to Democracy or due to Republicanism, or what—but we have got somebody that has given the country generally an idea about this lumber business, which I think we all ought to pat on the back. (Applause.)

"This is the first time in my judgment, gentlemen, that you ever had a diagnosis of this case from an uninterested party. I say uninterested, but I mean from the United States government; and the only criticism I have got to offer on Mr. Langille's suggestion is that he does not put on right there the United States government as one of these departments.

"It is the biggest owner of timber, and it has more to say about this situation than any of us; and we can't do anything unless we have the United States government behind us.

"I have been in association meetings and I have been identified more or less with the National association, when we were afraid to go to Washington.

"I said at the time that the National association (of which I happened to be president that year) should put its headquarters in the CITY of Washington; and I believe today that is where it ought to be. We ought to be right there consulting with the Forest Service, with the government, and when we do that and put our books on the table and the cards on the table and get this government to help us and back us, we are going to do something for the industry.

"I think it has been eminently proved by the paper which Mr. Greeley has prepared. I did not hear his paper. I am sorry I did not hear him talk. But I did read every word of his paper, which will be published later. I have done that in the past week. And I want to say it is the most excellent demonstration of a thorough investigation that could be put forward. It is done because the government is behind it. These men are not supposed to be practical business men, but they are telling us all the points that we have been trying to get at and certain features of the development of our business which some of us know and some of us appreciate.

"We talk about the use of by-products; we talk about spending money for exploitation; we talk about sending money abroad, and Good Lord, these lumbermen owe so much money, and they owe the bank so much the last five years, that they can't meet their payrolls. That is what is the matter with us. Two dollars a thousand today on the price of lumber throughout the country; that is what is the matter with the industry; if we could get it we would be all RIGHT. (Applause.) I only know of one way to get it, and that is to co-operate; and when you co-operate you are going to get all of these fellows with their heavy investments and taxes to co-operate if you can show them RESULTS.

A CRUCIAL MOMENT FOR THE INDUSTRY.

"I feel this has been a crucial moment in the lumber business. I told Mr. Bloedel I thought if this exploitation company could be consummated it would be the zenith of associated effort. On the Pacific coast today has been brought about an organization, an inspection, which is second to none in ANY business. The inspection department was organized about nine or ten years ago by this very association with which we are all identified, and it has developed to such a point that our certificate goes the world over.

"I want to say one further word, Mr. Chairman. I think I appreciate the situation that presents itself to Mr. Downman, the president of the National association, as well as anyone else. Mr. Downman today could accomplish and does accomplish a great deal, but he could accomplish so much more if he had the money behind him and if we contributed generally into the coffers and the avenues which have been already arranged for; he could accomplish so much more that the results would simply be surprising.

"We have often in the National association run against this particular feature. The men identified in the various associated activities in the different parts of this country are looking just to THE feature that affects their OWN particular business. You have got to get a little beyond that; you have got to get out of this back yard.

"You may arrange this 'Mother Hubbard' organization we are talking about, but if you don't give it money it will never DO anything or GET anywhere. We have got to forget something about these contentions and the difficulties we have had. And I want to say we are facing, through this government co-operation, a new era in the business." (Applause.)

"PROHIBITION."

By J. J. Donovan and George M. Cornwall.

"For fear that I may work too far afield from the subject, I will answer at once that prohibition has lessened accidents among the men, has increased efficiency, has brought about more homes, better clothed, better fed and more contented women and children in the state of Washington (applause), from which I come and about which only I will speak, because there are others here who can speak for the state of Oregon and the state of Idaho.

"How do I know that? My observation, the observation of any other man, is necessarily limited, but my time of observation extends over more than the ten months on which I was expected to speak, because it so happens that in the three northwestern counties of the state of Washington, being the most northwestern counties of the United States, we have had prohibition, not for ten months, but for six years, if you please, gentlemen, with a few exceptions in small towns; and I claim for our city of Bellingham, from which I come, the proud distinction of being the largest seaport in the world that ever voted itself dry with male votes alone and then kept the faith. (Laughter and applause.)

"Now, we did that deliberately; we did it with our eyes open; we did it in the face of strong and able opposition from some of the very best men in that community, who could not agree with us. And I have had many of those men, whom I was forced very much against my will to oppose, come to me and thank me for the position that I took at that time; and one of the finest things in my life, one of the things that I value most, is what three or four of those men have said to me within the last year, because that is the proof, the conversion of men who are sincere, the conversion of men who felt that their personal liberty was being encroached upon, the conversion of men who felt that the finances of the community would not stand it and that it was a foolish thing; that we could not enforce the law, and that a law not maintained by a majority of the community should not go on the statute books. And right there, gentlemen, I agree with them.

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THE VALUE OF PUBLIC SENTIMENT.

If you cannot develop public sentiment to a point where it respects the law, then that law should be changed. And that is the weak point of the existing situation in the large cities of this coast, that several of them were made dry—not by the vote of the local unit itself, but by the greater power of the state of Oregon, exerted, properly perhaps, and now being exerted, but it should be re-inforced by such discussions as these, such meetings as these, such plain talk as I hope we will have when I sit down in a few moments by those who may not agree with what I say.

"I remember so well when that first contest was on six years ago, going out to one of our roughest and newest camps, on the morning after election, and unexpectedly running into a group of about thirty of the men. I knew a few of them, and the leader called out, "How did the election go?" I undertook to answer by naming a few of the men who were elected. He says, 'Oh ——, no—that is not what I want to know. Is it wet or dry?' I said, 'Dry.'" And there came, to my intense surprise, a hurrah from that rough set of men, and the further statement, 'Now those —— —— —— booze-punchers in town will come out here and have to go up against the saw log and have to earn an honest living.'"

"I don't want you to think every man who drinks whiskey, every man who drinks to excess, likes to be classed as a drunkard, likes to feel that that temptation is put before him every time he comes into town. It is not so. A great many of those men have proved it in the last few years; and now in the last ten months, since the whole state of Washington became dry, the conditions up there are such that the saloon is gone. It will never come back. It interfered with politics, among other things, and it committed suicide.

"I will give you just a few instances from my own personal observation. First, on that committee of fifty who were the business men's committee, six years ago was an eminent doctor, one of the most respected men in the community. After the election and before the next one he became a convert to the dry side. Why? Because he visited the homes of the workingmen. He found food and clothing and comfort where it had never existed before. And that honest man became intensely in favor of prohibition. His help was a great benefit in the second fight, because the money value that is involved in this matter, the easy money taken from you and me for whiskey which cost a tenth part of what is paid for it, makes it worth while for men to work and put large pages of advertisements in every paper of the country to tell you of the benefits of the old regime. Why, that sort of thing will keep up until it is shown that the people have definitely made up their minds. But they are making them up in a way that was never anticipated, and with greater rapidity than was ever anticipated. Oregon, Washington, Idaho, British Columbia and Yukon Territory, lacking only two votes, if you please—and Arizona—why, the world seems upside down.

"There may be some interference with rights that people thought they had; there may be some hardship; there may be some men whom we respect who still fail to quite agree with the situation, but the situation, at least to the extent that it has come in Oregon and Washington, is here, and it will not be put to one side. You have to pass upon some things at this coming election; we have to pass on some things up in Washington. Something is going to be done down in California but in places like my home, where public sentiment sustains the law, the conditions are incomparably better than they were in the old days.

IMPROVEMENTS AND THE SALOON TAX.

"Some of you gentlemen came up to Bellingham three years ago. We had already made some improvement in the face of the threatened ruin of the city; we have made a great many more improvements since, in the face of the hard times. We have many new buildings, many new pavements, many new sidewalks, things that have gone on so the city of six years ago was revolutionized, metamorphosed, modern, up-to-date, and on one-third of our municipal revenue in order to follow this cause.

"The contest has been waged three times, and three times we have stood for what we stood for six years ago, until the rest of the state came to our way of thinking.

"Now I agree fully with what my Presbyterian clerical friend at the other end of the table had to say about efficiency of the men, about the necessity of men feeling more in accord with their employer, about the necessity of having more pride in the work of the employee. I have known an old Irish ditch digger to show an honest pride in the fact that the lines of his ditch were straight, that the bottom of it was on a true grade, that he dug more yards per day than the man who was against him. I have a respect, and we all should, for even the humblest working man who takes that honest pride in his work. And one great trouble with the northwest is that we lack men of that character; that, as one gentleman has said, we have had a rising tide of socialism that has undertaken to tell the workmen that two hours' work is all they need give, that is all the employer is entitled to get, that the rest is profit.

"Every one of you knows how false that is, how difficult it has been for us to pay the men, how difficult it has been for us to meet our interest and all those things, but there are thousands and tens of thousands of workmen who believe that, and we need something to counteract that, a greater feeling of interest on the part of the employers themselves.

"We need, too, more true religion, more real religion, and I stand here, a Roman Catholic, to say that we should co-operate in all of the churches for the uplift of mankind, with less criticism of each other, with more respect, with more sympathy for every honest man and woman who is trying to benefit their fellow man, less of those things that degrade the name of Christianity and which bring reproach upon it; more of the kind of work that is being done by the Young Women's Christian Association and the Young Men's Christian Association and organizations of that kind, while working for religion—RESPECT the different UNITS of religion that come into their organization.

"That is what we need. And I cannot close what I have to say here tonight better than to drop just a word of respect for the fine gentleman who presided over this meeting, or SPOKE at this meeting three years ago at Spokane. I don't know what church he attended; I do know that he has passed on to his reward in the great hereafter; and that in closing a thrilling testimony he said:

"Had I but two loaves
One would I sell,
And buy a hyacinth
To feed my soul." (Applause.)

RARE ELOQUENCE FROM GEO. M. CORNWALL.

At the close of Mr. Donovan's talk, Toastmaster Laird said:

"Mr. Donovan said he spoke for Washington. I heard a very interesting statement made today regarding a place called the Pisgah Home here in Portland, and I am going to ask George M. Cornwall to just recite a few facts about the Pisgah Home, which perhaps may reveal some of the truth regarding the working of the prohibition law in Oregon.

(As Mr. Cornwall arose he was greeted with applause.)

MR. CORNWALL:—Mr. Toastmaster and ladies and gentlemen: After the wonderfully strong statement made by our friend Donovan in behalf of the cause of temperance, I almost feel that I should not even intrude with a remark regarding the Pisgah Home, of which our good friend, John Pearson, manager of the Western Timber Co., happens to be president.

"As you well know, as the years went by and these men who have lived in the woods made the little money which came to them year by year, the saloon got most of it. It was a very common occurrence to spend four months in the woods, five days in Portland, and go home broke.

"As these men got older and they got less able to fight and you found they were not able to take their places as formerly, you felt that you did not have a place for them, and perhaps one of the saddest things there is in life is the old man without a position, who, nevertheless, has given of his strength and of his character, whatever it may have been, to the industry which needs him no more.

"I remember on a visit I made to this Pisgah Home, which is located in Columbia county upon a tract of land which our good friend, Pearson, helped the colony to acquire, that one particular character came to my observation and I remember Mr. Pearson pointing him out to me as 'Peg Leg Joe,' whose total contribution to the Pisgah Home, after forty years of labor, was a thirst, a contrite heart, and a Chinese gander which wailed so piteously for his mate, as my friend John said, that he had to be sent to market. This was the result of forty years of labor in the woods; this was the result of forty years bucking logs; this was the result of a lifetime—a thirst, a contrite heart and a Chinese gander.

"Now, gentlemen, that in itself is only one of many types. Now that Oregon has gone dry, we find less of the 'Peg Leg Joes;' at least, we find fewer men who have to have the helping hand of the Pisgah Home.

"The Pisgah Home has been denominated as the loggers' repair shop. Since the state of Oregon went dry we find some complaint made by some employers that the boys don't come back from town as rapidly as they did in the days gone by, because they have a few nickles in their pockets and they don't feel as if they have to return in four days, because the money on hand will last four weeks.

RESPONSIBILITY OF A GREAT INDUSTRY.

"Now, while some complaint may be temporarily made on that score, I appeal to you as men representing a mighty industry, whose output, as we stated this morning, represents ten billion feet of lumber, we do not want to be classed with any kind of a system where we have to have the boys drunk in order to get them to come back. (Applause.)

"Gentlemen, the lumber business is too big for that, and the men who stand with the captains of industry in the lumber business can't

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afford to have that stigma attached to them, that the only man that is good for anything is the fellow that gets drunk and has to come back.

"Now, you ask me inferentially what has been the attitude of the people of Oregon, and more particularly the attitude of the city of Portland in this matter of prohibition. It is with the most profound pleasure that I state that the newspaper men who handle and mold the policies for large metropolitan papers of this city, have stood like the 'Rock of Ages' in behalf of an honest enforcement of the law. (Applause.) These men full well understand the responsibilities and duties of the profession.

"This community owes to itself a place where every boy that comes up will not have the temptations of the open saloon. As to the seductive arguments that are made and were made before the election as to the cost of the administration of the city, I will just give you one instance which appeals to me as a father most powerfully.

"One of my friends said, 'Mr. Cornwall, who is going to pay for the improvements of the streets of Portland, if you do away with the saloon?' I said to him, 'My dear brother, I have only one boy, of whom I am intensely fond, and for whom his mother would give her life. If you want to say to me that my George must become a common drunkard and that through the medium of his stomach the city of Portland is to get money with which to pave its streets, you just tell me now how much George's part is and I will give you a check for it—but SAVE ME THE BOY.' (Applause.)

"I came from a country in that part of Scotland where drunkenness is rampant. I brought with me to this new land all the feelings that a preacher does who has seen the depths of degradation produced by alcohol.

"When we take the Pacific coast and look at it from the California line clear to the base of the Rocky Mountains, and find prohibition in British Columbia, in Idaho, in Washington, in Oregon—(and Utah will follow suit and Montana is on the way)—we are going to say, 'It don't pay; and any institution which has to make its money out of the life blood of these boys who work for us is not an institution we are going to maintain.'

"I noted the other day that Lloyd George—who is probably one of the world's foremost citizens, had a survey made of the liquor business of Great Britain.

"His country, which is the country of my birth, is, as you know, at the present time going through all the struggles and tribulations that any nation could go through; and Lloyd George looks over the blood-stained field of battle and tries to see if he cannot mobilize the forces of Great Britain to greater effect. So he had a survey made of the breweries and he found out how many million tons of coal had been burned in those furnaces since the war commenced; found out how many thousand men had been employed, how many horses had been employed and the amount of feed it took to keep them going, and then he said to them: "Gentlemen, I find here is the balance. We have got nothing out of this except smoke. We have got nothing out of this but wasted men; and, as for me, as far as it is in my power and the nation's, of which I happen to be a directing head, that as for us in OUR HOUSE it will be my utmost aim that Great Britain shall take its place at least among the SOBER nations of the world." (Applause.)

"Gentlemen, that attitude of Lloyd George stirred me to the depths. I could see that the world had made up its mind that the days of the dram-shop, the days of the liquor place are over; and as my good friend, Donovan, said, if whiskey reduces efficiency and increases the liability of accident, we are done with it; and hence, any effort that this congress can make, any effort that you men who direct the destinies of this great business can make, should be along the lines that we shall lead at least sober and better lives." (Applause.)

"INTERNATIONAL CO-OPERATION."
By H. R. MacMillan.

"I have been listening very carefully to the chairman's constant expressions of optimism that a great foreign market will develop in some hitherto undiscovered part of the world and take care of all of these problems. Now, it is just that kind of optimism I want to condemn. It is not going to get anybody anywhere (laughter), and I am surprised at the chairman that he should so constantly reiterate one of the basic evils of the business.

"This association is very properly the place to discuss co-operation. They introduced co-operation and, consequently, success, into the fire protection business; and now they are coming around to co-operation in something which is much more important than fire protection. I suppose at the very most our losses from forest fires have not been greater than $2,000,000 or $3,000,000 a year. Just this $2 a thousand, which we can get any minute we really WANT it, and go AFTER it, on a Douglas fir cut alone, would be $20,000,000 a year. (Applause.)

"So co-operation in marketing is just ten times more important than co-operation in stopping forest fires. In fact, so long as the people in this country are content to sell these 400-year old trees on a $9 basis on an export list, I don't see why we should not continue to have forest fires; we would be money ahead. (Laughter and applause.)

"I am down here to speak of the necessity for international co-operation. International co-operation is necessary here on three different points; and from the Canadian standpoint, so far as I know it, the Canadians are extremely anxious to expand, and work in international co-operation. The first thing is educating the public to a knowledge of the conditions under which the lumber industry labors.

PROGRESS DEMANDS CO-OPERATION.

"Supposing you carried out this work, as you are certainly doing, and in a short time have adjusted your stumpage situation; what good is that going to do you in the foreign market if the Canadians have not kept pace with you? We all know that we have not got nearly so much timber as you have. We probably have about a third that is available for export, a third as much as you have in the Douglas fir region. That little third is just enough to upset all your combinations and calculations for as long as anybody in this room is going to live. Therefore, so far as the coast is concerned, the Canadians and the people of the United States must operate together. You can do nothing unless the Canadian progress is made equal to your progress. And at the present time, in a public understanding of the lumber situation and in the preparation of adequate and expert machinery to take care of the lumber situation, the Canadians are not on a par with you here in the United States. It is a very humiliating confession to make, but we must make the progress that you are making, and the only thing, or one great feature of encouragement, is that we speak a common language and can learn from what you have done.

"The second part of the international co-operation is not so necessary. It is simply a case where we should add our little to what you are going to do; and that is that these foreign countries must be taught to use our lumber more wisely and to use more of it.

"I was very glad to hear the gentleman who just spoke refer to the conditions in South America. I was not in South America, but every place else I was I found the situation ludicrous, if it had not been so pathetic. I found no person selling lumber in any place I visited, which was the whole of the British Empire and some other countries. There is no person selling our timber anywhere. I argued for the best part of two days with the Society of Civil Engineers in South Africa to induce them to believe that Douglas fir was a good timber to use for temporary bridge construction. I saw them pull down old buildings in Cape Town and take out second-hand pitch pine timbers that were cut in every conceivable direction with mortises and tenons and saw them up and use them for railway carriage building at the large cost of 7s 6d per board, when Douglas fir, a fresh cargo from this coast, was offered to them in absolutely sound timbers at a third the price. They don't believe in Douglas fir. I mentioned Douglas fir, as it happened to be the only wood in which Canadians are interested. The same condition applies to every west coast wood.

"It is inconceivable to believe that hundreds of millions of dollars can be invested here in holding timber lands and bringing the manufacture of lumber to the highest point of manufactured production and not a particle of care taken of the cargo after it is loaded on the ship. (Applause.) But that is the condition that exists.

AMERICAN LUMBER IN CHINA.

"The chairman mentioned yesterday morning, I think, what a wonderful opportunity China presented. China will be a market for railway sleepers, but if you went over there at the present moment and attempted to give them creosoted Douglas fir railway sleepers you could not do it. The people who have been creosoting Douglas fir for export here have evidently had their whole ambition staked on selling one cargo; they probably did not care about selling another. At least, that is the only thing an observer in that country can judge. Cargoes have been sold in India that have fallen to pieces in the ship's slings, and others have only lasted from two months to two years in the track; and the result is every potential purchaser of Douglas fir sleepers in either China or India is now an enemy of the Douglas fir business.

"We found people in almost every town selling cement, iron and all manner of substitutes; and for every little thing that develops which is wrong with any commodity on the market, there is an expert there, in a MINUTE, to adjust the situation. A Douglas fir cargo arrives, some little thing goes wrong about it, and there is nobody there to look after it, and they immediately look for something else.

"I can give you an instance which will show you how the foreign purchaser learns about woods. The city engineer of the city of Melbourne, a city of about 700,000 people, depending almost entirely upon imported soft wood, is in a position to condemn any wood going into any public building. Naturally his condemnation of a wood for public buildings leads to similar condemnation by private owners. They are very largely guided by government authority. If the

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wood is not fit to put into a public building, the retailer hesitates to carry it in stock and it is condemned throughout the trade.

INTRODUCTION OF REDWOOD INTO MELBOURNE.

"The city engineer of Melbourne was looking for a fireproof wood to use in halls, stairways and in all public buildings. He was building a lattice work fence around his garden at home and he had a lot of redwood lath. He built the fence himself and had a lot of short pieces and shavings left, and the boiling of their washing was done over an open kettle outside. He left those shavings and short pieces and thought they would be very fine to light the fire with for the washing. The washwoman came and struggled all day without lighting the fire, and when he came home at night he ran into a domestic tempest. Then he discovered "here was fireproof wood;" and since that day every public building in Melbourne has had to be lined with redwood and all the halls. That is where the man got his information. (Applause.)

"Now that is simply typical of what is going on amongst millions of potential users of west coast woods. That same man, it happened, built a house for himself. Somehow or other he discovered dry rot through defective ventilation in the basement joists of his building. These joists were Douglas fir. Something went through the floor, I don't know what it was, a stove or something like that, and since that time in no public building in Melbourne is Douglas fir allowed to be used for basement joists. That is the way they get their information, by blundering blindly from one fact to another, and very often, when they arrive at it, if it is not a fact, it is a prejudice.

DOUGLAS FIR IN SOUTH AFRICA.

"I remember one incident that occurred in the gold mining district on the Reef in South Africa. The price of the Swedish 3x9 deals that they had been using for scaffolding in the mines went so high that one of the mine purchasing agents, a keen chap, who controlled the purchase of about 30,000,000 feet of timber annually and only for one group of mines—thus controlling to a certain extent the purchases made by other mines, because if he brought in a large quantity of timber the others used the same stuff—endeavored to introduce Douglas fir 3x9 in the mines.

"The laborers refused to stand on 3x9 Douglas fir for fear it would not hold them and insisted on two thicknesses being put wherever the Douglas fir was used, with the result that it was put out of business. This man had no time to fight labor unions. If he had been deeply interested in using Douglas fir, or some one else had been there who would have produced the facts in favor of the Douglas fir, he might have insisted on using it. At the present time there is enough corrugated iron imported to replace 3,000,000,000 feet of timber, and the proportion is constantly increasing, so far as I can find out. The per capita use of soft wood timber in Australia is only 24 feet per year—almost an unlimited opportunity for the development of the market.

"I could discuss this for hours, it seems to me, because it is a boiling, burning subject—the utter insanity of the manner in which we have sat here at home and howled about hard times and failed to develop the foreign markets.

GETTING MORE MONEY FOR THE PRODUCT.

"The second thing is the question of getting more money for the timber we DO export. With every exporter I met, the very first inquiry he made was as to the mental condition of the people who made and produced and sold this lumber. They cannot understand it. (Laughter.) In fact, they don't believe yet that it is true The first thing is entirely price. We sell lumber here at $8 to $10 base. The freight in normal times is $10 to Australia. The duty is from $2 to $7 a thousand. The landed cost C. I. F. and D. is in the neighborhood of $30. In normal times they retail that lumber throughout Australia for $56 a thousand An extra $2 or $4 to us would make absolutely no difference to the consumers in Australia; they would never hear about it. The only alterations they ever make in their price lists in Australia are alterations of $6 a thousand, 60 cents a hundred; so they probably would not bother with a little increase of $2 in the F. A. S. price. (Laughter.)

"When the freight rates jump from $10 a thousand to $20 a thousand it does not affect in the least, so far as I can find out, the consumption of lumber in Australia. They used the same proportion of lumber in building when the price was a little lower. The difference between $55 a thousand and $60 a thousand in a country using 20 board feet per capita per year does not amount to anything. They would never hear about it.

"The next thing is if we spent a small proportion of the increased price that we get, say 25 cents a thousand, which would be $150,000 a year for the Douglas fir region alone, we could probably pretty nearly double our sales.

'There is another mistake we make in the export market, and that is that the spread in 'G' list, on long timbers, large timbers, selects and clears, is a gift to the purchaser. We are bonusing every purchaser who buys a long timber. I have been greatly interested always in exhibits that this association has had here. I was informed a short time ago that a gentleman here on the Columbia river sold a cargo specification for $8.50 a thousand. I think he would be the most interesting exhibit that this association could have had to present to the lumbermen assembled here. (Laughter and applause.)

"I have in my pocket, or in my hand, rather, a short statement, which is worth reading, taken from a Sydney retail price list of January, 1915. I am talking about Sydney or Melbourne all the time, because there is no use of talking about one hundred places when the conditions in one are simply multiplied in all the others. This refers to what they do to our 'G' list when they get it down amongst the consumers. On a timber 41 to 50 feet long we charge extra $3 a thousand; the Sydney retailer, when it costs him $30, LANDED, sells on a base of $56.80; and then where we add $3 he adds an additional $13.20. So on a timber 12x12—41 feet and 50 feet long, he gets a profit of nearly $30. For 51 to 60, where we add $6, he adds $15.60; 61 to 70, where we add $9, he adds $20.40; 71 to 80, where we add $13, he adds $25.20.

THE QUESTION OF PRICES.

"Now I would like to ask if any person in this room believes that one of these 300 or 400-year-old trees, which we own and protect from fire and stand around here and discuss for a day or two in every year, should be administered wholly for the benefit of the Sydney retailer? And that is just what has happened.

"The same condition exists in the larger dimensions, 31 to 40 feet long. This is an additional charge. For 14x14, we charge $1 extra; they sell it at a profit of a little over $16 base and add $2.40 for having it big. They didn't grow it; we grew it; but they get the money for growing it. For 16x16, we charge $2, and they charge $5. For 18x18, we charge $3, and they charge $15. They appreciate that that was an expensive tree to grow, therefore they tack on $15 profit. (Laughter.) For 20x20 we charge $4, and they charge $20. And they get it, too. There is no cutting on these price lists. (Laughter.)

"For clears we charge, on a 1x6, $7.50 a thousand; the wise Sydney men get together and they say, 'That stuff is scarce upon the west coast of North America; we will charge them $12 a thousand for it.' They charge them $12 and they get it. And that goes on all the time.

AUSTRALIAN BUYERS HAVE US ON THE RUN.

"There is another thing I was pretty nearly going to forget, and that is that these Australian buyers have us on the run. We may flatter ourselves that we have a grading bureau here and we sell them what we want to sell. We sell them exactly what they want to buy.

"After we have cut the price down to a basis where we can't look it in the face, we go to work and compete on grade competition, and the result is that cargoes go in there one after another which grade away above merchantable, even when only merchantable is paid for. That is the fault of the shipper.

"I don't mean to intimate for a moment that it is the fault of the grading organization. The shippers are putting in altogether too good timber. The result is, walking down the main street of Sydney about three months and a half ago I saw a temporary fence put up around a bank building—just one of those fences to keep passers-by from stumbling over the brick and mortar. I counted the first 122 boards in that fence and thirty-six of them were 1x6-6 foot edge grain perfect flooring boards. If they paid for this lumber what they should pay, according to the quality which is inherent in it (it belongs in this country and not Australia), they would not use it for temporary board fences; they would not think of it.

"The trouble is they are being given by us a champagne taste which we have not got the financial capacity to keep up. We cannot continue to feed them this stuff on the present price. They are getting the idea these Douglas fir trees grow to be four feet square, absolutely square, clear to the heart, and all you have to do is slice them off and cut clear boards. They have to buy our timber (so far as I can see at the present moment, they have no other possible source of supply) and what we should do is to get together and insist when they buy they buy the whole log; that every cargo carries a certain proportion of common. They can use common in building a city in Australia as easily as we can use common in building a city in North America. It only requires that we should have control of the trade and assume control and deal fairly with them; but make them take our lowers as well as our upper grades, and then the cargo business will be of some assistance to the interior lumberman. But so long as we sell only the high grades foreign and keep the low grades home to burn or to ship into the interior, the cargo business can only benefit the cargo mills, and it cannot benefit them at the present level of prices.

"The only suggestion I have to make is that having carried out this co-operation in fire protection, in which you have co-operated with us Canadians out of the good of your hearts, that you should now enter with us into a co-operation for the good of your pockets in putting the lumber before the foreign purchaser in such a shape as he will pay for it." (Applause.)

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A Review of the So-Called "Forest Products Federation" Proposition

Review of Report of "Nation-Wide Committee", Offered by H. D. Langille, at the Western Forestry & Conservation Association's Annual Meeting, Portland, Oregon, October 25, 1916, and Endorsed by That Body—Views of Prominent Lumbermen

By BOLLING ARTHUR JOHNSON

It takes just about as much courage to endeavor to edit the report of the "Nation-Wide Committee," read by Mr. Langille at the meeting referred to above, as it would take to attempt a boiling down of Pope's Essay on Man or the Sermon on the Mount.

Mr. Langille's paper was printed practically in full in our issue of October 10 and we refer our readers to that for most of the actual TEXT. Mr. Langille, in both his PRELIMINARY and his FINAL reports has dealt with fundamentals and if we were to condense what all the 6,000 words of text MEANS—in a very few words—we should say IT IS AN ENDEAVOR TO LAY DOWN THE RULES BY WHICH MAY BE ACHIEVED A NATIONAL LUMBER CONSCIENCE—something which does not NOW exist.

Mr. Langille discusses in his four opening paragraphs the history of "human achievement;" the development of each "period of progress," which he assumes—and rightly—"develops unwholesome conditions requiring epochal readjustments."

He then traces the pioneer achievements of the lumber interests, shows how they have swung along as a class doing things by "rule of thumb," and sums up the average successful lumberman by stating that "succeeding generations developed a type of lumbermen—mechanics, specializing producers whose vision was narrowed by self reliance, heredity and environment."

There you are. There is the picture. That is the lumberman as we find him. When Mr. Langille has made his picture of the lumberman of today he has him look back, like Lot's wife, for the "coming of relief out of the unknown" and this he alleges is the reason why "the industry has turned to look within itself."

Then Mr. Langille states as a GENERAL truth something that is only a SPECIFIC truth in the minds of a choice few people when he says, referring to the lumber business: "It is beginning to see the need for that effort which will RESTORE it to its FORMER PLACE."

HE SAYS WE HAVE BEEN TO "CONFESSION."

Mr. Langille says the industry "has gone to confession before inquiring bodies and has itself bared its secrets to the world and exposed its weaknesses."

He proved several theorems, which a few of us understood, and which several thousand of us MUST understand before the lumber business will take its next "forward upright regular step."

Mr. Langille's chief points proved are that the "lumber industry differs from every other industry in the visibility of its product and thus its liability to destruction by unskilled workers." That the raw material is all discovered, located, estimated and controlled, "by private or public ownership;" and that it is "so diversified in its distribution and ownership that monopolistic control is impossible;" that the "condition of which the industry complains is lack of FORESIGHT and AGGRESSIVENESS

ILLUSTRATION USED FOR THE COVER OF THE PROGRAM OF THE A NNUAL "FOREST INDUSTRY CONFERENCE" OF THE FOREST PROTECTIVE ORGANIZATIONS COMPOSING THE "WESTERN FORESTRY AND CONSERVATION ASSOCIATION" WITH STATE, FEDERAL AND BRITISH COLUMBIA FOREST INTERESTS, HELD AT PORTLAND, ORE., OCTOBER 24-25, 1916.—THIS IS ANOTHER ONE OF THE PICTORIAL ALLEGORIES OF E. T. ALLEN, FORESTER OF THE WESTERN FORESTRY AND CONSERVATION ASSOCIATION, WHICH OUGHT TO CONSIDERABLY TERRIFY THE SQUEAMISH GENTLEMEN WHO THINK THAT THE "WAR OF THE SUBSTITUTES" IS OVER. IT HAS JUST BEGUN.

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in seeking and creating new markets or holding ESTABLISHED outlets."

He shows conclusively how "individualism and prejudice have prevailed in a business that is exceedingly complex in its amplitude and the need for the most earnest expression of mutuality."

Mr. Langille shows that our problems do not differ from those which have surrounded every other big industry, the difference between OUR industry and OTHER industries being that most of the OTHER industries have solved THEIR problems.

OURS IS AN INDUSTRY THAT RETREATS.

It is marvelous to this writer that Mr. Langille did not say that the lumber industry is almost unanimously "pacifist" in its attitude towards National and International business life, for that is the condition he proves when he said that we are "apathetic" and "show indifference and fatuous neglect of opportunity." He condemned us when he said that "paucity of thought, inanity of action and looseness of purpose upon the part of those concerned in the ownership and harvest of trees has led the industry to its present unstable conditions."

Then he drew a few parallels, which are certainly "decisive" and a refined method of hammering home the truth. He referred to aluminum, saying that in 1890 only 400 pounds were produced and its uses were unknown, that it was a "substitute" metal and had to be forced into the market, and that in 1915 the production of aluminum had reached 3,000 tons per day and that 3,500 research experts were employed to discover further uses and applications.

THE BLIGHT OF INDIVIDUALISM.

Mr. Langille said: "Co-operation is but co-ordinated common sense."

Addressing himself to the "Blight of Individualism," he said:

"BUT IT IS NOT UPON PRODUCTION AND DISTRIBUTION ALONE THAT THE BLIGHT OF INDIVIDUALISM HAS FALLEN. IN THE OWNERSHIP OF TIMBER AND THE ADMIN-

H. D. LANGILLE, OF PORTLAND, ORE.

ISTRATION OF FOREST LANDS THERE HAS BEEN NO CONCENTRATION OF EFFORT IN DIRECTING PUBLIC THOUGHT TOWARD A REALIZATION OF ITS OWN DEEP INTEREST; FEW FORCEFUL PRESENTATIONS OF FACTS BEARING UPON THE VITAL QUESTION OF TAXATION AND USE OF PUBLIC FUNDS; NO HELPFUL INFLUENCE UPON LEGISLATION; NO ELUCIDATION OF THOSE PHASES OF THE INDUSTRY WHICH CONTRIBUTE TO THE PUBLIC WEAL BUT OF WHICH THE PUBLIC CANNOT INFORM ITSELF. THE TREE IS THE BASIS OF THE INDUSTRY; ITS OWNER IS THE RESPONSIBLE STEWARD TO WHOM THE PUBLIC LOOKS FOR PRESERVATION OF ITS RESOURCES AND ITS ULTIMATE TIMELY CONVERSION INTO WEALTH. THROUGH ORGANIZED EXPERT INTELLIGENCE THE PUBLIC HAS COME TO KNOW ITS INTEREST IN THE FOREST ITSELF AND BY SIMILAR CO-ORDINATION OF EFFORT IT CAN BE TAUGHT ITS INTEREST IN THE PRODUCTS OF TREES. THE LUMBER BUSINESS WILL CONTINUE TO BE PRODUCTIVE THROUGH THE MEDIUM OF MANY OPERATIONS; AND THIS LOGICALLY LEADS TO THE CONCLUSION THAT ONLY BY ORGANIZED CO-OPERATION THAT SHALL BE MORALLY AND LEGALLY WITHIN THE LAW CAN IT BE SUSTAINED, STABILIZED AND MADE PROFITABLE."

Mr. Langille certainly put many lovely old thoughts in new garments in his tribute to association work. Among other things he said "the interest of timber owners runs straight to the core of this issue;" also when he said "a tree in its primal state is an inutile thing, dependent upon labor, refinement and utility of its finished forms for value, hence it is only by amalgamation of interests, REHABILITATION of the INDUSTRY and assured PERMANENCE of utility of wood that the investments of timber owners and manufacturers can be made secure." He further carried this idea home in the statement that "an obligation to give permanence to the value of trees rests upon owners and manufacturers alike; yet the concern of owners should be deepest because manufacturers are often of today while non-operators will be required to carry to distant times the burden of the 'heavy load.'"

But the particular thing in connection with our organization work which the LUMBER WORLD REVIEW desires to compliment more highly than any other thing which Mr. Langille said, is suspended in every letter of this statement which follows, viz.:

"MANUFACTURERS, UPON THEIR PART, SHOULD NO LONGER HOLD ALOOF FROM OTHERS WHOSE RELATIONS TO THE INDUSTRY ARE LEGITIMATE. ON THE ONE HAND ARE TIMBER OWNERS; ON THE OTHER DEALERS AND DISTRIBUTORS. EACH OCCUPIES AN IMPOR-

CHART-No1

PLAN OF ORGANIZATION OF THE FOREST PRODUCTS FEDERATION

AFFILIATED ASSOCIATIONS

TRUSTEES

President
1st Vice President
2nd Vice President
Secretary-Treasurer

ADMINISTRATION (In Charge of Secretary)	TRADE EXTENSION (In Charge of Expert)	PUBLICITY (In Charge of Expert)
Office Administration	Co-operative Service	Advertising
Membership	Promotion of Wood Uses	Press & Lecture Bureau
Dues	Techinal Research	Legislation
Organization	Architecture	Federal Departments
Co-operative Service	Structural Engineering	Conservation
Legal Service	Wood Technology	Co-operative Service
Accounting Methods	Domestic Markets	Library Service
Efficiency	Foreign Markets	Economics
Statistics	Tariff	
	Traffic	

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TANT PLACE BUT THEIR FORCES ARE NOT DIRECTED TO A COMMON END. EACH SEEKS AN INDIVIDUAL ADVANTAGE RATHER THAN THE ADVANTAGES OF THE COMMON GOOD.''

RESPECTS TO THE "NATIONAL" MANUFACTURERS.

This "Nation-Wide Committee" report which Mr. Langille produced in Portland should really REASSURE all REACTIONARIES who think for a moment that this so-called "NEW" proposition, seeks to interfere with or in any sense undermine, kill or change the functions of the National Lumber Manufacturers' Association. Mr. Langille does say—concerning the National Lumber Manufacturers' Association — some very wholesome things which ought to do the executives of the "National" good to hear, and we stand ready to have any one disprove any of Mr. Langille's statements or to give reason why a single one of his statements should not have been made. If we cannot tell each other the TRUTH about these things we'd better jump down into the deep blue and shining sea and make an end of it.

This report stated concerning the National Lumber Manufacturers' Association a few things which we will have to throw up in black-faced capital letters so that no one in interest will overlook them:

''AS NOW ESTABLISHED ITS DUTIES ARE CIRCUMSCRIBED. IT DOES NOT SERVE IN THE WIDE FIELD OF ITS FULLEST POSSIBILITIES.''

''PRIMARILY IT IS A MANUFACTURERS' ASSOCIATION AND AS

CAPT. J. B. WHITE, OF KANSAS CITY, MO.

SUCH IT IS ATTAINING ITS END; BUT IN THE ACCOMPLISHMENT OF ALL THE THINGS THE ASSOCIATION HAS NEED TO ACCOMPLISH ITS VISION MUST BE EXPANDED AND ITS URGE MADE MORE POTENT.''

''THE NAME OF THE ASSOCIATION, AS IN THE CASE OF OTHERS, DENOTES CIRCUMSPECTION AND NARROWS ITS APPARENT PURPOSES BEYOND THE PRESENT SCOPE OF THE THINGS IT SHOULD DO.''

''IT HAS BEEN SUGGESTED THAT IT BE ENLARGED TO EMBRACE THE POTENTIALITIES OF A 'FOREST PRODUCTS FEDERATION, AND YOUR COMMITTEE URGES THAT THIS BE DONE.''

''IT SHOULD BRING PUBLIC, GOVERNMENT, AND INDUSTRY INTO BETTER UNDERSTANDING AND MORE INTIMATE RELATIONS.''

CHART "NO. 1" DESCRIBED.

Mr. Langille's paper—and we beg his pardon for calling it HIS paper, inasmuch as he is such a self-effacing gentleman and wants it understood that the document must be considered a report of the committee—is illustrated by TWO CHARTS which we print herewith, being reproductions of the wall charts with which Mr. Langille illustrated his "paper" in the delivery.

Chart No. 1 was designed to suggest some of the functions which the proposed "Forest Products Federation" might assume, and emphasizes "only those phases of forest economics which are national in scope and fundamental in their relations to the industry and to the public."

The report suggested that "capital, labor and the public" should have in this service bureau "a joint representative qualified to tell the facts about this great industry" when it referred especially to the "trade extension work," and characterized this person as "a policy and sentiment maker, a spokesman and an educator, whose utterances would truly define the position of the industry and carry its messages to

CHART №2

PLAN OF ORGANIZATION OF THE _____ ASSOCIATION

TIMBER OWNERS, LOGGERS, MANUFACTURERS
CONTRIBUTING MEMBERS
ALLIED INTERESTS
BOARD OF TRUSTEES
COMMITTEES
PRESIDENT, 1st VICE PRESIDENT, 2nd VICE PRESIDENT, SECRETARY-TREASURER
MANAGER
(Representing the industry before the public)

ORGANIZATION AND ADMINISTRATION (In charge of Secretary-Treasurer)

Office Functions
- Keep accounts and records.
- Collect assessments and dues
- Secure membership.
- Establish cost accounting for all branches.
- Hold meetings.
- Issue publications.
- Maintain library service
- Prepare mailing lists.
- Develop interest among ousinesses concerned with use of lumber
- Make monthly reports of cut, shipment and stocks.
- Report matters of interest to members.
- Publish lists.
- Report average selling prices.
- Report fluctuations of price and market.
- Prepare statistics of each bureau and branch.
- Make annual reports on the industry.
- Gain co-operation with other assns.
- Attend various conventions, keeping in touch with developments.
- Study insurance rates.
- List logged-off lands.
- Encourage colonization.
- Assist in community building.

Law & Legislation
- Maintain counsel to represent association in all legal matters assigned by proper officers.
- Analyze shipping laws, rulings of I. C. C., Federal Trade Commission, Treasury Dept., etc.

TIMBER (In charge of Expert)

Ownership
- Determine ownership
- Collect assessments.
- Compile forest statistics.
- Suggest forest policy.
- Laws affecting timber lands.
- Provide publicity through press and lectures.
- Represent timber before public.

Taxation
- Compile tax statistics by counties.
- Make analysis of taxation.
- Prepare data for tax arguments.
- Make investigation of levies.
- Make investigation of disbursemt's.
- Establish co-operation with district and county officials.
- Make reports upon public work and improvements.
- Develop sentiment and support of better administration.
- Avert unnecessary expenditures.

Legislation
- Draft and support better laws.
- Aid national association in directing legislation.
- Act as spokesman before legislature.
- Assist officials and legislators by providing information.
- Oppose unjust legislation.

Fire Protection
- Assume duties of state forest fire association.
- Continue sentiment making.
- Co-operate with Forest Service.
- Co-operate with State Board of Forestry.
- Plan efficiency systems.
- Aid in enforcing fire laws.
- Purchase supplies.
- Promote conservation.
- Determine merits of mechanical devices.
- Introduce uniform reports and accounting.
- Issue annual reports of fire losses.

MANUFACTURING (Each section in charge of Expert)

Lumber Manfg. Efficiency
- Influence regulation of production.
- Report on mfg. methods and costs.
- Develop improved methods
- Standardize mfg. equipment
- Make cost studies.
- Develop adoption of strength specifications.
- Develop uniform manufacturing.
- Develop possibilities for closer utilization.

Research
- Maintain laboratory for scientific research purposes or co-operate with Forest Service or state universities suitably equipped.
- Determine relative value of different species, types, sizes, densities, etc.
- Study problem of handling lumber to prevent checking, bluing and other losses after sawing.
- Determine by-product properties, value of products and cost of conversion; demand & possible mkts.
- Seek new uses for wood.
- Demonstrate value for present uses.
- Study utilization of waste.
- Co-operate in development of fire-retardants, fire-proofing preparations and wood preservation.

Engineering Architecture
- Provide plans and specifications for all kinds of buildings for which wood is adapted; designs and suggestions for sleeping porches, trellisses, home conveniences, ornamental structures; ready-made houses, garages, play houses, etc.
- Seek to make wood construction more economical through use of short lengths and lower grades where suitable.
- Educate public to better understanding of durability, adaptability and home-making qualities of wood.
- Foster training in use of wood in trade and manual train'g schools.
- Demonstrate superiority and economy of woods for paving, silos, pipe, containers, roofing and structural purposes.
- Demonstrate fire-resisting qualities of woods; merits of slow-burning wood construction.
- Study proper and improper uses of woods, grades and sizes.
- Advocate use of sprinkler systems
- Co-operate with insurance companies in reducing fire losses.
- Dispel growing objections to wood engendered by substitute makers.
- Hold membership in, and meet with such organizations as American Society for Testing Materials, Institute of Architects, Master Car Builders Ass'n, etc.
- Investigate use of wood by railroads.
- Seek to revive use of wood for ships.
- Investigate failures of wood.
- Determine qualities required in different uses.
- Compile manual for architects, contractors, builders, dealers, etc.
- Compile manual for use of paving companies, contractors and road builders.

Logging
- Report upon logging methods and costs.
- Standardize logging equipment.
- Recommend uniform cost account'g.
- Make studies of factors in logging.
- Standardize log rules and scaling.
- Report log production, grades, prices, supply, and demand.
- Study problem of breakage and waste.
- Determine relative value of log grades.

Shingle Mfg.
- Determine most suitable sizes, widths, and thicknesses; best manner of laying; nails best suited, best methods of fire-proofing, cost and effect of staining, painting, etc.; cost of shingles laid as compared with other materials.
- Show durability, economy, ease of repair, etc., of shingle roofs; conditions under which shingles should not be used.
- Co-operate with Engineering & Architecture Bureau in preparing booklets to show uses to which shingles may be adapted to other forms of wood construction.
- Perform the service suggested under "Lumber Mfg., "Efficiency."
- Find new uses and applications, develop better manufacturing, cheaper production, greater utility, etc., co-operating with other bureaus.
- Co-operate with Marketing Bureau.

Box Mfg.
- Standardize sizes.
- Standardize specifications.
- Recommend economies to users of box shooks; nails and fastenings.
- Study economic loss to buyers and carriers due to substitute packages. Co-operate with carriers in securing remedial legislations.
- Recommend kind of boxes and methods of packing for shipment of different commodities to different markets.
- Compile manual for distribution among manufacturers and shippers.
- Find new uses and applications, develop better manufacturing, cheaper production, greater utility, etc., co-operating with other bureaus.

Sash & Doors
- Install special expert if advisable.
- Do all of the things necessary to build up the industry.
- Participate in all general activities of the association.

Factories ..... Same

Creosoting Plants ..... Same

Cooperage ..... Same

Inspection Grades
- Inspection of grading at mills to insure uniformity.
- Inspection of shipments to export markets and elsewhere if requested.
- Issue certificates of inspection to members.
- Develop grading rules.

MARKETING (Each section in charge of Expert)

Advertising
- Assist specialists handling advertising campaign.
- Prepare local-interest copy for district papers, special issues, booklets, etc.
- Furnish news items to district press and trade journals.
- Prepare for magazines and periodicals articles creating sentiment for wood; papers for meetings of societies, etc
- Handle local advertising to create public sentiment.
- Secure space and arrange exhibits at expositions, fairs, meetings, etc.

Promotion
- Co-operate with Forest Products Federation in developing interest of associations, societies, etc., in wood products; and in trade extension.
- Give publicity to uses, economy and value of wood for schools and other public buildings, bridges, etc.
- Encourage constructive efforts of trade journals.
- Set before the public true facts regarding the lumber industry and the public's interest in it.
- Oppose unjust anti-wood ordinances.
- Cultivate sentiment favoring use of wood blocks on roads, streets, highways, etc.
- Compete with promotion of substitutes for purposes to which wood is best adapted.
- Determine relative value and cost of principal imitations and substitutes.
- Lecture with aid of moving pictures.
- Promote sale of products by assisting dealers to create demand; distributing booklets, plans, specifications and estimates.
- Stimulate use of short and odd-lengths and piece stuff.
- Urge use of brands and trademarks.
- Disseminate knowledge of the qualities of wood to salesmen and dealers.
- Develop salesmanship.
- Ascertain and report conditions in domestic and foreign markets.
- Co-operate with Dept. of Commerce and Federation in developing foreign markets.
- Seek improved methods of distribution.
- Extend installation of miniature lumber yards in stores.
- Determine qualities, grades and specifications wanted in different markets and urge manufacturers to supply them.
- Develop closer relations with wholesalers and retailers.
- Call upon dealers and large consumers, such as railroads, factories, packers, manufacturers of boxed goods, etc., to personally discuss the utility of wood.
- Study sales methods of other producers.

Traffic
- Support competent traffic manager to adjust inequitable freight rates, deal with problems of traffic rules, rate classification, milling-in-transit privileges, switching charges, etc., and adjust claims.

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the public." Previous to this statement the "trade extension man" had just been presumed to be a "peddler," not a "psychologist."

Usually when anyone tries to see Mr. Langille's "trade extension man" he gazes over on the sky-line as if looking for the second coming of the Messiah; which statement we make for the express purpose of saying right here that THAT sort of speculation is piffle.

The POSITION will GET the man and as a matter of fact he is now SOMEWHERE WALKING THE EARTH getting ready for the JOB.

Concerning the functions of the "Forest Products Federation" outlined by this chart the report suggests: "Special membership should be provided for societies and association whose co-operation the lumber industry needs more than they need the lumber industry." NOWHERE did he say that ALL the "lumber interests" should be admitted to this "Federation"—whether or not they put up money for the privilege—but that they SHOULD be just the same, for the poor man—with only a dime to spare—or nothing at all to spare—for the contribution plate, SHOULD and DOES have the right to take up as much seat room in the average Christian Church as the man who sits down front and pays $1,000 a year for a pew. The principle is JUST the same.

This statement may seem like approaching the subject irreverently but we want to make our statements HOMELY enough to cut in DEEP enough to be understood.

And now comes a place in Mr. Langille's report of the "Nation-Wide Committee" where it can be condensed no more than two red ants may condense a steel rail by pushing it on the ends, and so here we will quote Mr. Langille DIRECT for a considerable space—at least under the next three captions.

WORK OF THE NATIONAL ASSOCIATION.

"It is impracticable to detail here the present work of the National. A financial statement for the fiscal year ending March 31, 1915, shows that there was available during the year for the association proper $31,011.77, received through the payment of $2 per million feet of cut by the twelve district associations represented. The Trade Extension Department had at its disposal $30,550.91, largely made up from individual subscriptions of $1,000 each. The current subscriptions for Trade Extension work from associations and individuals amount to $55,700. In other words, the total fund available for national work seems to be much less than $100,000, a sum absurdly insufficient in its proportion to the value of the industry's products."

THE PLACE OF THE LUMBER INDUSTRY.

"In point of value of products the lumber industry was third in the United States in 1909. The value of its products was $1,156,129,000, to which was added $648,011,000 by further manufacture. It is estimated by the National association that about $600,000 per year is being spent by the different manufacturers' associations for promotion and publicity, which is one-half mill for each dollar's worth of value produced in 1909. Compare this expenditure, and the aggressiveness behind it, with the modern business-getting methods of competitive industries and the cause for the very real and very serious decadence of the lumber industry is found. The manager of the Trade Extension Department has well said: 'For every dollar spent to create a demand for wood $10 have been used to create prejudice against it, * * * One of the most serious phases of the situation is that the highest technical skill and the most exhaustive investigations are being employed to make other materials better and more economical than wood, to the end that they may give the best satisfaction and service to the consumer.' * * * Either lack of realization or commercial necessity has kept in the background the fact that wood and not oak or cypress or pine or fir or any other species is fighting for existence. Each of the individual woods is on the defensive, but the first end of promotion effort should be the defense of wood in the GENERIC, rather than of any particular wood in the SPECIFIC."

VAST SUMS SPENT FOR ADVERTISING.

"The 1915 report of the secretary of the National association shows how far behind the lumber industry is in promoting the use of its goods.

" 'Seven firms spent $23,000,000 in one year to increase the use of tobacco.

" 'The cement interests have a national promotion fund of $750,000.

" 'The California orange growers are spending $300,000 yearly to sell their products.

" 'One ready-made house firm used more than $100,000 worth of space in national magazines in 1915.

" 'The manufacturers of substitute roofings spent over $200,000 for space in national magazines in 1915.

" 'One cracker manufacturer spent $238,000 for magazine ads alone in one year.

" 'California peach growers subscribed $600,000 for a selling organization.

" 'A syndicate of German coal operators spent $14,518,000 for market extension in one year.'

"The lumber industry is incomparably greater than any of these. The efficacy of intelligent efforts to sell lumber has been proved. The inability of lumber to sell itself in these days of changed conditions is shown by the falling off in volume of production. In 1909 the country produced 44 billion feet of timber; in 1915 it produced 37 billion feet. Will the industry supinely sit by and see its market further reduced each year or will it adopt modern methods and regain its rightful place?

"The proposed Forest Products Federation should have $500,000 per annum with which to make the fight for wood. That would mean 1¼ cents per thousand feet on a normal cut of 40 billion— an insignificant amount, indeed, in comparison with the investments involved and the need that exists."

CONCERNING "CHART NO. 2."

The first sentence of Mr. Langille's description of this chart contains a volume of information, the chart should do the rest for anybody that will take the trouble to read it; it is put into this review for that purpose. Mr. Langille says: "Chart No. 2 prescribes in detail the activities which might be undertaken in seeking to relieve the industry from the avoidable adversities from which it complains."

If the lumberman who is not enough interested in the future of his business to carefully analyze Chart No. 2 then there is but very little we can do FOR him. And in the not distant future there is a plenty that will be done TO him by all the business opposition which is organized and ready to fight lumber.

No lumberman who has not either read Mr. Langille's paper or studied especially Chart No. 2, or has not as an ALTERNATIVE read THIS REVIEW of the proposition, is competent to say WHETHER or NOT there is something in this proposition which some of the scientists have not too affectionately, and we suspect facetiously called "The Big Idea."

FINANCIAL ORGANIZATION.

Mr. Langille says much in that division of his article, or report under this caption. These sentences especially appeal to this writer: "IT WERE MANIFESTLY UNJUST THAT THE OWNER OF A BILLION FEET OF STUMPAGE OPERATING ONLY A SMALL MILL OR CAMP SHOULD CONTRIBUTE ON THE BASIS OF OUTPUT ALONE. IN ADDITION TO THE CONTRIBUTIONS OF THE TREE THERE SHOULD BE FURTHER CONTRIBUTIONS BASED UPON EACH PROCESS OF REFINEMENT."

There is one thing under the head of "Financial Organization" that Mr. Langille especially covers, which we will let boogie out in blackface type so that it will not be overlooked, and in doing this we hope the "starring" of this statement will set at rest any idea that the "Nation-Wide Committee" is iconoclastic. Here is the statement:

"ORGANIZATIONS NOW PERFORMING THE FUNCTIONS OF ASSOCIATION WORK SHOULD NOT BE DISPLACED BUT THEY SHOULD BE ENERGIZED AND THEIR ACTIVITIES SHOULD BE EXPANDED TO EMBRACE AS MANY OF THE DUTIES INDICATED BY CHART 2 AS LOCAL SITUATIONS MAY REQUIRE. WHERE THE COMMON MULTIPLICITY OF ORGANIZATION EXISTS THERE SHOULD BE AMALGAMATION. DUPLICATION OF EFFORT SHOULD COME TO A FULL STOP."

A NOTABLE EXAMPLE SUGGESTED.

Mr. Langille referred to the Western Forestry and Conservation Association as the "five state organization of the west," which "has been the most potent single factor in shaping public sentiment to the needs of practical conservation." He thought this association should be broadened and its activities transferred to the proposed "Forest Products Federation," in order the work of many years may not be lost.

SUMMING UP THE CONCLUSIONS.

While Mr. Langille hesitated to suggest how all branches of the lumber trade may contribute to the greater proposition, he was sure that five cents per thousand feet of all lumber produced and an appropriate consideration in proportion for all interests should be turned into a fund with which things may be accomplished. He called attention to the financial arrangements of all other associations.

"REDUCING THESE PAGES TO LINES YOUR COMMITTEE SUBMITS AND URGES:

"THAT THE INDUSTRY AS A WHOLE LOCALLY AND NATIONALLY, SHOULD INTEGRATE AND COORDINATE ITSELF AND BECOME STRONGLY AGGRESSIVE IN BUILDING FOR MORE PROSPEROUS TIMES AND GREATER STABILITY IN THE INDUSTRY.

"THAT VOLUNTEER AND OBSOLETE ASSOCIATION EFFORT BE ABANDONED.

"THAT ALL WHO ARE CONCERNED WITH THE PRESENT OR FUTURE COMMERCIAL VALUE OF TREES SHOULD NOW REALIZE THAT ECONOMIC CHANGES DEMAND APPLICATION OF THE SAME HIGHMINDED AND COURAGEOUS BUSINESS

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PRINCIPLES AS HAVE BEEN FORCED UPON AND ADOPTED BY OTHER GREAT INDUSTRIES.

"THAT THE NEED OF THE INDUSTRY TODAY IS MEN OF ACTION WHO WILL AROUSE THEMSELVES FROM THE APATHY OF THE PRESENT AND APPLY THOSE PRINCIPLES.

"THAT TIMBER OWNERS, NO LESS THAN MANUFACTURERS, STAND IN NEED OF THE SELF HELP THAT CAN COME ONLY THROUGH THE PURCHASE OF BRAIN EFFORT POSSESSED AND APPLIED BY MEN BIG ENOUGH TO SEE OVER THE HEADS OF THE MULTITUDE.

"THAT NATIONAL PROMOTION CAN BE CARRIED ON ONLY WITH ADEQUATE FINANCIAL SUPPORT AND THAT SUCH SUPPORT MUST COME FREELY AND LIBERALLY FROM ALL.

"IN CONCLUSION YOUR COMMITTEE APPEALS TO THE INDUSTRY TO TAKE LEAVE OF THE STRIFE AND DISCORD THAT HAS INVITED DISREPUTE IN THE PAST; TO RECONSRUCT ITSELF ALONG LINES OF PERMANENT ADVANCEMENT, TO JOIN TOGETHER IN UNITY THAT ITS OWN CONSTITUENTS SHALL NO LONGER BE ITS MOST DISTURBING AND DESTRUCTIVE ELEMENT. EXPERIENCE SHOULD NOW BE AUGMENTED BY LOGIC, REASON AND FINANCIAL STRENGTH."

SOME OPINIONS FROM LUMBERMEN.

Lumbermen generally do not seem to understand what this proposition is, or if they do they hesitate to express themselves.

Just for the information of those who have communicated with us and to show a few of the "straws" which seem to incline before the wind we print excerpts from a few letters and telegrams.

R. B. GOODMAN: "Am fully in accord with your presentation of Forest Products Federation. The great need of lumber industry is better co-operation among lumber associations of all shades and all regions and the active support of individuals and corporation timber owners. Our National association should be extended and enlarged along the lines of Mr. Langille's report. Your splendid work calling lumber to a realization of the effect of substitute advertising and promotion is only an incident compared with the man's job you have started now. Complete association co-operation, complete individual participation will solve every problem of the industry."

H. B. HEWES: "The idea as embodied in report of Mr. Langille and his committee is broad, comprehensive, timely and ideal, and of some practical method can be found to put in effect suggestions made and lumber men and timber owners will give necessary support, it will certainly result in much benefit to entire lumber industry. As the National Lumber Manufacturers' Association has already made a good start, why not enlarge its scope to embrace potentialities of the idea as suggested?"

ARKANSAS OPERATOR: "I do not feel competent to make comments at this time. Personally I believe we have enough lumber organizations in this country now and have as little interest manifested as we can possibly get along with. Since lumbermen do not care to look after their own interests do not see how we could hope to get further interest manifested by new ventures."

WEST VIRGINIA OPERATOR: "Am in hearty sympathy with report made by Mr. Langille. His plan is excellent and the possibility of good to lumber industry, if timber owners, manufacturers, and all interested in wood would lend their hearty support to the movement in a national way—is unlimited."

W. C. HULL: "It is not clear whether you favor a new association or a change in the name of our national association with a view of gaining support to it. Have read Mr. Langille's report with interest; it is alive with truths relating to the industry; and it outlines exactly present plan of organization of the National Lumber Manufacturers' Association. This association has done much to do away with adverse conditions, and it could do away with them entirely, if it only had the support of all the people who are being benefited, among whom should be numbered—as Mr. Langille suggests—not only the manufacturers but timber land owners. The manufacturer alone has made possible the profits of the timber land owner, and also, almost alone borne the burden of the little that has been accomplished along lines of trade extension and publicity. I say 'little' because it is little in comparison to what remains to be done, but is very much considering the few who have given—in some instances—almost their entire time to the work. The enthusiasm which Mr. Langille's very able report, and Mr. Allen's splendid pictorial allegory will arouse, will, I hope redound to the benefit of the National Lumber Manufacturers' Association. I feel confident if any interested timber land owner or lumber manufacturer would call at the office of the National and review the work of this association he would be impressed with its scope; realize the handicap under which it is being conducted; and see there is no necessity for another association and become an enthusiastic supporter of the 'National.'"

JAMES D. LACEY: "I fail to see how the Federal Trade Commission or any other body of men not financially interested in the ups and downs of the business for the last fifty years can work a solution of the problem, the A B C of which is to fit the supply to the demand and keep on working to enlarge the demand for the thousand and one purposes to which lumber can be applied. With present prices of standing timber anywhere in the United States it is impossible to make a profit out of 30 or 40 percent of the tree and spend money to burn it up or in some other way get rid of the other 60 or 70 percent of the wood. With the United States government as an active competitor and stimulator in creating more mills and competing with other standing timber it is a school boy problem to figure out why the price of lumber is so far below par when every other kind of raw material is selling at abnormal prices."

W. H. SULLIVAN: "I was very greatly interested in the plan of the Forest Products Federation. Don't see that we need a new organization; it ought to be worked out through the National Lumber Manufacturers' Association; and I firmly believe that 75 percent of the money spent for advertising by each one of the different associations ought to be turned over to the National association and spent in the interest of wood in general. You are conducting a great campaign and you seem able to do it in a big way, and I congratulate you most heartily, wishing that great success will crown your efforts."

AN ALABAMA MANUFACTURER: "We have a great many men in the lumber manufacturing business who do not seem to be able to comprehend the value of working together to the extent that would make a proposition of this character as easy to accomplish as in some other lines of business. A great many of the large manufacturers and small manufacturers also are men who have come up through their operations in lumber and are quite difficult to make appreciate certain parts of the lumber work. They have been able to produce at the very lowest minimum of cost, but there is a tendency among them to work out their own salvation and not to feel the importance of concerted action."

A. T. GERRANS: "I have read the report of the committee on the 'Forest Products Federation' with a great deal of interest and feel that if the timber owners would get together and furnish the sinews of war that the development of the plans laid out would be of tremendous benefit to all classes and conditions of lumbermen. If some one in the lumber trade could be discovered who could successfully obtain the MONEY, 90 percent of the trouble would be over."

LAMB-FISH LUMBER CO.: For this concern George Land, traffic manager says: "The Forest Products Federation would be a great benefit to the timber trade and is something that we believe should have been inaugurated long ago. The scope of this plan is too immense to attempt to cover and we can only say that we hope that such an organization will become a reality."

JOHN L. KAUL: "I have read with interest the committee report covering the proposed plan for the Forest Products Federation, and the editorial comment thereon appearing in your issue of the 10th instant; I consider the committee's report a classic in so far as it covers the possibilities of the lumber business, but it is also a very strong indictment of the lumbermen as a body for their failure to take advantage of these possibilities and to work out their problems to better advantage. There is, so far as I can see, nothing impracticable in the plan as outlined, the biggest handicap to be overcome consisting of the well known indifference of lumber manufacturers to any movement however great, which might bring their product into its own, and secure to them results reasonably commensurate with the capital and labor investment necessary to a successful lumbering operation. I shall personally be very glad indeed to see the Federation organized and at work, provided it rests upon a sound foundation."

THE LOG OF THE LAB.

Fortunate are those "subscribers" who receive the "Log of the Lab," published "now and then" at the Forest Products Laboratory, at Madison, and whose price is a "friendly interest in our work."

The September number is dedicated to the Oak, "Jove's own tree," is beautifully printed on heavy white paper in black with an impress of the oak leaf bud and acorn in red upon each page. The gay and the serious mingle in its pages; the former in "The Journey of the Stranger" in imitation of Longfellow's lines, and letters of a humorous nature; the latter in much valuable information relating to oak; Timber Tests, Pulp and Paper, Derived Products, Lumber Study, Wood Preservation, Identification of Oak Woods, Timber Physics and other chapters.

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Report by Special Committee of the National Lumber Manufacturers' Association

On the Passage of the General Revenue and Income Tax Bill H. R. 16763

By R. H. DOWNMAN, Chairman

This bill was prepared by the Ways and Means Committee of the House of Representatives in collaboration with the Internal Revenue Department; and, as then drafted, was presented by the majority members of that committee to the minority members on the night of July 3 and was passed by the House of Representatives on July 11, 1916.

TIMBER PROVISIONS OF THE ORIGINAL BILL

As first presented, it carried the following provision covering deduction allowed in case of timber: "* * * * and in case of timber, a reasonable allowance for stumpage, not in excess of the cost of, or capital actually invested in the timber sold or removed during the year for which return is made."

The attention of a number of lumbermen was called to this provision of the bill in Chicago on July 15, and, at a meeting called and attended by some thirty prominent lumbermen, Attorneys A. W. Clapp, of St. Paul, Minn., and Joseph N. Teal, of Portland, Ore., were requested to draft a memorandum protesting against this unjust provision, as well as the provision in the bill referring to dividends. This was done and was used with effect by the committee which was appointed to go to Washington for the purpose of protesting against the injustice of such provision, as it appeared that the lumbering and timber interests of the country had been singled out and put in a special class for the purpose of raising revenues.

PRELIMINARY WORK OF COMMITTEE

Your committee proceeded to Washington and reached there on July 19. On arriving, we found that the Ways and Means Committee had agreed to add the following amendment to the above quoted clause at the suggestion of Representative Joseph W. Fordney, of Michigan, and it was presented on the floor of the House of Representatives by Hon. Claude Kitchen, chairman of the Ways and Means Committee: "but, with respect to timber purchased prior to March 1, 1913, a reasonable allowance, not in excess of the fair cash value of such timber on March 1, 1913."

When Mr. Kitchen was questioned by another member as to the purpose of this amendment, Mr. Kitchen had to say: "The constitutional amendment providing for the income tax went into effect on March 1, 1913, and we think that the value at that time, and not what was paid for it ten or fifteen years before the constitutional amendment went into effect, should control." (See discussion in Congressional Record, July 10, 1916, pp. 12329 and 12330.)

The first thing your committee did on arriving in Washington and organizing for activities, was to frankly call on the officials of the Internal Revenue Department and discuss with them the provisions of this bill referring to lumbering and timber. We were very frankly told by them that the so-called Fordney amendment was not satisfactory to them and that they would try to have it eliminated, and that as they had made their recommendations to the Ways and Means Committee, they had nothing further to say and suggested to us, if we expected any relief, that we would have to go directly to congress to get it.

AMENDMENTS OFFERED

Finding the minds of the officials of the revenue department were made up, your committee proceeded to get in touch with the Senate Committee on Finance who, at that time, had charge of the bill. The Finance Committee was not granting any hearings to the various interests affected. The bill had been divided up into sections and such sections had been referred to various sub-committees of the Finance Committee. Hon. John Sharp Williams, of Mississippi, as chairman of one of these sub-committees, had charge of that section which covered the matter of timber and lumbering, and he had, apparently, made up his mind in regard to this matter by offering the

ROBERT H. DOWNMAN, OF NEW ORLEANS, LA.

following amendment in relation to timber: "* * * * and in case of timber a reasonable allowance for stumpage not in excess of the market value of the standing timber actually sawed and sold during the year for which such return and computation are made."

Your committee, very thoroughly, considered Senator Williams' amendment and, after consultation with various senators, they came to the conclusion that his amendment was as much too far in favor of the lumbermen as the original clause against them, and that it would be likely to react and become a boomerang in the future. Consequently, we went to work to try to eliminate it. We got in touch with Hon. Claude Kitchen and explained the matter to him and he stated that he, and other members of the Ways and Means Committee, had intended to change what is known as "Clause C" which appears on page three of the bill as finally passed, to read: "For the purpose of ascertaining the gain from the sale, or other disposition, of property, real, personal or mixed, acquired before March 1, 1913, a fair market price, or value, of such property as of March 1, 1913, shall be the basis for determining the amount of such gain derived," and he requested your committee to get into communication with Senator Williams and tell him that that was their intention and that the conference committee would stand for such amendment in the clause as drafted in the original bill. Of course, it was understood that this clause was to be inserted in such other places where it affected non-residents and corporations which, you will observe from the bill, as passed, was done. This amendment to the bill was framed by us and was presented to the caucus by Senator Underwood of Alabama, and the Finance Committee was instructed to offer this amendment on the floor as a committee amendment, which was done by Senator Williams on the floor of the Senate. A few days afterwards, when this amendment was taken up again, Senator Clark, of Arkansas, offered the following substitute amendment:

> (c) For the purpose of ascertaining the gain derived from a sale or other disposition of real property, the profits realized within the year from the sale or other disposition of any real estate purchased within two years previous to the close of the year for which such income is estimated shall be the basis for determining the amount of such gain so derived from such sale or other disposition thereof.

And the bill actually passed the Senate with the Clark substitute amendment in it, and it was only when the bill went to conference that this provision was changed back to the Kitchen amendment and it finally passed both houses in that shape.

QUESTION OF DIVIDENDS

Under the heading of "Income Defined" Section 2, Page 2, provided: "That the term 'dividends' as used in this title, shall be held to mean any distribution made or ordered to be made by corporations, joint stock companies, associations or insurance companies, out of its earnings or profits, and payable to its shareholders, whether in cash or in stock of the corporations, joint stock companies, associations or insurance companies, which stock dividend shall be considered income to the amount of its cash value." It was very obvious that, in case of liquidation of any lumber corporation, where they would make a distribution of the capital assets, under this clause it would become a dividend and subject not only to the ordinary, but the sur-tax. We called the attention of various senators to this and they agreed with us that it would be improper to tax, as income, accumulations in corporations which had occurred over a period of years prior to March 1, 1913, when the Income Tax Law went into effect, and they finally agreed to an amendment, inserting between the words "profit" and "and" the words, "accrued since March 1, 1913."

For decision and reference as to value of standing timber, see case of Doyle, Collector, vs. Mitchell Bros.

For decisions and reference to dividends paid out of increased value of capital shares on account of increased value of timber, see cases

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of E. J. Lynch, Collector, vs. Henry Turrish, and E. J. Lynch, Collector, vs. H. C. Hornby.

When the bill went to conference it was decided that "Clause C" of Section 2, on Page 3, and in other sections of the bill, fully covered in its terms all classes of property, making the valuations and deductions as of March 1, 1913; and, therefore, they struck out all special reference to timber. You will observe in Section 10, Page 11, on "Corporations," that the question of dividends is taken care of, and in the last paragraph of Section 10, Page 12, that the question of gain derived, or loss sustained, is taken care of.

We take it that it will not be a hard matter for the lumbering corporations to satisfy the collectors in the various producing districts of the reasonable cash value of their timber, or raw material, as of March 1, 1913.

SEQUENCE OF DEVELOPMENTS

The following is the sequence of the moves made by your committee in bringing about the ultimate passage of the bill as it now stands:

First.—the bill, as it came from the House of Representatives, contained the following:

INCOME DEFINED.

Sec. 2. (a) That, subject only to such exemptions and deductions as are hereinafter allowed, the net income of a taxable person shall include gains, profits, and income derived from salaries, wages, or compensation for personal service of whatever kind and in whatever form paid, or from professions, vocations, businesses, trade, commerce, or sales, or dealings in property, whether real or personal, growing out of the ownership or use of or interest in real or personal property, also from interest, rent, dividends, securities, or the transaction of any business carried on for gain or profit, or gains or profits and income derived from any source whatever: Provided, That the term "dividends" as used in this title shall be held to mean any distribution made or ordered to be made by a corporation out of its earnings or profits and payable to its shareholders, whether in cash or in stock of the corporation, which stock dividend shall be considered income to the amount of its cash value.

Second.—The following is as it came from the Senate and as it was finally passed:

INCOME DEFINED.

Sec. 2. (a) That, subject only to such exemptions and deductions as are hereinafter allowed, the net income of a taxable person shall include gains, profits, and income derived from salaries, wages, or compensation for personal service of whatever kind and in whatever form paid, or from professions, vocations, businesses, trade, commerce, or sales, or dealings in property, whether real or personal, growing out of the ownership or use of or interest in real or personal property, also from interest, rent, dividends, securities, or the transaction of any business carried on for gain or profit, or gains or profits and income derived from any source whatever: Provided, That the term "dividends" as used in this title shall be held to mean any distribution made or ordered to be made by a corporation, joint-stock company, association, or insurance company, out of its earnings or profits accrued since March first, nineteen hundred and thirteen, and payable to its shareholders, whether in cash or in stock of the corporation, joint-stock company, association, or insurance company, which stock dividend shall be considered income.

Third.—Paragraph C, as originally passed by the House of Representatives, was as follows:

(c) Of the gain derived or loss sustained from the sale of real estate, stocks, bonds, securities, or other property, acquired before March first, nineteen hundred and thirteen, not bought and sold in the course of trade by the taxpayer, only such proportion shall be included as the time between March first, nineteen hundred and thirteen, and the date of sale bears to the entire time between the date of acquisition and the date of sale.

Fourth.—Paragraph C, as recommended by the Democratic caucus and offered on the floor of the Senate by Senator Williams, and passed, this being the amendment suggested by your committee and known as the Kitchen amendment:

(c) For the purpose of ascertaining the gain derived from the sale or other disposition of property, real, personal, or mixed, acquired before March first, nineteen hundred and thirteen, the fair market price or value of such property as of March first, nineteen hundred and thirteen, shall be the basis for determining the amount of such gain derived.

FRANK G. WISNER, OF LAUREL, MISS.

Fifth.—Senator Clarke, of Arkansas, offered the following as a substitute for the Kitchen amendment, which passed the Senate and went to conference:

(c) For the purpose of ascertaining the gain derived from a sale or other disposition of real property, the profits realized within the year from the sale or other disposition of any real estate purchased within two years previous to the close of the year for which such income is estimated shall be the basis for determining the amount of such gain so derived from such sale or other disposition thereof.

It was the fear of your committee that this might be construed adversely where timber is held without fee simple title to the land.

Sixth.—The conference committee disagreed as to the Clarke substitute and agreed to the Kitchen amendment, which was finally passed by both houses as follows:

(c) For the purpose of ascertaining the gain derived from the sale or other disposition of property, real, personal, or mixed, acquired before March first, nineteen hundred and thirteen, the fair market price or value of such property as of March first, nineteen hundred and thirteen, shall be the basis for determining the amount of such gain derived.

Seventh.—The following is the provision in reference to deductions allowed as passed by the House of Representatives including the Kitchen-Fordney amendment:

DEDUCTIONS ALLOWED.

Sec. 5. That in computing net income in the case of a citizen or resident of the United States—and in the case of timber, a reasonable allowance for stumpage not in excess of the cost of, or capital actually invested in, the timber sold or removed during the year for which the return is made, but with respect to timber purchased prior to March first, nineteen hundred and thirteen, a reasonable allowance not in excess of the fair cash value of such timber on March first, nineteen hundred and thirteen.

Eighth.—The following is the amendment proposed by Senator Williams and passed by the Senate:

And in the case of timber a reasonable allowance for stumpage not in excess of the market value of the standing timber actually sawed and sold during the year for which such return and computation are made; Provided,

RESULTS OF COMMITTEE WORK

The two above provisions were stricken out in their entirety in conference, as it was properly concluded that Clause C, of Section 2, fully covered the matter of deductions, and lumbermen should see that a fair market value of the timber is allowed by the collectors in making up their returns. For the same reason these provisions were also stricken out in conference where they appeared in reference to timber in Part 2, on "Corporations."

Your committee was instrumental in leaving changes made in reference to "SPECIAL TAXES" where it provided for a tax of 50 cents for each $1,000 of capital, surplus and undivided profits used in any business activities to read 50 cents for each $1,000 of the fair market value of the shares of capital stock.

Your committee was composed of, Capt. E. A. Selfridge, Jr., of San Francisco; Walter P. Cooke, of Buffalo, N. Y.; C. I. Millard, of Norfolk, Va., and F. R. Babcock, of Pittsburg, Pa., and I wish to thank them for their work in the interest of the lumber industry, and I especially want to return thanks to Frank G. Wisner, treasurer of Eastman, Gardiner & Co., of Laurel, Miss., who represented the Southern Pine Association. Mr. Wisner stayed with me from the nineteenth of July until the first of September, and we were constantly on the work, day and night. We saw some forty senators and representatives and found many of them ready to listen to the facts and figures we presented. We are especially appreciative of the assistance rendered us by Representative Pat Harrison, of Mississippi, who was one of the first to see the justice of our contentions. The whole time taken was seven and one-half weeks, from July 20 until September 8, when, by the grace of God, and to the joy of all representatives in congress, and many others, the sixty-fourth congress adjourned.

This report is submitted entire with the belief that it can be used as an example of possible accomplishment by what is familiarly known as "team-work." Your committee represented the National Lumber Manufacturers' Association and as such, represented all affiliat-

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ed associations. It went at the business in hand with energy and accord and believes the National association can continue to benefit its members by committee work if the committees take their responsibilities seriously.

In order that each individual lumber manufacturer may more fully appreciate the value of the work done by this committee of the National Lumber Manufacturers' Association, as outlined in this report, he should, after carefully reading the changes and improvements made in the revenue bill, apply the results to his own property, and figure out carefully the actual cash benefits to himself individually, or to his firm or company.

Recent Improvement in Skidding and Loading Machinery

By J. H. DICKINSON, of the Lidgerwood Manufacturing Co., Read at the Southern Logging Congress, October 26, 1916

A more appropriate subject than "Recent Inventions and Improvements in Skidding and Loading Machinery" could not have been selected for the proceedings of this congress.

Although Louisiana was not the birthplace of steam logging, yet the loggers of Louisiana first realized the possibilities of the new idea and put it in general use. It is a notable fact that loggers themselves have generally invented the various systems of log handling. Practically every advancement in log handling methods has been the outcome of some logger's practical experience, and has been made to meet some new condition developed in modern logging. In this the logging industry is an exception, as in most industries it is the manufacturers of machinery, not the users, who develop new methods.

THE FIRST SKIDDER.

The first skidder was invented by Horace Butters, of Butters & Peters, and was used by them logging Michigan pine near Ludington, Mich., in 1883. It was an overhead machine, equipped with an ordinary two-drum Lidgerwood hoisting engine, one drum being used for hauling the carriage and the other for hoisting and skidding the logs. No means were provided for pulling slack in the skidding line, this being overhauled by hand. To keep one end of the log suspended while the log was being pulled in, the loaded carriage was pulled in against a slipping brake on the outhaul drum. In spite of these crudities the machine was successful in taking logs out of pot holes, and ten outfits made by the Lidgerwood Co. were sold by Mr. Butters to different concerns in Michigan. The

J. H. DICKINSON, OF NEW YORK.

engines on these latter plants were of the three-drum type, one drum being used for loading, the entire engine being redesigned throughout to meet the severe service required of logging engines.

HISTORY OF SKIDDING IN LOUISIANA.

In 1891 the Ruddock Cypress Co. and the Louisiana Cypress Co., both of Louisiana, purchased several of these skidders. They were equipped with the Butters-Miller high speed outhaul skidding engines. Within the next four years the Lidgerwood Co. sold about eighty of these old type overhead skidders for use in Louisiana alone.

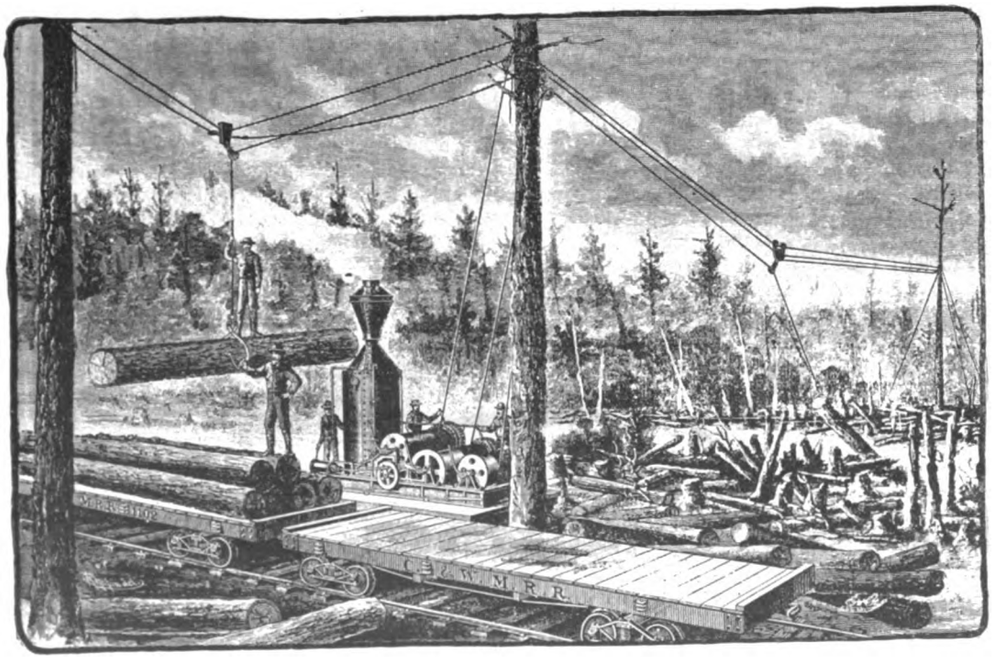
In 1893 the Lidgerwood Co. sold the Louisiana Cypress Co. a two-drum engine, which they mounted on a boat. One drum was used for the outhaul and the other for the inhaul, using a tail sheave in the woods, and also using side lines. This was the first ground haul machine and is today known as the rehaul system. The Lutcher & Moore Cypress Lumber Co., at Lutcher, La., then put in two larger pull boats, each reaching half a mile. Trouble was encountered in the swamps by hang-ups. William Baptist, the logging contractor, invented a steel cone to cap the end of the logs to prevent hang-ups. This system, with the engine mounted on a sled, is in use today on the Pacific coast for yarding.

In 1896 Lidgerwood shipped the first ground skidder for pine logging to Vanderbilt & Hopkins, Pitcock, Ga.

In 1897 W. A. Fletcher, a lumberman, invented the first portable pine logger, the machine being built that year by the Lidgerwood Co. and shipped to W. A. Fletcher, Kirbyville, Texas.

This little history shows that practically every system of logging in use was invented or developed by the loggers of this district.

In this paper I will only touch upon improvements made in skidding machinery. The Lidgerwood Co. had negotiations with the Goodyear Lumber Co. concerning the manufacture of the Barnhard loader. It was shown that this loader would make a saving in the loading of logs, but we felt there were greater possibilities for saving cost in the skidding end. We deliberately devoted ourselves to this branch of the industry. The matter of separate loaders today is admirably taken care of by the Barnhard, American Hoist & Derrick Co. and the McGiffert loaders.



FIRST STEAM SKIDDING SYSTEM USED IN MICHIGAN PINERIES, 1883.

DEVELOPMENT OF THE OVERHEAD SKIDDER.

The development of the overhead skidder in itself is doubtless pre-eminently the biggest improvement in logging methods, for its development has not only cheapened logging, but it has made possible the logging of swamp and mountain lands that could not have been logged by any other method.

At one time it was easy to secure timber lands within half a mile reach along lakes and streams, where the pull boat system could be used. The Ruddock Cypress Co., of Louisiana, had a swamp that could not be logged by pull boats. They purchased overhead skidders, three in all, built railroads, and solved the problem. Swamp lands where the lumber had been inaccessible by other methods immediately became

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valuable, and in a few years were being logged by overhead skidders.

It was seen that the efficiency of the overhead skidder could be increased. The first step was equipping it with a separate engine for loading, and a utility engine for guy tightening, spotting cars, etc.

Two essentials in operation were seen to be necessary—first, some method for locking the load so it would remain suspended during transit at any desired fixed distance above the ground. This had heretofore been accomplished by keeping a slipping brake on the outhaul drum, the engine pulling against the brake. The loss of power is readily apparent.

EFFICIENCY INCREASED.

It was realized that whatever method was adapted it must be one that would not increase the rope wear, either by increasing the strain on the hauling lines or the number of drums or sheaves over which the ropes passed. An interlocking carriage was first considered. The Lidgerwood Co. had used on cableways for quarries the Harris Miller locking carriage. They abandoned the idea of a locking carriage for several reasons—the logs would have to be raised up to the carriage before locking, which is not always desirable; in logging downhill if the outhaul rope broke there is a possibility of the load running into the head tree, with resultant damage to men and equipment; the use of the locking carriage necessitates the use of a larger main cable.

The method adopted by the Lidgerwood Co. was the direct interlocking of the drum gears, in combination with a slip friction on the outhaul drum, and also a high speed outhaul. The skidding and outhaul drums are of different diameters, so designed that in working over a given span this difference in diameter of the bodies of the two drums, together with the slip friction on the outhaul drum, always compensate the difference in rope speeds caused by the winding on and off of the ropes, keeping the rope speed of skidding and outhaul lines the same, and preventing the dropping of the load in transit.

A LINE-SAVING DEVICE.

Considerable time was lost in the woods due to difficulty in lowering slings and pulling slack by hand in skidding line. When taking logs at any distance from head spar the weight of the empty slings was not enough to overhaul the weight of the slack in the skidding line; sometimes it was necessary to send back a small log on the skidding line. When the skidding line did reach the ground the men had to overhaul more slack by hand to reach the logs. This took time, reduced capacity, increased cost, and limited area of setting.

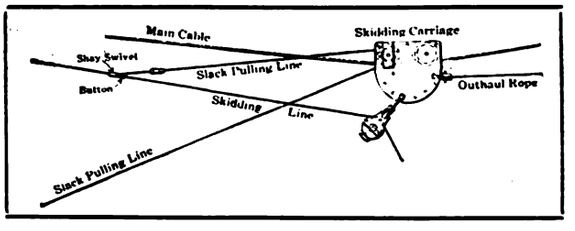
The Lidgerwood slackpuller enables the lever man to pay out all slack required. A slack-pulling line operated by a drum on the skidder runs out to and around the sheave on the carriage, then back and attaches to skidding line at any required distance from the carriage. When the carriage reaches the point when it is desired to pick up logs, signal is given lever man, who stops carriage, holds it stationary by brake on outhaul drum, throws slack-pulling drum into friction, and pulls skidding line down to the ground and continues paying out all slack required. Its action is positive and all done by the engine. The value of this invention lies not only in the great saving of time in getting slack, but enables the men to reach logs at greater distances each side of the main cable, also logs lying beyond tail tree, and keeps lines taut at all times.

PULL BOATS HANDLING LOUISIANA CYPRESS, 1893.

This device made the overhead skidder practicable in mountain land, for it made it possible to readily lower the skidder line down into gorges and ravines at a considerable depth below the main cable.

THE LATEST IMPROVEMENT.

Again it was seen time might be saved in hooking on logs. The skidding line had to be carried to the logs, and there the logs had to be hooked on. If the logs were scattered it took time to reach them, it was difficult to drag the line around stumps in such a way as to prevent hang ups, and frequently the carriage went back with half a load because it would take too long to gather a full load. Remember the skidder was idle while this work was being done; the men after they had put slings on the logs were idle between trips of the carriage. The bunching hand lines, the latest invention of the Lidgerwood Co., saved this idle time.



DETAIL OF AUTOMATIC SLACK PULLER.

Three or more bunching hand lines are employed, each carrying three or more special attachments for carrying the log slings.

In commencing operation the bunching lines

FIRST PORTABLE PINE LOGGER, 1897. W. A. FLETCHER, KIRBYVILLE, TEXAS.

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NEW METHOD OF ATTACHING LOGS, USING MULTIPLE SKIDDING LINES.

are taken into the woods. The log slings are placed on the logs then attached to one of the bunching lines. The skidding line is lowered, the bunching line is attached to hook on end of skidding line. As the engine overhauls the skidding line it hauls in the bunching line, which pulls the logs together, making one bunch, the end of which lifts up, preventing hang ups. They are elevated to the desired height and conveyed to the head tree. Immediately the carriage commences to run in, the tong men put slings on the logs for the next load and attach the slings to the second bunching line and by the time the carriage returns to the woods the load of logs has been attached to the second bunching line. The empty bunching line is uphooked from the skidder line, the loaded bunching line attached and the operation repeated. The skidder operates continuously. The saving in time and increase in capacity is apparent. Its value is readily appreciated by every lumberman. It is these two features, the slack puller and the multiple skidding line that have transformed the overhead cableway from a conveying, device into a practical log skidder, adapted to work in every kind of country.

Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

As usual at this season there is a rush in the sash and door industry of the country for doors, glazed sash and interior trim for the completion of buildings before the arrival of cold weather. A large amount of special work is under way at the factories and a not unimportant volume of regular sizes is booked for distribution. Naturally there is no particular effort being made to pile up reserve stocks, the average retailer being accustomed to order only what is needed by his customer and usually wants it quick. However, there is always more or less demand for millwork during the cold weather throughout the middle states territory and in the south and usually it would seem to be quite proper for the dealers to have on hand a few extra openings for the casual local trade. This in the aggregate would amount to a large business. With the factories crowded to capacity on mill work of special pattern and with a continuance of inquiry and demand for special designs, the current activity bids fair to extend to the holidays, if not beyond.

The Situation in Shop Lumber.

There have been indications of increasing activity in shop lumber, but no actual rush of business is yet discerned. However, there is a fair call for northern pine and some of the mill representatives in Chicago territory say that they are shipping as fast as the car supply and other facilities permit, and that they are unable to keep up as closely as they would like with the demand. Business appears to be good in some territories and not so urgent in others, but Inland Empire shippers say that they are having a uniformly satisfactory business from eastern sources. They too are greatly hampered by lack of cars and this has caused considerable firmness in lumber prices where it is possible to make delivery. Quotations are held at from $40 to $42 for No. 1 shop; from $30 to $32 for No. 2 shop, and around $25 for No. 3, on 5-4 and 6-4 thicknesses. The pine shop lumber demand, however, is to some extent affected by large offerings of spruce shop, of which larger stocks than usual are on hand because of a recent large demand for aeroplane stock which takes the best of the spruce and leaves the No. 1 and No. 2 shop for outside shipment. This stock has been selling at about $32 for 8-4 No. 1 shop and $30.50 for 5-4 and 6-4.

Features of Chicago Trade.

Chicago distributors say that they are having a fine trade, much better than usual at this season; that their estimating departments are loaded up with inquiries, while their shipping departments are kept busy getting out the goods. The only trouble they experience is in getting raw material for their interior trim and other special work, this being due to the car shortage. They expect business to continue active right through until the holidays, if not later. The demand is very diversified in extent, coming from practically every part of the country south of the Great Lakes.

The Window Glass Demand.

Since our last report, the window glass factories, both hand and machine, have resumed operations for a seven months' fire. This will prove a considerable relief to window glass jobbers and consumers, as they have been unable to get their assortments filled out for some time and will soon be able to round them up. Stocks of glass on hand are lighter than has been known for many years at this time of the year and it will require a month or two of active manufacture to restore them to normal and take care of the current trade in addition. Window glass prices have been maintained and are likely to continue firm. This week the market is reported at 90 percent discount on A single strength, first three brackets, 87 percent for above, 90 on B single strength; 89 for A and B double strength. Plate glass is holding firm as usual, as the factory output is insufficient for domestic demand and no foreign product is available. In this territory discounts are in the neighborhood of 87 percent on sizes up to 5 square feet, 88 on sizes from 5 to 10 square feet and 89 for above 10 square feet.

Southwestern Trade Reports.

Favorable weather has helped the southwestern trade and the factories and distributing channels of St. Louis, Kansas City and Oklahoma have been doing a good business right along, although inquiries are now falling off to some extent, owing to the probable near approach of winter and a consequent slackening of the building demand. From present indications there is enough business on the books at the principal distributing centers in the southwestern territory to keep them going for forty-five to sixty days longer. Glazed sash is in especially good request and a feeling exists that this item should go higher.

Northwestern Millwork Trade.

While retail demand in the middle northwest is undergoing a natural slump since the cold weather set in, there is still considerable business booked for delivery during this month and next, in special work more particularly. Trade is heavy in the direction of storm goods, which are now coming prominently to the front

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and in which line there is always an excellent trade visible through November and December. The factories at St. Paul and Minneapolis report a fair demand and are anticipating a fairly large amount of local business throughout the winter, as building statistics show a heavy increase in new construction. Retailers do not handle much stock during the winter, but there is some trade and reports indicate that they are carrying an even lighter supply than ordinary business foresight would justify. Wholesale stocks are also reduced. Glazed sash is strong and there are some who predict that it will be advanced, but other items are unchanged.

Concerning Ohio River Trade.

Advices from trade in the Ohio river district are generally favorable. Reports from the retail trade are to the effect that their business has been good through the fall and this has been reflected at the sash and door houses, at Evansville and Louisville, for instance, where demand continues brisk. Reports from those markets are that building operations are active and that architects and contractors are looking forward to active construction work right up to the close of the building season. At Cincinnati local distributors are reporting a good demand and a healthy volume of business is expected for the next six weeks.

WEST COAST ORDER FILE AND SHIPMENTS.

The weekly report of order file and shipments of the West Coast Lumbermen's Association for the week ended October 28 was received November 6, 117 mills reporting. Orders and shipments for the rail trade were as follows:

	Cars
Unfilled orders week ended Oct. 21	8,123
Orders accepted week ended Oct. 28	2,410
Total	10,533
Orders shipped week ended Oct. 28	1,529
Balance of unshipped orders	9,004

Domestic and export orders in the cargo trade were reported as follows:

	Domestic, Feet	Export, Feet
Unshipped orders week Oct. 21	49,594,851	51,777,670
Orders accepted week Oct. 28	3,921,705	6,352,000
Totals	53,516,556	58,129,670
Shipments week Oct. 28	10,628,671	7,818,044
Balance unshipped orders	42,887,885	50,311,626

The report further states that the actual production for the week from the 117 mills was 69,527,740 feet, as compared with a normal production of 78,411,000 feet, showing that the actual production below normal was 8,883,260 feet or 11.33 percent. The orders were below normal production 4.19 percent and the shipments below normal production 20.99 percent. However, the orders were above actual production 7.45 percent and exceeded the shipments by 17.53 percent.

BEAUMONT HOO-HOO PLAN FOR CONCATENATION.

Beaumont, Tex., Oct. 31.—Plans for a grand concatenation of Hoo-Hoo when it is expected visitors from all over the state and parts of Louisiana will be present, were made yesterday at a luncheon at the Crosby house. Present were three out of the state Hoo-Hoo, two of whom are officers of the organization, and who came to aid Beaumont members in making arrangements for the coming celebration. The visitors were E. D. Tennant of St. Louis, secretary-treasurer of the Order of Hoo-Hoo; Harry J. Miller of Seattle, Wash., past Snark of the Universe and J. C. Valadie of New Orleans, prominent Hoo-Hoo and representative of the Southern Pine Association.

W. A. Priddie, Vicegerent of this district, presided at the luncheon. Several talks were made and committee chairmen were appointed to have charge of the various features of the day.

Hoo-Hoo day at the South Texas State Fair will be November 18, the last day of the fair.

THE WAR'S END!!!

ONE WHO IS IN CLOSE TOUCH WITH THOSE WHO HAVE MOST TO DO WITH THE PRACTICAL PROSECUTION OF THE WAR IN EUROPE HAS ADMITTED TO THE LUMBER WORLD REVIEW THAT THE GREAT INSIDE HEADS MOST CONCERNED ARE OF THE CONVICTION THAT ARMED CONFLICT ABROAD MAY BE STOPPED ANY TIME AFTER MAY 1, 1917, AND THAT IT IS NOW ALMOST ASSURED THAT IT WILL NOT BE PROLONGED BEYOND AUGUST 1.

NO DETAILED ACCOUNT OF THE WHYS NOR WHEREFORES WAS SUBMITTED, BUT THE AUTHORITY IS OF THE VERY HIGHEST.

THE FOREST RESEARCH INSTITUTE AT DEHRA DUN, INDIA.

These items of general interest concerning the Forest Research and College at Dehra Dun, India, are taken from a personal letter to the editor of the LUMBER WORLD REVIEW under date of July 6, 1916, from Ralph S. Pearson, Forestry Economist.

"The Forest Research Institute at Dehra Dun is a relatively new institution, started ten years ago. The staff consists of a president and his assistants, and the work is divided into five branches: (1) Sylviculture and Management. (2) Economy or Utilization. (3) Zoology. (4) Chemistry. (5) Botany. Each branch is in charge of an officer. The officers in charge of Sylviculture and Management, Economy and Utilization and Botany have each a European assistant and one or more Indian assistants, while the branches of Zoology and Chemistry have Indian assistants only. We have also a Pulp Expert and Tan Expert from England.

"The work before us is enormous, we cannot take up one one-hundredth part of the inquiries which demand attention, being very much understaffed. Quite recently we moved into our new buildings, which are large, with good workshops and laboratories attached, which are also well equipped. The Chief Forest Officer of British Columbia, who recently paid us a visit, informed me that we were as well equipped as the Forest Products Laboratory at Madison, Wis., but that our staff was far weaker than theirs.

"In my branch of the work, Forest Economy, I have confined myself to three main inquiries during the last six years: (1) The treatment of timber (I am at present engaged in writing up my records on this subject). (2) The treatment of bamboos and elephant grasses for pulp (this is in conjunction with our Cellulose Expert). (3) The seasoning of timber. Of course minor experiments have also been carried out.

"The Sylviculturist's attention has been chiefly concentrated on the sylvicultural requirements of Shorea robusta and Pinus longifolia, and on collecting a large quantity of information as to the rate of growth of various species from sample plots. The Botanist has carried out important work on Indian grasses, chiefly in connection with their cropping for paper pulp and in preparing local floras. The Chemist has given attention to the preparation of turpentine and rosin from Pinus longifolia, the drip from which is entirely different to that obtained from European and American Pines, also to the preparation of drugs and essential oils of indigenous species. The Zoologist's work has been confined to laying a basis for future research, as zoology, especially the portion referring to forests, is in its infancy in India."

SOUTHERN PINE ASSOCIATION STATISTICS.

The weekly trade barometer of the Southern Pine Association for the week ended Friday, November 3, was received November 8. The report is from 151 mills and makes the following summary of orders and shipments:

	Cars	Feet
Orders on hand	26,578	561,061,580
Orders received during week	4,571	96,493,810
Total	31,149	657,555,390
Shipments during wk.	3,781	79,816,910
Balance orders on hand	27,368	577,738,480

The compilation from these 151 mills shows that production exceeded the shipments during the week by 4,159,402 feet, or 4.95 percent; that orders exceeded the production during the week by 12,517,498 feet, or 14.91 percent, and that orders exceeded the shipments for the week 16,676,900 feet, or 20.89 percent.

The statement is slightly more satisfactory than that of the previous week, showing an increase in orders as compared with the last report of nearly 17,000,000 feet and leaving a total of unfilled orders on hand at the close of the week of 27,368 cars.

The statement for the last ten weeks, showing the increasing number of car orders unshipped, is as follows:

Week Ended	Mills Reporting	Average Orders Feet	Average Shipments Feet	Total Unfilled Cars
Sept. 1	152	625,570	610,499	19,962
Sept. 8	157	538,353	565,145	23,284
Sept. 15	164	669,579	606,197	24,122
Sept. 22	168	671,331	558,540	24,539
Sept. 29	153	641,717	522,626	24,242
Oct. 6	160	514,549	435,300	24,409
Oct. 13	152	636,911	509,140	26,196
Oct. 20	157	524,675	477,058	26,978
Oct. 27	159	524,696	521,244	27,304
Nov. 3	151	639,032	528,589	27,368

CAMP HUGH, ALABAMA, LOGGING Y. M. C. A. CELEBRATES ANNIVERSARY.

Birmingham, Ala., Oct. 25.—The Y. M. C. A., operated at Camp Hugh, Alabama, for the benefit of the employees of the Kaul Lumber Co., held its first anniversary exercises on October 14. A very attractive program was presented, including addresses on "Sanitation and Health" by the camp physical director, J. G. Vance, and on "Association Work," by Dr. E. H. T. Foster, international industrial secretary. J. D. McNair, camp superintendent and president of the association, read the annual report, which was highly encouraging to both company and organization. H. C. Nix, the popular general secretary, reviewed the work done the first year, and spoke of the outlook for the future. Greetings from nearby associations at Kaulton and Tuscaloosa were given by Secretaries Ward and Shedd, respectively.

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The Annual Forest

WESTERN FORESTRY and CONSERVATION ASSOCIATION PACIFIC LOGGING CONGRESS

VIEW OF COLUMBIA RIVER

The four greatest gatherings which occur among lumbermen in the United States have just been held, and we will offer an intimate account of the doings at those four congresses, or conferences, and will group the four stories under this one head in such shape that a business man may sit down by the evening lamp and read the whole thing from beginning to end in one evening.

To print all the discussions and the full text of all of the wonderful and valuable papers delivered is not the province or purpose of the LUMBER WORLD REVIEW, which statement we make thus early in this account, so that there may not be any misunderstanding with any friend who might expect to find this varied tale UNABRIDGED.

We are casting no reflection on the work of any scholar, or analyst or orator by not printing absolutely all and every item of what he may have studied out, put together or eloquently delivered; and with this fair understanding of the proposition we will endeavor to save as much time as possible, even in this foreword.

By far the largest gatherings were those at Portland, to take part in the two days' deliberations of the Western Forestry & Conservation Association, which occurred on October 24 and 25, and the deliberations and excursion of the Pacific Logging Congress, which occurred at Portland and in the Grays Harbor country, October 26, 27 and 28.

The meetings of the Appalachian Logging Congress, at Knoxville, Tenn., on October 18 and 19, and of the Southern Logging Congress, at New Orleans, La., on October 25, 26 and 27, were just as important to the sections of the country which they represent as were the western meetings, but the attendance, in the nature of things, was not so large.

The Forestry Congress and the Logging Congress are the most useful types of lumber meetings which occur in the United States, because they are the most practical, and because from the very nature of them they reflect the personal interests of the participants more than any other lumber gathering.

While they all run in the direction of so-called "set papers," and most of them have the social filigree of banquets and excursions and the like, the community spirit is carried into those social affairs, and with the social affairs always are coupled investigations of logging and forestry methods, which are practical, and while being practical are also entertaining.

Over all of this section of our Logging Congress edition we have flung an illustrative banner—a view of the Columbia river, from Crown Point on the Great Columbia highway. In doing this we have not sought to preserve unities, but to beautify the LUMBER WORLD REVIEW, and to pay our respects to one of the most wonderful scenic highways in the world, which all of those who attended the Forestry Industry Conferences at Portland had the privilege of traversing from end to end.

WESTERN FORESTRY AND CONSERVATION ASSOCIATION.

JUDGE A. L. FLEWELLING, OF SPOKANE, WASH.
President Western Forestry & Conservation Association.

The Western Forestry and Conservation Association was born in the fall of 1909, covers five states in its membership, and is easily the most aggressive and practical association in the entire country, and has accomplished for forestry and conservation a great good which we can make no attempt to review here.

This body has concerned itself more with bringing government and private timber owners together, and concerned itself more with practical fire fighting methods than has any other federated body of its kind.

The successful federation of all fire fighting and forestry associations in the states of Washington, Oregon, California, Idaho and Montana, should certainly hold out great hope to the promoters of the proposed Forest Products Federation, as to the possibility of securing a community of interests in semi-divergent localities which have a COMMON interest in any business program.

We do not remember to have seen anywhere in a lumber trade newspaper a list of the component parts of this federation, and we believe that it is due this body to print them herewith, which we do formally in the list that follows:

Northern Montana Forestry Association, North Idaho Forestry Association, Couer d'Alene (Idaho) Timber Protective Association, Pend d'Oreille (Idaho) Timber Protective Association, Potlatch (Idaho) Timber Protective Association, Clearwater (Idaho) Timber Protective Association, Washington Forest Fire Association, Oregon Forest Fire Association, Klamath-Lake Counties (Oregon) Forest Fire Association, Coos County (Oregon) Fire Patrol Association, Jackson County (Oregon) Fire Patrol Association, Linn County (Oregon) Fire Patrol Association, Oregon Conservation Association, Western Lane County (Oregon) Fire Patrol Association, Columbia County (Oregon) Fire Patrol Association, Clackamas-Marion Counties (Oregon) Fire Patrol Association, Douglas County (Oregon) Fire Patrol Association, Baker County (Oregon) Fire Association, Central Oregon (Oregon) Fire Patrol Association, Blue River (Oregon) Forest Fire Patrol Association, Lincoln County (Oregon) Fire Patrol Association, Polk County (Oregon) Fire Patrol Association, Union-Wallowa Counties (Oregon) Fire Patrol Association, Clatsop County (Oregon) Fire Patrol Association, California Forest Protective Association, Redwood Fire and Protective Association, and numerous co-operative patrols without formal organization.

Since the Western Forestry and Conservation Association has accomplished so great a work since its first meeting in 1909, no one who appreciates a high class association work in these matters and has any information on the subject of the work which this body has accomplished is at all prepared to have it disband or cease in its sentiment making and large planning for lumber and forest betterment, not only for the Pacific coast, but for the nation.

E. T. Allen, who has been the working heart and mind of the association from its beginning, seemed to foreshadow something of the nature of a modification of the functions of this federation in the first paragraph of his annual report, but it is understood that this means only greater devotion to broader matters than forest protection. Let us hope that his statement might mean a willingness on the part of that organization to merge itself into

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Industry Conferences

APPALACHIAN LOGGING CONGRESS
SOUTHERN LOGGING ASSOCIATION

the great nation-wide cause which is proposed by the "Forest Products Federation."

The meeting of this body at Portland enrolled the largest attendance ever assembled at any of its annual meetings—258 in number.

The features of this meeting were the final report of the "Nation-wide Committee," by H. D. Langille, a review of which we print elsewhere in this issue; and remarkably able papers by W. B. Greeley, assistant forester of the United States, and Dr. E. E. Pratt, chief of the Bureau of Foreign and Domestic Commerce, the former paper read by Mr. Greeley in person, and the latter paper read by Dr. Rutter, of the Bureau of Foreign and Domestic Commerce.

Of course, too, there was the steam whistle instead of the gavel, which will be referred to later; and Judge Flewelling's annual address, in which he gave out the positive information that the European war would be over in two years. Judge Flewelling is a great prophet in the western world, and many men will undoubtedly "buy" and "sell" on that suggestion.

THE PACIFIC LOGGING CONGRESS.

The Pacific Logging Congress has lived eight years—since that day when George M. Cornwall blew the breath of life into its nostrils, at the Alaska-Yukon-Pacific Exposition, in 1909.

The Pacific Logging Congress certainly demonstrates that individualism is by no means dead, because it has been created by the work of Mr. Cornwall working as an INDIVIDUAL, and yet—while every part of it shows the impress of his individuality—the Pacific Logging Congress has been so WELL builded that Mr. Cornwall might turn over the general plan and ethics of this congress to another and the congress would go on, if the plan and general work were carried out in the future as it has been in the past. We make this statement with the idea that such would be the highest compliment an annalist COULD pay to Mr. Cornwall and his work.

The Pacific Logging Congress was created out of the very crying necessity for such information as could only be gathered together by a congress of this kind working through many years of time and following out a carefully thought out and properly arranged program. The Pacific Logging Congress in the eight years of its life has held meetings in Seattle, Wash., 1909; Portland, Ore., 1910; Vancouver, B. C., 1911; Tacoma, Wash., 1912; Spokane, Wash., 1913; Bellingham, Wash., 1914; San Francisco and Eureka, Cal., 1915, and this meeting at Portland, Ore., just closed—1916.

Where the congress will meet next year has not been determined, but the rivalry for the meeting seemed to hold between Seattle and the Coos Bay country at Marshfield, Ore. C. A. Smith and Mr. Powers, deeply interested in the Coos Bay country, urged the claims of that territory through the last sessions of the meeting.

The value of the Pacific Logging Congress is not only in the immediate value to those in attendance, but in the INFLUENCE of the congress, which runs through the months that follow the annual meeting and bridges over the time between each gathering in connection with the papers that are read at these meetings, and which have become the literature—in fact, practically the only literature of logging in existence.

W. W. PEED, OF EUREKA, CAL.
President Pacific Logging Congress.

George M. Cornwall has in the creation of the Pacific Logging Congress built a monument to himself which will live through the years, no stone of which do we begrudge him, and many more of which we hope to help place in the mound as time rolls on.

If the good which the lumber press has done since its inception in the United States was confined only to what this ONE NEWSPAPER MAN has done in building up the Pacific Logging Congress, it would even THEN be worth all the time and trouble that it has cost its promoters and its public.

The attendance at the four business sessions, the banquet on Friday, October 27, and the attendance on the excursion to the Grays Harbor country were all record breakers, the total registration at this congress being in the neighborhood of 385.

The even quality of all the work that was accomplished at this meeting, makes it difficult really to pick out distinctive spots by their altitude.

The discussion concerning the safety first devices for logging, which it is planned, may be adopted ultimately by the state of California, was a very interesting affair; and the discussions generally this year were better than usual, which is why we are going to give as much space as possible to that feature of this congress, rather than print a greater number of "set papers" than usual.

The crowning feature of the affair to a man previously interested only in logging in the plains of the forest world was certainly the visit to the Polsen Logging Co.'s operations in the Grays Harbor country. Easily the most inspirational and spontaneous occurrence was the banquet at the Grayport hotel, Hoquiam, where no set program had been arranged, and yet where thirty-six people spoke interestingly and entertainingly during a space of two hours' time, which is a splendid indication that prohibition is not going to affect the character of the business banquet, except possibly to help it.

THE APPALACHIAN LOGGING CONGRESS.

The second annual meeting of the Appalachian Logging Congress was held at Knoxville, Tenn., on Wednesday and Thursday, October 18 and 19, and was attended by more than 100 of the sturdy lumbermen of the Appalachian range, including representatives from West Virginia, Virginia, Kentucky, North Carolina and Tennessee. The good people of Knoxville tried to show their appreciation of the presence of the lumbermen among them in every way possible that could contribute to the enjoyment of the visitors. They gave them a banquet, a luncheon and an automobile ride during the two days, and furnished them a place of meeting in the Board of Commerce rooms. On the third day there was a trip into the mountains, which was due to the joint hospitality of the Clyde Iron Works, of Duluth, Minn., and the Little River Lumber Co., of Townsend. This trip was made in an ordinary gondola car, in which seats had been

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installed, and there were fully forty of the lumbermen who participated. The logging train was taken at Elkmont on the logging road of the Little River Lumber Co. to a height of 4,300 feet, as recorded by H. N. Saxton, jr.'s aneroid barometer. On the next day, Saturday, several of the loggers were conveyed to the logging operations of the Babcock Lumber Co., whose mill is located at Tellico Plains, and whose timber is in the mountains, twenty-five miles back. This trip was arranged by the Lidgerwood Manufacturing Co., and displayed some of its fine skidders at work.

SOUTHERN LOGGING ASSOCIATION.

The sixth annual convention of the Southern Logging Association, held at New Orleans, La., October 25, 26 and 27, was one of its most successful meetings, there being 150 registrations, which was almost double those present at any previous meeting. It was successful not alone in point of attendance, but in the character of the papers read, the instructive influence of the discussions and the live interest displayed by the members. All of this reflected great credit upon James Boyd, of the "Lumber Trade Journal," New Orleans, who organized the association and furnishes much of the motive power which propels it. Every phase of the meeting had its strong points clearly set forth and the logger who does not receive an immense benefit from each of these annual gatherings is he who does not attend them.

It is evident that many large southern concerns are beginning to realize the advantages afforded through this organization, as they are sending to its meetings increasingly large delegations of their heads of departments, notably at the woods end. A delegation was also present from the University of Missouri, in charge of Prof. Ernest C. Pegg, who is at the head of the forestry department of that institution.

The good fellowship side of the gathering was not neglected, for the annual banquet held at the Cosmopolitan hotel on the evening of Thursday, October 26, was in every sense enjoyable. Charles Henry Mackintosh, of the Clyde Iron Works, Duluth, Minn., presided at this function and was voted an ideal toastmaster. Practically all of the members were asked to say a word and the occasion was one of spirited enjoyment throughout. The presence of the ladies added greatly to the embellishment of the affair.

Western Forestry and Conservation Association

TUESDAY, October 24, at 10 o'clock a. m., Judge A. L. Flewelling, of Spokane, Wash., reached over on his desk, picked up a rubber looking thing about six inches long and an inch thick, which was attached by a wire to another odd looking tool over in the corner of the room, and having pressed a button in the first named unit the Loggers' Electric Steam Signal Whistle blew a blast that made the uninitiated look around to see if there was a steamboat approaching the landing with the gang plank out. This whistle assembled the foresters and conservators and their friends and their families, and continued to assemble the citizen congressmen and congresswomen for the next four days, and, also, by the way, to disperse them as well—one long whistle to start and two short, sharp whistles to stop.

Judge Flewelling addressed the meeting in his usual happy style.

PRESIDENT A. L. FLEWELLING'S ADDRESS.

"Being neither a prophet, nor the son of a prophet, it may appear egotistical for me to give public utterance to what I am going to say, regarding the future. However, my conclusions will well define the logical results of my reasoning in the light of past and present events:

"We have entered upon the third year of the most stupendous and epoch-making war in the world's history, the results of which cast shadows on the future, which we must read and interpret aright, if we wish to save the lumber industry from being consigned to the melting pot, with all that the term implies.

EUROPEAN FORESTS DENUDED.

"The brand new set of conditions, to which I called your attention in my address of two years ago, are already confronting us. During the world war, Germany, France and England, by reason of the necessity for haste and on account of lack of ships, have cut and used nearly every available tree within their borders which would make lumber, to line their trenches, make temporary shelter for their soldiers, and to hastily repair and rebuild destroyed railway bridges and trestles; to build warehouses to save their munitions and supplies from destruction from the elements, and in a thousand other ways which are very extraordinary. This enormous demand for trees, and their products, did not only wipe out the supply of lumber on hand in these countries at the beginning of the war, but has heavily taxed the forests of the Scandianavian Peninsula, and it has also wiped out the famous Black Forest of Germany, and all the merchantable timber in the parks and timber reserves in France and in England. So, while our export lumber trade has been curtailed somewhat, the world's available supply of trees and lumber has been enormously decreased.

HOW LONG WILL OUR TIMBER LAST?

"In 1905 and 1906, the lumber industry was led to believe that the then supply of available lumber-producing trees in the United States, would at the then annual rate of cutting, be exhausted in thirty years. So every mill owner and timber speculator in the country proceeded to load himself up with all the standing timber he could buy and pay for, or run in debt for. As the years have rolled by, we have learned a few things.

"The government says now, I believe, that the timber in the United States will last for another 80 years. I think, however, it is wrong again, and that we will see the end of the supply in half that time, or less, and with the added foreign demand, which is bound to come after the war ends, we may yet come back to the prediction of 1905. This, of course, depends largely upon how much of the timber is destroyed by fire.

"The men who bought and bonded their timber ten years ago, when they saw enormous sums of money in interest, taxes and carrying charges, piling up on their investment from year to year, were seized with a panic in a vain attempt to liquidate their investment, built and operated more sawmills, thus overloading the market already curtailed by the war and thus hastening the evil day which collectively they all wished to avoid, and which they could avoid by proper co-operation.

"To add to the general demoralization, the great fires of 1910, forced the premature cutting of an excessive quantity of timber, and even the government had added to the rout by throwing vast quantities of cheap forest reserve timber on the market, and the politicians have shouted, 'lumber trust.'

LACK OF CO-OPERATION.

"There has been very little co-operation between the different ownerships and branches of the industry; each particular district scrambling to see how much cheaper it could sell its lumber than any other district. This has resulted in great waste, many varieties of trees having been left standing in the cutting to feed the ever-ready forest fire in the slash, because lumber was so cheap that nothing but the best could be harvested at anything near a profit. Conditions like the foregoing, reduce the available supply of timber very rapidly, and unless true conservation is practiced by the industry generally, we will soon see the supply exhausted.

SOUTHERN COMPETITION.

"The south with its dollar-a-day black labor, is destructively competing with the Pacific northwest, with its three-dollar-a-day white labor, without regard to the relative value of their stumpage, just on the crazy theory that they must unload. These tactics mean only further demoralization and must be stopped. So we must invoke the power of the Federal Trade Commission to stay the tide of battle till we can 'dig ourselves in' and defend ourselves intelligently against ourselves. A living price stays waste, and stopping the waste is true conservation; destructive competition is the death, not the life of industry.

EFFECT OF WORLD'S WAR.

"The world's war will last at least two years more, and will end in compromise. I shall not attempt to discuss the divine right of kings, but in the end the common people will tire of their relentless war, and internal revolution, which is smoldering in each one of the hostile nations, will break out into flame and force an armistice which will result in a settlement of the war, and which will probably leave the stronger nations about as they were territorially before hostilities began. Then will begin a new era in the lumber industry. Cities which have been destroyed will have to be rebuilt, and rebuilt quickly; docks, warehouses, bridges, railway trestles, wooden ships, cement forms, railroad cars, and innumerable other things will require such an immense volume of wood products, that our capacity will be overtaxed to meet the foreign demand.

"There are also great things being done in treeless China, and she will be clamoring for the products of our forests. And with the abundant money which will by that time be in the hands of the farmer, our domestic trade will be an element to reckon with.

EUROPE WILL REBUILD WITH WOOD.

"You may argue that European buildings, which were of stone, brick and cement, will not be rebuilt with wood, but I say to you, in the light of all precedents, that my statement is well within the facts. When Messina, Italy, was destroyed by earthquake and fire, it was quickly rebuilt with wood, and to supply the lumber for that purpose, taxed the capacity of the lumber industry of this country. The same was true of the great earthquake and fire at San Francisco, and at Kingston, Jamaica, and the great fires of Boston, Baltimore, Toronto, and other similar disasters, although the cities destroyed were not of wood, and the first cry was for wood, for at least the temporary rebuilding.

EXPENDITURES FOR FIRE PROTECTION.

"We who have spent years of time and vast sums of money in our fight to save the forests of the Pacific northwest from destruction by fire, and have many times in the last nine years been tempted to give up the fight, have been asked many times, if, with the conditions of the then timber market, the money spent in organized fire fighting was warranted. We have been asked, if the burning of part of the supply would not help lift the price of what was left, and we were often told that much of the timber we were protecting was worthless and would continue so to be, but to all these things we have turned a deaf ear and have steadily advanced with the perfection of our organization, until today we have the best fire-fighting machine in the world, as the year's forest fire record will show. If we had the same intelligent co-operation in our manufacturing and selling operations, we would not be the only industry in the United States needing a dry nurse.

INDUSTRY SHOULD CO-OPERATE.

"The money we have spent in forest protection has been well spent. The time is now at hand when the timber industry should co-operate; when we should organize and within ourselves, build wooden ships to carry our lumber to all the ports of the world. Foreign trade is the safety valve of the lumber industry, and if extensive enough, will put the price of our timber products where we can live and make a profit which will enable us to utilize every ounce of our waste, in both mill and woods, in by-product plants, from which we can

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produce untold millions in the form of turpentine, alcohol, acetate of lime, lumber stains, creosote, charcoal, sulphide, paper and many other things. This is making two blades of grass grow where none grew before; this is adding to the wealth of the world; this is true conservation. Let the ghost of fear once be laid; let the government co-operate with the industry in both domestic and foreign markets; let the government build a by-product plant of commercial proportions instead of feeding us documents showing laboratory tests; let the Federal Trade Commission take hold of the foreign markets for us in earnest; they have been studying the animal at short range for a year, and by this time ought to know what remedy to administer; and let us have action and let us have co-operation, and the industry which has been frightened, strangled and smothered, will take on new life and again take its important place among the truly great business enterprises of the world, and the trees which we have struggled so long and faithfully to preserve from destruction by fire, will repay us many fold for the care bestowed.

THE YEAR'S ACHIEVEMENTS.

"The present year of organized effort on the part of the forest protective agencies in the five states represented by this great association, has been the most successful in our history. We have had the hearty co-operation and support of all our members, of the press, of the railroad and telegraph companies, of the public, and of the government through its Forest Service, all of which is duly appreciated.

"The 42-centimeter gun on our program indicates the caliber of our organization, and the quality of the ammunition we shoot, and a glance at the program and the number of subjects which will be intelligently handled by the ablest authorities, will indicate that we also bore with a big auger, and that we are handling all subjects relating to trees and their products without gloves."

Following Judge Flewelling's address, George M. Cornwall, secretary-treasurer of the association, made the treasurer's annual report, which is not published.

Mr. Cornwall's report was followed by the report of the forester, E. T. Allen.

"THE YEAR'S LESSON IN PRIVATE AND STATE PROTECTIVE WORK."
By Forester E. T. Allen.

"It may be that this is the last meeting of our association as at present constituted. Tomorrow we will hear a discussion on organization in forest industry, which, although it may not be decisive, although its significance may not even come home to all of you, and you may let it pass as one more convention dream not warranting serious action, is in reality the announcement of a very insistent pressure due to changing conditions.

"Changes are taking place all through the industry; a ferment which demands relief. Manufacturers are dissatisfied with the traditional conduct of their business. They want more united facilities to improve it. For perhaps the first time, timber owners not only are alarmed but realize that their future is one with manufacture; that they are constrained to help solve manufacturing problems. Finally, the government has at last addressed itself to the formulation of a public policy toward this, one of its greatest industries, and in so doing has already found that the first essential is a co-operation between government and industry which requires that the industry shall not be individualistic and contradictory, but representative, responsible and articulate.

CHANGES SEEM PROBABLE.

"These conditions of the new era which is dawning are not fully met by association work as it exists. The advisable method and measure of correlation remain to be determined, but many early changes seem probable. The influences toward change are already apparent in our own organization. Our annual meetings were once forest fire conferences, devoted wholly to the technique of fire prevention and through their printed proceedings furnishing a standard manual to professional fire fighters everywhere. We now call them forest industry conferences, and no doubt they are widest known as occasions where the fundamentals and important current issues of the lumber business are analyzed in search of true and practical improvement. More than this, our local character seems to have disappeared. No meetings in the United States deal with these general subjects on a broader basis. They have become international.

"Similarly, in reporting the association's work for the past year I must go far afield from the subjects of previous reports. Somewhat hampered by money difficulties, we have kept up the forest protection publicity work fairly well. The northwest still depends on us for its fire warnings, posters and the like. We again put series of slides in the picture theaters of three states. As far as the season required it we put material in the newspapers of the coast. We have worked with government and states in smoothing out co-operation in patrol work. We have prepared new measures for the approaching legislative season. But, on the whole, our services have been mainly for the entire industry, particularly in connection with the government's so-called 'lumber study.'

OUR PART IN THE LUMBER STUDY.

"In my report to you last year I said that our position as impartially representing so many forestry interests—indeed, being practically the only organization that does represent all—seemed certain to involve us in the agitation under way. I said: 'Our voice will be expected and given weight accordingly in hearings and reports to come. Whether we choose or not, the Western Forestry & Conservation Association has become the most important western factor, and cannot evade its responsibility.'

"This is exactly what happened. After the manufacturers' organizations as such presented their case to the government, there was still a wide

A. W. LAIRD, OF POTLATCH, IDAHO.

gap in the evidence. Timber problems were not discussed, although in some ways they were of paramount importance, underlying all others. To some extent their neglect also left a seeming and incomprehensible contradiction between the arguments of different producing regions. We were, therefore, asked by the Forest Service and the Federal Trade Commission to submit a brief on the situation of the industry from the viewpoint of timber ownership. The commission also ordered a special hearing on the subject in Washington, where I discussed it and answered questions. They then called for an additional evidence on several very important subjects. On the ground that we are neutral as between many competitive elements, and upon our reputation as having always represented private, state and federal forests interests impartially, we were called into frequent consultation, both here and in Washington, by both government agencies as their work progressed.

"All of this work has taken a great deal of time since the first of the year. We hope the departure has the approval of our constituents. It raises the question, however, as to the future activities of the association. This sort of work is not over. It has just begun. We are entering an era of constructive improvement of the industry, during which all regions must work together and with the government. The terms upon which we, as timber people, share it with other agencies, and receive support in so doing, are nowhere near so clear as the terms on which we did protective work for the common good. I believe, however, that we should do wrong to withdraw from the place which we have fairly won in public councils and esteem. It is an honored and influential place. We may contribute its advantages, but not relinquish it.

FOREST PROTECTION.

"To make room for lumber questions on our two-day program, it has been necessary to cut down even more than last year the reports and discussions of the work for which we primarily stand—forest protection. I think this is disappointing to many of us, and in many ways a bad thing. There is great need of an opportunity for the leaders in actual field work to get together on technical and practical points. On the other hand, such discussions are probably too technical to interest all who attend these meetings nowadays. The situation clearly points the need of a new departure—special meetings, either just preceding or following these general meetings, or else at other times during the year, of the officials and field men of private, state and federal protective agencies, in order to go into the detail of their joint work. In the meantime it was thought best on this occasion for me to compile and present in one report the results of what was done by all this year.

THE 1916 FIRE SEASON.

"This has been the 'easiest' season in the Pacific northwest since protective work has been organized, with the exception of 1912. It has been practically the same as 1912 in hazard. The usual danger season was easy in both years. In 1912 we had a bad time unexpectedly early in the spring; this year it became unexpectedly dry in late fall. Indeed it has been impossible to make this report exact, for some fire trouble existed up to the last minute of compilation, and many reports are tentative. We know, however, that losses have been negligible; that although even a year like this would have brought considerable loss ten years ago it has not seriously worried the protective system now in force."

Having reviewed the loss by states and districts and given statistics of much value, Mr. Allen said in closing:

"Although it was admittedly a favorable season, we have had such before. But never have we had so infinitesimal a loss combined with as low a protective cost. Private fire work in our association territory for seven years has cost $2,239,575, as follows: 1910, $770,000; 1911, $207,575; 1912, $200,000; 1913, $200,000; 1914, $500,000; 1915, $187,000; 1916, $175,000. The only time we ever had so small a loss was in 1913, when it was about the same, but the territory under protection was also smaller. It means that methods have improved so that in the normal year most fires are either prevented or handled by the regular force before they require fighting. To further reduce cost in the normal years, and retard its increase in bad years, the next step is obviously to perfect the detection system still further. Lookouts, telephone or wireless, and probably aeroplanes—every device to find fires the minute they start, and get help to them, before they really become fires—these are the lines of future progress. But they should not displace realization that probably some time we will have a year so bad that every ordinary method will break down. If this comes, our thickly settled forest region will face a calamity far worse than the historic ones of Canada and Minnesota. The only defense will be perfect co-operation of all agencies to handle men and supplies on a large scale, with trained and military precision. We should build toward this day, with training, and equipment. Fast as each agency is advancing, we are still too independent of each other."

Mr. Allen's paper was enthusiastically received, and this was followed by the report of F. A. Silcox on Railroad Fires."

REPORT OF MR. F. A. SILCOX ON RAILROAD FIRES.

Mr. Silcox had prepared a report in skeleton and gave it very briefly. He said that the total number of fires on the railroad rights of way in the territory covered had been 109. These had been divided as to districts as follows: District No. 1, 70; district No. 6, 118; Pend d'Oreille Timber Protective Association, 8; Jackson County Fire Control Association of Oregon, 1.

These figures were reported: By railroads, 30; by Forest Service, 27; by protective associations, 14; by private individuals, 19; by Forest Service and

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railroads, 7. These fires had been extinguished: By railroads, 29; by the Forest Service, 122; by protective associations, 6; by private individuals, 16; by the railroads and Forest Service, 16; by the railroad and protective associations, 1. The areas burned over amounted to 1,067.85 acres—no subdivision of grass and timber areas made in the reports received—and the damage done equaled $1,549.50.

The causes were: Burning the right of way, 4; sparks from coal burners, 173; "hobos," 6; dumping ash pans, 11; cigarets and cigars, 2.

All of the damage figures were on four fires: One on the Jefferson forest, $24.00; one on the Lolo, $1,500, which was set by the Milwaukee railroad; one on the Oregon forest for $21.50, and one on the Oregon Lumber Co.'s railroad, $4.00.

There was considerable discussion following Mr. Silcox's address. W. C. Albee, of the Northern Pacific railroad thought that the report showed much improvement in the direction of the avoidance of fires, as well as in the management of those few that had occurred, and he rather deprecated the idea of calling the committee that was to be continued "The Committee on Railroad Fires," but thought it should be called the "Committee on Railroad Co-operation."

Mr. Allen wanted to know if a committee of this character should be kept up.

Mr. Griggs complimented the railroads on their co-operation.

Judge Flewelling said that the railroads still appreciated the difference between the freight income on lumber, as opposed to a doubtful income on ashes as revenues, and wanted a committee.

Following this discussion E. A. Beals, of the United States weather bureau, told of the methods followed by the bureau in keeping timbermen of the Pacific northwest advised of weather changes and of the proximity of the forest fire weather. Below we print excerpts from Mr. Beals' paper:

"THE FIRE WEATHER FORECAST SYSTEM AND SUGGESTION FOR COMING YEAR."
By E. A. Beals.

Having described the fire weather of the year, which was exceptional in amount and distribution of rain and snow fall, Mr. Beals characterized this year as favorable for forecasting fire weather. Fire weather warnings were issued three times in August and three times in September, by telegraph and printed notices, eleven weather bureaus being utilized in making the distribution. Interest and confidence in the weather reports have been sustaind and increased, and the weather bureau has taken official cognizance of the fire weather service, having issued an order making it operative in all parts of the United States. Congress made a special appropriation for promoting the work.

Mr. Beals said, in closing:

"A conference was recently held in Washington, D. C., between officials of the weather bureau and of the Forest Service, and a working plan was formulated whereby the Forest Service is to furnish the observers, and the weather bureau the instruments for the purpose of establishing a limited number of stations in the forested areas. Fire weather warnings will be issued regularly from now on, whenever the conditions warrant them, and upon application they will be sent to those interested, whether they be officials of the Forest Service, or officials connected with privately owned timber lands.

"In case the transmission of the warnings entails expense for tolls to be borne by the weather bureau, these requests will have to be forwarded to our headquarters at Washington, D. C., to be authorized, therefore, those desiring these warnings should apply to the nearest weather bureau office at least two or three weeks before they want the service to begin, in order that the application may be passed upon by the Washington people and their answer received, as the local men cannot start the paid service until it has been authorized at Washington.

"So far as suggestions for 1917 are concerned, none seem necessary. The plans already formulated will be carried out in ample time for next season's work. It is my earnest wish that the service may be of the greatest possible benefit to the forest people, and I can assure you the weather bureau will do all in its power to make it such."

Mr. Beals' paper created considerable discussion very complimentary to the work that has been carried on in that direction.

George C. Joy saw in the work the greatest benefit from the forecasting of the coming of so-called "forest fire winds" or "forest fire weather," saying that Mr. Beals had certainly demonstrated that it was possible of accomplishment; that ANTICIPATION of the event was of more value than anything else; that great benefit had accrued to the timber owners from this work, especially during 1916.

Mr. Ross complimented Mr. Beals' work.

George C. Elliott paid his respects to the efforts of the expert.

THE ABOVE TWO ENGRAVINGS REPRESENT A PANORAMIC VIEW OF A GROUP OF PEOPLE WHICH IN NUMBER EQUAL ABOUT ONE-HALF OF THOSE IN ATTENDANCE AT THE SESSIONS OF THE "WESTERN FORESTRY AND CONSERVATION ASSOCIATION ANNUAL MEETING" AT PORTLAND, OREGON, OCTOBER 24 AND 25, 1916. PHOTOGRAPH MADE IN THE COURT OF THE HOTEL PORTLAND.

Mr. Humbird said that he in the past had occupied the position of "tail twister" to the railroads, a position rather similar to that that Ireland held to England. He thought the railroad committee should be continued, by whatever name it might be called.

B. R. Lewis thought much of the co-operation that had been secured between the railroads and the timber owners, and lumbermen, and wanted the committee continued by all means.

Mr. Albee said that really he had not come to the meeting to talk about so-called "railroad fires," because they had become such a negligible quantity that there was not much for discussion, but rather he had come to see if he could prevail upon the lumbermen for some service, as for instance, the "setting out" of cars and the swifter handling of the same looking toward a relief in the car shortage.

Mr. Benedict, of the British Columbia Fire Service, said that our efforts in that direction had gone much farther than had theirs. He showed a spirit of co-operation.

Judge Flewelling and Mr. Sparhawk said much to the purpose of co-operation and a better service.

Coert DuBois said that the processes of scientifically carrying out forecasting were in no sense a handicap, but rather that all government procedure in that direction was handicapped for lack of instruments with which to do the work.

George S. Long spoke to the question of preventing fires, rather than arresting the fire in full run, and referred especially to the matter of the most destructive fires coming with the east winds. Mr. Long was of the opinion that the department had done splendid work in these things.

Following Mr. Beals' paper the association began the discussion of standardizing association busi-

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ness systems, with suggestions as to methods and forms for economy and efficiency in financing and directing patrol, fire fighting, and the furnishing of supplies. The subject was fully covered in a paper read by A. W. Laird, chairman of the Committee of Business Systems.

THE STANDARDIZING OF ASSOCIATION BUSINESS SYSTEMS.
By A. W. Laird.

A. W. Laird, chairman of the Committee on the Standardizing Business Systems, presented a comprehensive report of the work undertaken by his committee, which work was of such a character only beginnings could be made in one year.

He described the standard forms decided upon for fire reports and daily reports for fire wardens, the loose leaf books and binders chosen, and the arrangments made for the purchase of standard equipment. He outlined a tentative plan for exchange of information during the fire season with other organizations, and discussed the question of a standardized wage scale, which the committee deems impractical, and urged the advisability of insuring employes of patrol systems, and of utilising the regular patrol force for improvement work.

With regard to financing emergency fire fighting the committee advised that the matter be left for the present in the hands of the several organizations.

Of what the committee has accomplished the report says:

"We believe there is need for further committee work looking to increased efficiency in our business affairs, and we believe that to get the best results any committee working on this subject must meet two or three times during the year to discuss matters of importance brought up at meetings of this kind. Possibly one meeting coincident with the March meetings of the Idaho associations would be favorably considered.

"This committee has left undone much more than it has accomplished, but it has made a start. It is hoped the work will be continued, for it is felt there is real and growing need for it. As stated, however, it is not believed that a great deal will be accomplished unless the committee having this work in hand will, during the year, hold several meetings to discuss means for improving our business systems. The work is of quite sufficient magnitude and importance to warrant this, and it is very difficult to accomplish by correspondence. If a new committee is appointed, we suggest that during this conference it try to hold one meeting at which all association secretaries are present, in order to discuss a plan and the subjects in greatest need of attention."

Mr. Laird's paper was followed by a discussion of much local interest.

C. S. Chapman said that he thought there were too many manners of keeping the records, and that it was important some uniform method of keeping accounts be devised. That it was advisable for the various organizations to keep in closer touch and co-operate toward perfecting the record system.

A suggestion was made by Mr. Allen that a two days' meeting did not allow sufficient time for discussion of various subjects, and that there should be more meetings held during the year. He also recommended a standing committee to meet with fire wardens and foresters. A standing committee was advocated by Mr. Silcox.

Judge Flewelling stated that a standing committee would be appointed.

Mr. Allen remarked also that an assessment date was an important factor.

Mr. Humiston though that the present date of assessment, April 1, should be changed to a later date, as they had no money on hand at this date to meet assessments. He suggested July 1 as a more appropriate date, as then collections would be in hand and a response could be made promptly.

That either May or June was a good time for assessments for the Western Forestry Association, was the opinion of Mr. Bystrom.

Wells Gilbert expressed as his opinion that there were too many assessments. Judge Flewelling stated that the necessity of standardization would be referred to a standing committee, and urged co-operation, the cutting out of duplication in effort. Mr. Long thought the situation should be handled in the manner of a clearing house.

Following this discussion Secretary-Treasurer Cornwall read a very interesting letter from William R. Ross, Minister of Lands of the Province of British Columbia, addressed to Mr. Allen, thanking the president of the association, Judge Flewelling for his kindness in extending an invitation to him to attend the conference, and regretting his inability to be there. Mr. Ross said that although retiring from public life for the time being he should still maintain a keen interest in all matters affecting the development of the natural resources of the Province of British Columbia, as well as those of the western states.

The following committees were named by President Flewelling:

Resolutions Committee: George S. Long, chairman, Wahington; A. W. Laird, Idaho; A. E. Boorman, Montana; Coert DuBois, California; C. S. Chapman, Oregon.

Committee on Railroad Co-operation: F. A. Silcox, for the Forest Service; F. A. Elliott, for the state; R. C. St. Claire, Canadian railways; W. C. Albee, American railroads; T. J. Humbird, patrol associations.

Committee on Business System: C. S. Chapman, chairman, Oregon; W. H. Humiston, Idaho; A. E. Boorman, Montana; R. L. Swales, California; G. C. Joy, Washington.

Committee on Nominations: Wells Gilbert, Oregon; A. E. Griggs, Washington; W. D. Humiston, Idaho; A. E. Boorman, Montana; G. H. Cecil, for the federal government. The association then adjourned for luncheon.

Second Session—Western Forestry and Conservation Association

Beginning the afternoon session George C. Joy, of the Washington Forest Fire Association, read a paper entitled "Motor Vehicles in Fire Work," analyzing different types of motor car trucks and cycles best adapted, their improvements, cost of upkeep; their relations to personnel and organization of patrol and to wage and subsistence allowances. We print an excerpt from Mr. Joy's paper.

"MOTOR VEHICLES IN FIRE WORK."
By George C. Joy.

Briefly reviewing the history of fire control as applied to the forests, and the system of patrol developed, Mr. Joy said:

"How best to make our patrol system meet the requirements of the work is a problem not yet completely solved, and one phase of this problem is up for discussion here today. In the carrying forward to a successful conclusion of any undertaking, one has to consider the means best adapted for the purpose. This usually involves men and materials with which to work, and that which is of more importance, the intelligent application of the two in getting the desired results. In order to obtain the best results, it was felt, in the very beginning, that the more frequently a ranger or supervisor could get over his district, the more satisfactory service could he render, and time and experience have served to prove the correctness of this view.

"Time is a very vital factor in the control of fire; therefore, the matter of getting from one part of a district to another part of the same territory quickly is imperative during the very hazardous part of the dry season. Thus, we were confronted with the question of transportation for our men.

"The means of conveyance at first adopted was largely decided by the character of the country, as regards topography, trails, roads, etc., over which the ranger worked. In mountain districts where trails were bad and roads few, he was obliged to walk; where trails and roads were better and more plentiful, he rode a horse, and in the more level and thickly populated districts, a horse and cart or bicycle was brought into play. The supervising warden was provided with a driving horse or motorcycle. The railroads were also patronized, and occasionally an automobile was brought into play, if the case was urgent. Whatever defects were in this system soon became apparent. The districts covered by foot patrol were too large. The endurance of the horse and bicyclist was limited, which left much to be desired in making an effective patrol. Rough roads, coupled with faulty construction and nondependableness of the motorcycle, soon took them out of the business. The use of automobiles by forest protective organizations in fire work was not considered possible, owing, chiefly, to the high price of machines and a relatively high cost of operation. Then, too, roads were in poor condition for auto travel.

"Thus the matter stood until about four years ago. The past six years have seen a wonderful development in the construction of more and better roads. This has broadened and extended the uses to which the automobile can be put, and coupled with the evolution downward in price and cost of operation, has gradually brought them into popularity and such prominence that they are no longer looked upon as a luxury but are considered a necessity."

Mr. Joy gave an exceedingly interesting account of the history of the motor vehicle as applied to forest patrol work, and an exhaustive report of his investigation into cost of the various makes of motors employed in this work, the maintenance cost, fuel cost, property right, and results as estimated in efficiency, and suggestions for better service, all of great value to the members of the association. He said:

"In conclusion, I want to say that the automobile has come to stay in forest fire work. It is an important factor in the development of a better service. In the future it will probably make necessary some changes in our system of patrol. This will be very certain to occur, especially if Mr. Boeing, who is to discuss Aeroplane Patrol this afternoon, is able to demonstrate that he can, from aloft, spot the fire, leaving it to us to get there and put it out."

After the reading of this paper, the chairman said that he expected that this subject would be productive of much discussion, and that every district should contribute something toward that subject. That the conditions differed in nearly every state. He referred to the use he had made of automobile service in the Clearwater district, where he used a Ford truck. That territory was certainly wild enough to test any kind of automobile service. The chairman called upon W. D. Humiston.

Mr. Humiston used a standard Ford machine, to which had been added a front axle brace, which was advantageous on rough ground, and which could be added for $2.50. He had also found it advisable to add a standard vacuum feed to handle the gasoline successfully. When the season of fire hazard approached they took off the back of the runabout and put on a delivery body that cost $17 to build. With this addition they were enabled to carry a number of men with their "dunnage." Tool boxes were installed on the running board. The Ford was the best car for mountain use.

Mr. Benedict, of Canada, said that he had been convinced that the automobile patrol was better than the foot patrol, but it was yet considered an extravagance in their country, but that Mr. Joy's statistics would help him to change the minds of his people in British Columbia on that subject.

The chairman brought up the mileage cost.

Mr. Allen thought Mr. Joy's paper would probably go a long ways toward establishing a mileage cost, but if there was anything wrong about those costs, it ought to be settled now.

It was developed that gasoline cost from 21 to 50 cents per gallon in the various sections.

Mr. Kimball said that in southern Oregon they used thirteen patrolmen and six automobiles of the cheaper makes, and two motorcycles, to solve the problem of getting to fires quickly. The motorcycles proved very satisfactory. Patrolmen were paid $80 per month, the patrolman furnishing horse and saddle and paying his own expenses; the motorcycle people—owning machines—were paid $100 per month.

Automobiles could not be run for 10 cents a mile in that territory. Their greatest handicap was in the problem of securing experienced mechanicians to take care of them.

At this point Gifford Pinchot entered the meeting and was received with great applause. Being introduced by President Flewelling, he made an address of so much importance that we have printed it elsewhere in this report.

After Mr. Pinchot's exit one of the most interesting and practical papers invading other fields of forest control effort and work entitled "An Idaho Experiment in Perfecting Lookout Methods," was offered by W. D. Humiston, of the Potlatch Lumber Co., of which paper we print this abstract:

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"THE PERFECTION OF LOOKOUT METHODS IN CONNECTION WITH PATROL."
By W. D. Humiston.

"Lookout development is one of the most fascinating and one of the most important fields of study in connection with the management and protection of our timber resources. When carried to its ultimate conclusion—the accurate relief map—it aids in the work of the logger and finally becomes of important assistance in the disposition of the cut-over land.

Having described the lookout, its importance, methods of scientific observation and the importance of utilizing the knowledge of the "old-timer" and the "forest-wise" in the development of the outlook system, Mr. Humiston praised the work of the college trained men in the forest and expressed the conviction that around such men as a nucleus should the organization be built. In describing the value of accurate maps, he said:

"After the development measures outlined above have been perfected, one can undertake much more intensive studies and broaden the scope of the development work almost without limit. For instance, an accurate relief map is an immensely valuable thing for a lookout watchman as well as for the chief fire warden at headquarters.

"While a relief map is not indispensable during the early development of a lookout, it has many advantages which should be borne in mind so that, if opportunity offers, during a particularly advantageous season, a crew of two or four men can be detailed to do this kind of work. Showing every ridge, knoll and creek, the lookout watchman will be able to locate a fire much more readily and accurately with the aid of a relief map. The foreman of a fire fighting crew needs to know as much about the country he is working in as an army officer does for the proper disposition of his men. When he can glance at a map relief before starting for a fire and fix every feature of the country in his mind, his plan of attack should be pretty fully developed long before he reaches the fire. When a chief fire warden can sit at a telephone with a relief map before him, his grasp of the situation on the fire line, miles away, will be much better and will be reflected in more efficient service.

"A topographic or contour map must be made before a good relief map can be put up, but after the requisite data is secured, it is not particularly difficult and by no means expensive to make as many relief maps are required. These can be made of wall plaster, plaster of paris, concrete or papier maché.

"The topographic map is of great value in the hands of one who is familiar with its use, but its one drawback lies in the fact that the contour lines are sometimes confusing to one who is not used to such maps. A little study soon overcomes this trouble, however.

"While accurately locating trails and marking them with sign boards is rather remotely connected with lookout development, we feel that the work is important and increases the efficiency of the organization by making the control of fires quicker and more certain and all transportation problems easier.

"Assuming that the ideal condition as to the trails of an association is only attained when it is possible for anyone to go any place, any time, and do it quickly without a guide, it will be obvious that it is necessary to first determine where they are, where they go, what the distances are and then to put up good markers, so that anyone can read them, and later show the trails on maps."

Following his set paper Mr. Humiston referred to the relief map that he had brought along as an exhibit, which he wished everybody would inspect. He did not want to be understood as saying that a fire association was justified in building such maps, but he thought that timber owners will have to come to that fact they will want something of the kind from a logging standpoint and that perhaps they would authorize the fire associations to handle the work and share the expense.

President Flewelling thought Mr. Humiston's talk one of the most interesting that ever had been made in the association meetings, and made an illustration of where it would have been very valuable in his own operations. He then introduced Professor I. W. Cook, who emphasized what Mr. Humiston had already said, especially the co-relation of the technical man with the so-called "old timer." The schools throughout the country were teaching their students to realize that the "old timers' " work should be the foundation stone on which to build up other work. All of the aids to fire prevention were necessary, but when fire breaks out and it is cloudy the old time "lumberjack" has to put it out.

Then the discussion fell into lines of speculation concerning "look outs" in high places, and Mr. Sherrard, lookout on Mt. Hood, said to be the highest lookout point in the world, made an interesting little talk.

He said that he could locate fires sixty or seventy miles in clear weather very well, but in cloudy weather the old time patrol had to be depended upon.

This afforded an opportunity for Judge Flewelling to say that it was obvious that the lookout system ended when the lookout could not look.

Mr. Sherrard said that in the service they used primary and secondary lookouts—the secondary lookouts located on points of secondary altitude to the primary, but, of course, when both plans failed they had to fall back upon the patrolman.

Mr. Langille wanted to know of Mr. Sherrard what his experience had been concerning the air currents on the lower levels forcing up columns of smoke through the mist during the times of day when the sun was low.

Mr. Sherrard thought that the fire would have to be very large for that to be depended upon.

At this point Mr. Sherard refered to the fact that the ability of certain lookouts to see fires was born with them, and that it was a great deal a matter of practice and familiarity with the territory.

Mr. Langille here made an interesting talk, suggesting that a combination of all available and known means of "seeing fires and getting to them quickly" was necessary. He thought that fire-fighting reserves should be maintained and might be interrelated so that "a mobilized force can be brought to the scene of the trouble with the least possible loss of time."

At this juncture, when the discussion lagged, President Flewelling remarked that if it was a good thing to have a lookout on a high place, it was a better thing to have a MOVABLE lookout to go above all, and so the airship had been introduced into this discussion. Here the chairman introduced E. M. Gott, of Seattle, and an aviator, J. C. Foley.

W. E. Boeing, president of the Northwest Aero Club, had prepared a paper, but was unable to attend, and the paper was read by Mr. Gott.

We print a short form of Mr. Boeing's paper.

"AEROPLANE PATROL—ITS COST AND FEASIBILITY."
By W. E. Boeing.

Prefacing his paper with an outline of the history of flying and equipment used, Mr. Boeing spoke of the application of the aeroplane to forest patrol as follows:

"We will now take up the question of the feasibility of the aeroplane in connection with forest fire patrol. Under clear weather conditions the origin of smoke is very easily detected, in fact smoke emanating from a chimney or bonfire often serves the pilot in determining the direction of the wind near the surface on which he is going to land, as it is good practice only to land coming into the wind. The presence of a minute amount of smoke is readily discernible from the higher altitudes, as it is one of the most conspicuous objects against the land which presents itself to the aviator when at a considerable altitude.

"A pilot can familiarize himself very readily with the country which he has to patrol. A careful study of maps before making his first flight will give him a very good working idea of the country which he is to cover. After seeing the land from the air he should be thoroughly familiar with it, provided he has sufficiently studied his maps.

"The more conspicuous objects which are used from on high to determine location, are railroad lines, highways, streams and lakes. These are all shown on the maps and are very conspicuous from the air. As he becomes more familiar with his surroundings, building or groups of buildings and clearings, after they have turned brown during the late summer and early fall months, will also serve in determining location. It may be interesitng to add that hills and mountains from the greater altitudes flatten out and look like level country, likewise it is sometimes impossible to distinguish between forests and pastures. The aeroplane used for fire detection or fire spotting would be of considerable value in being able to penetrate by observation distant sections of the country which are sparsely inhabited and difficult of access, and where the chief menace probably comes from campers."

After Mr. Gott had read the paper, J. C. Foley took the platform, and was asked many questions concerning the possibility of making the aeroplane practicable for its proposed use.

The examination and the cross-examination of Mr. Foley was a display of timely and ingenious questions, showing the value of the technical mind in all timber affairs. The dialogue will serve for the basis of a special article on the use of the aeroplane in the service.

Mr. Allen showed that he had gone very deeply into the subject from all points; the possible community use of the aeroplane; the expense to be borne by several fire associations, and that it was not contemplated that a great number of aeroplanes be utilized. That the news value of the use of the aeroplane in times of dire necessity, when all other fire prevention and fire-fighting propositions failed, was worth considering; that some possible arrangement should and could be made with the state militia.

It might not appear from the discussion that the use of the aeroplane would become general at an early date, but this publication prophesies that it will be used at a much EARLIER time than the discussion in the Portland meetings indicated.

Following this discussion, Coert DuBois, of the United States Forest Service, told of various methods of improving fire-fighting in the forest by means of apparatus better adapted to the needs of the work, and spoke briefly of wireless telephony as a valuable aid. From his talk we print the following:

"WIRELESS TELEPHONY AND OTHER NEW WRINKLES."
By Coert DuBois.

"Field managers of forest protection organizations throughout the country have arrived almost simultaneously at the conclusion that the science of forest protection, as evolved by constructive thinking and plans projected on paper, need licking into shape in the field. Theory is ahead of practice; plans are elaborated beyond performance.

"The big stride this year, as regards wrinkles, is the ironing of them out. We are progressing beyond the wet wash stage. There has been progress, this year, real progress; but the tools that got the most valuable results were the saddle, the watch, the note-book, and the hob-nailed boot. Study of the operation and product of the protection machine out in the timber, by the designers of the machine, made for economies in the number of men, in their periods of service, for reduction in the number of fires, in the damage they caused, and most in suppressing them.

"But although big and lasting results have come from the inconspicuous work of systematic field supervision, a few spectacular flashes here and there show that the unique American science of forest protection has many things yet up its sleeve. In the fields of communication, equipment, organization and finance, the bright boys are still at work."

In his vigorous practical way Mr. DuBois outlined the experiments in wireless telephony now being conducted by Dr. H. Barringer Cox in the California forests, referred to similar experiments by Forester R. B. Adams, described improvements in field equipment and in organization and in closing said:

"The supervisor of the Stanislaus forest on being asked if he had anything to contribute along the lines of progressive results replied that he had nothing except that he had handled 60 fires which did $7.50 worth of damage at a total cost for suppression of $26.

"Achievement along this line seems to me to be just the answer, and the way to get it is to get out and see if your men in the timber are doing what the protection plans call for, and if not, why not. In my judgment, it will take three years for the man behind the saddlehorn and the telephone to be perfect in the performance of the plans and duties outlined for him on paper. And it is constructive help on the job, that he needs, not letters dictated from a revolving chair."

Following Mr. DuBois' offering the chairman called for volunteers to discuss the subject, and Mr. Silcox said that in district 1 they had gone somewhat into an investigation of wireless telephony, sending an engineer to the Western Electric Co.'s plant in New York to study the question practically, the experts promising that it could be used in the summer within a radius of one hundred miles, and offering to put in an apparatus for trial. He said that they were going to try it out next summer in the Idaho forest.

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It was developed that wireless telephony was not now a workable proposition, and that the ordinary telephone would be depended upon until the wireless experts had proved that what they had was real. With some little protest from Mr. Strathern that ended the discussion.

Secretary Cornwall announced that the city library of Portland had invited all visiting lumbermen who had references to look up to take advantage of its rooms.

The association adjourned to meet Wednesday morning at 9:30 o'clock.

Third Session—Western Forestry and Conservation Association Annual

The Wednesday morning session opened with an announcement by the chair that the meeting would be addressed by W. B. Greeley, Assistant Forester of the United States, who had come especially from Washington, D. C., to deliver his address.

Opening his remarks, Mr. Greeley said: "I fear that my role today may appear to be that of the man with a wet blanket. I dislike to appear in that role, but I fear that perhaps at such times as these when we are all prone to the optimistic, and the future appears to be bright, that it may be the very BEST time of ALL for the SOBER CONSIDERATION of some of the underlying features of the lumber business which go much deeper than the current changes in the output of lumber from year to year." We print Mr. Greeley's paper in part.

THE GOVERNMENT AND THE LUMBER INDUSTRY.
By W. B. Greeley.

"During the last two years or more the Forest Service has been trying to find out what it could about the lumber industry. It has sought to get the facts before the public and the lumbermen both to show whether the public forest policy of the United States goes far enough and also with the hope of being of some constructive help to the industry.

"I feel a deal of reluctance in standing before a body of experienced men who have lived with these problems much of their lives, and appearing to hand down commandments like Moses on the Mount. The Forest Service has no delusion that it is divinely commissioned to tell lumbermen how to run their business. But since I have undertaken to discuss the problems of the industry I am sure you will agree that it must be with entire frankness. Whether right or wrong, I must describe the conditions and possibilities exactly as I see them."

In direct, forceful language Mr. Greeley discussed the stumpage situation; the historic features of western timberlands; the waste consequent upon overproduction, the controlling factor of instability in the lumber industry and the causes therefor, the "stumpage load" as the controlling factor in overproduction; the situation from the standpoint of the public; the extension of public forest ownership; and the need of co-operative development in the industry. He outlined the policy of the government in forest timber sales, saying:

"The policy which I have outlined will doubtless result in the gradual increase of national forest sales, but only as the development of the lumber industry and of transportation and other industrial facilities in the western states calls for it. In periods of depression sales will automatically decrease, as in 1914 when purchases fell off 30 percent. Under such a policy government timber will compete with private timber to a greater or less degree; but there will be no dumping of public stumpage upon the market and no sacrificing of its price—rather a normal, reasonable development of business as dictated by the physical availability of the public timber and the actual demand for it.

"Such a policy can not be of serious injury to the lumber industry. Furthermore, it meets other public interests for which the administration of the national forests is responsible. It will provide a gradual increase in the revenues from the forests, which will in time overcome the deficit incurred in their administration and protection, as well as compensation to local communities from whose tax rolls public timberlands have been withheld."

This paper, with that of H. D. Langille, which followed, were easily the features of the association meeting.

Judge Fleweling said that while Mr. Greeley had addressed the association in a personal capacity, that he thought he—Mr. Greeley—had probably forecast the future attitude of the Forest Service in relation to the timber industry. He invited discussion.

E. B. Hazen said in part: "This is the most remarkable and comprehensive analysis of the lumber industry in all its phases from the stump clear through that has ever been uttered, and if every man engaged in the lumber industry would read and digest this analyzation we would be a long way on the road to working out our problems."

Referring to Mr. Greeley's division of the question in the proposition, Mr. Hazen said the operators were having to fight the battles of the last TWO loads mentioned by the speaker; the problem of the FINANCIAL load being the heaviest of all.

All the assembly—and Mr. Hazen especially—seemed impressed with the revelation that the lumber business had about 100 percent more time to live than had been before prognosticated by the government. Usually life is considered sweet, but the reverse seemed to hold true with the timber owners present.

Continuing, Mr. Hazen read a clipping out of a Sunday paper by Herbert Kaufman, which was very appropriate. The opening and closing paragraphs being:

"You're a squatter occupying ground you can't hold. Only ability can protect your position—there is no other valid title to permanence."

"It is your privilege to run your affairs as you please, but at the modern pace you aren't apt to run far. Wake up before the sheriff shows up."

Judge Fleweling thought that if stumpage was a bad thing to carry for the private individual, that it ought to be a bad thing for the government and called on J. J. Donovan to talk.

Six years before Mr. Donovan had nearly precipitated a riot by suggesting that possibly the Forest Service was not divinely appointed and might possibly learn something about lumbering; but now it seemed really that this service had passed its sophomoric years. He complimented such men as W. B. Greeley and Austin Cary, who had dug deep into our problems "with understanding and with sympathy."

He was surprised at the emphasis which Mr. Greeley had laid upon the bond burden. It was encouraging, too, to hear a representative of the government say that the "menace of great quantities of public owned timber would not remain a danger to a legitimate operator"—that the government timber "will be put upon the market only where there is a real and necessary demand for it."

Mr. Donovan said the tax burden in many cases has been in gross amount greater than the entire cost of the land when considered in ten-year periods. He wanted to know who could remedy it.

A. W. Laird felt grateful for Mr. Greeley's address and Mr. Greeley's attitude as therein expressed "representing" as he had "a company that owns a considerable body of timber, which has been capitalized and which is not carrying a bonded debt." He had also been wrought up over the tax problem. There is not a political campaign in Idaho in which there is not agitation concerning what the politicians call light taxes on timber land. He did not know whether it would be possible to put timber holdings into state control, but it might be possible at some time in the future to so enlighten public sentiment that "timber taxation or taxation of timber lands in our states can be handled by a state body rather than by local politicians, which is our bain."

Mr. Laird said that the complaint had been made that the lumber operators did not advertise themselves as a useful industry in the community as they might do. He thought the question of usefulness was obvious. He had gathered a few statistics along those lines and found that in the last ten years Potlatch Lumber Co. had spent $11,000,000, over $2,500,000 for supplies and $8,500,000 in freights, and that when these facts are considered it DOES seem important "that we should get these things to the public in such a way that they will not have a strong enmity against us."

Judge Fleweling said that he was a born optimist, but that he did not exactly agree with everybody, or, in fact, with Mr. Greeley. He said that it seemed nobody had referred to the inroads of substitutes in competition with lumber. He thought the law of averages was going to take care of the carrying of timber investments and he is going to continue to be an optimist. He thought a great safety valve lay in the establishment of a great export trade. But the domestic trade was the real thing that had to be looked after.

George S. Long made a quite remarkable speech on the question of Mr. Greeley's paper which we have printed elsewhere in this paper, along with Mr. Pinchot's address and Messrs. George M. Cornwall and J. J. Donovan on prohibition. Mr. Long's oration was followed by a vote of thanks of the entire association to Mr. Greeley.

Then the tables were cleared for the report of the "Nation-wide Committee" by H. D. Langille, preliminary report of which committee we printed in our issue of October 10.

In this issue of our paper we will only refer a little to the discussion in connection with the paper of Mr. Langille's, as we have reviewed the paper at large in the editorial end of this issue.

REORGANIZATION OF FOREST INDUSTRIAL ASSOCIATIONS.
By H. D. Langille.

After Mr. Langille had read his paper, Judge Fleweling said that he thought the proposition a "nucleus for the beginning of a new era in the manner of conducting the lumber business and the co-operation of all the agencies going to the good of the industry."

During the reading of this paper the audience occupied itself very attentively with perusing printed forms of the charts Mr. Langille used in his explanation.

In opening his address Mr. Langille referred to the past history of the movement and the committee that had worked with him, viz.: E. G. Ames, Seattle, representing the state of Washington; T. J. Humbird, of Sandpoint, Idaho, representing the Inland Empire; E. A. Selfridge, Jr., Willits, Cal., representing California; Captain J. B. White, Kansas City, representing the southern states, and C. A. Weyerhaeuser, of St. Paul, representing the northern states.

Following Mr. Langille's talk the chairman said that the movement was "not an effort to tear down anything but that it was an effort to construct something out of the elements which we already have on hand."

Mr. Humbird made an enthusiastic talk favoring Mr. Langille's proposition. Before offering a resolution affecting the movement Mr. Humbird said these things:

"Referring a moment, if I may, to Mr. Greeley's paper, I want to indorse everything that Mr. Long has said and add further that I would like to see it adopted, if you please, as both a text book and testament, and I would like to see one hundred thousand copies of it printed and put into the hands of the thinking people of the country at large, and ask that they read it, ponder on it and digest it.

"Then I would like to see a sufficient number of copies of the paper just read, printed and put into the hands of timber owners and lumber producers and those interested in the lumber industry, with a request that they devote the necessary time and attention to not only reading, but digesting the plan proposed and giving it serious consideration. To some what has been proposed—because of the large issue affected—may seem Utopian; to me it does not seem that way.

"I am frank to say that it seems not only the proper thing to do but the very logical thing to do, if we are to keep up with progress along the lines made by other industries of not near so great importance.

"Let us get out of our minds the thought that this is impossible. All things are possible, gentlemen. Let us make this possible; let us bring it to pass. Let's lend our influence to making plain to our fellow timbermen and lumbermen the needs of such action."

Then Mr. Humbird offered the following resolution, which was passed unanimously:

"The Western Forestry and Conservation Association in annual conference assembled has listened to the report of the 'Nation-wide Committee on Reorganization.'

"Its message is inspiring, impelling and full of the urge of action.

"It points directly to the greatest need of the lumber industry and of natural conservation.

"It crystallizes the individual thought of the various elements of the industry.

"It opens the way for unity and solidarity in all phases of local and national effort in behalf of our forests and their best use.

"To the end that this splendid movement shall not halt, we recommend that the president of this association shall appoint a committee of five to

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present the report of the 'Reorganization Committee' to the president and trustees of the National Lumber Manufacturers' Association urging that a campaign be undertaken among all lumber and affiliated associations to the end that their support shall be enlisted and carried to its ultimate fruition."

Secretary Babcock spoke to the question in such form and shape that we desire to quote him verbatim for part of his address:

"I always have a sort of feeling when talking to a group of lumbermen that may attend a meeting of this kind, that it must be similar to what I imagine was the feeling of the ministers that I used to listen to when they were tirading against the people who did not come to church. It seems to me that those who come, as a rule, are the ones who are doing the thinking and the supporting. Mr. Langille has offered a paper which is indeed very convincing in its plan of solution of the many problems that are before us. I wish to say in regard to the West Coast Lumbermen's Association organization that what we need, gentlemen, is not reorganization, but support of the present organization. About a year or so ago we performed the necessary formalities of reorganization to provide for all that is outlined in this plan. We branched out from the form of lumber manufacturers' organization and intended to embrace the timber owners, loggers, and other branches of the industry. We provided such formalities in our by-laws as required in the case of a corporation. We changed the name so that the word 'Manufacturers' should be eliminated, and started out to accomplish all the things that are set forth in this chart. But an association runs up against the very practical problem of meeting its payroll, very much as a lumber manufacturing plant has to meet its payroll, and in meeting its payroll I include performing its functions of promotion. It is not a case of doing all of these things and then hunting for the money to pay for them. It is a case of getting the money and then doing them. Unfortunately, we cannot change human nature. Unfortunately, we have not been vested by a divine visitation so that the individual has been so changed that he will come through with the necessary money. I am an optimist, the same as the chairman. If I were not I would have quit this job long ago and gone to work.

"Those are the men who do not attend these meetings. They are the men who do not read these papers and will not read them.

"Now when it comes to the question of getting necessary money, the Old Guard has been coming through year after year. It has always been the case. Then we approach the other manufacturer or timber owner and he says, 'Do you think we are going to support a timber organization that is built for the benefit of those few men?' when as a matter of fact the few men are putting up the money. We have in the West Coast association attempted these things and we are accomplishing them, insofar as our funds provide. We have started out to try and educate the people so that the people would be sympathetic with views of intelligent legislation. We figure that it is going to take years to accomplish that."

Mr. Babcock followed the above part of his talk with some specific representations concerning his particular association and the way they did business, which was very interesting.

Dr. Frank R. Rutter, who has come out from Washington to represent Dr. E. E. Pratt, was called to the platform to speak to the question the point of which was that the government desired in dealing with the lumber trade to have one body to which it might speak with authority and that "can advise us wisely, that can point out the real needs and the sentiment of the industry." Dr. Rutter thought that the general "proposal to have affiliated organizations was most admirable."

The chair called on A. W. Cooper, who said: "There seems to be too much of a tendency at present for every new phase of activity to be organized as a separate proposition instead of building up the machinery and organizations which we have" and that it "does seem as though we should get busy and overhaul the machinery that we have and see if we can not effectively get the necessary machinery for active co-operation."

Mr. Long thought the thing could be done and he agreed with Mr. Humbird that "you cannot call them Utopian," but that "the great big question usually is that when we put together a finally organized theoretical scheme that so many of us sit back and say, 'Well, let George do it.' What you need always and forever in every organization is the original pep, that the man put into it who is right NEXT to it."

Mr. Long thought further: "This scheme is an idea, but it must have woven in it every element of strength, activity and interest now present in your local organizations." The chairman wanted to know what effect such an organization would have on the marketing organizations in lumber. No one volunteered.

The chairman wanted to know how the patrol associations were to come under the newly proposed roof.

Mr. Chapman thought it would "not defeat the movement in any way if the patrol associations at the beginning were not included in the proposed new organization."

A TELEGRAM FROM R. H. DOWNMAN.

At this juncture George M. Cornwall, secretary, read the following telegram:

"Washington, D. C., Oct. 25, 1916.

"E. T. Allen, Forester,
Western Forestry and Conservation Association.
Portland, Oregon.

"I wish you every success in the meeting which you are holding. I wish to express through you to the conference my heartiest support personally and as president of the National Lumber Manufacturers' Association, of the Langille report on association work. I regret exceedingly my inability to be with you, but I will see you very soon with a committee which shall leave Chicago on November 10 for the Pacific coast country.

"R. H. Downman, President,
National Lumber Manufacturers' Association."

This telegram was received with great applause.

The following committee was appointed in accordance with the Humbird resolution: H. D. Langille, chairman, Oregon; T. J. Humbird, Inland Empire; J. H. Bloedell, Puget Sound timber owners and manufacturers; George S. Long; E. A. Selfridge, Jr. The association adjourned until 2 o'clock.

Fourth Session—Western Forestry and Conservation Association Annual

When the association met in the afternoon M. A. Grainger, chief of the British Columbia Forest Service, delivered an address. In part he said:

WHAT BRITISH COLUMBIA IS DOING TO HELP THE LUMBER BUSINESS.
By M. A. Grainger.

Having graphically described the effect on forestry work in British Columbia of the loss of men by enlistment in the army, Mr. Grainger said:

"I do think there is one thing that can fairly be said about our province. The forest resource is of such obvious importance, forest revenue is to such an extent the backbone of our public finance, and the ups and downs of the lumbering industry are so immediately and so acutely felt by the public treasury and by all our citizens, no matter what their business, that both government and people realize far more effectively than in other countries that the disorganized condition of a basic industry like lumbering is by no means a private business matter to be remedied merely by the men engaged in that industry, but that it is also the public duty of each government concerned to deal with it. Because of this general feeling among our people, it has been possible for our forest service to engage whole-heartedly in such matters as constructive lumber market work. You know our position—with 400 billion feet of timber and an annual growth not one-fifth of which is being utilized; with further waste through an investment in mill capacity that is double the market demand; with good timber wasted in every logging operation because it does not pay to take it out; conditions similar to those with which you contend on this side of the line. Forest conservation with us can only come through full development of the market for our lumber products and through the proper adjustment of production to demand.

"We have begun by attacking the simplest and most straightforward of these two problems because in market extension we could get action without delay and secure immediate cash results.

"Our efforts have been made in three markets: Overseas, in the Canadian prairies, and in eastern Canada. Our publicity work is carried on by the usual methods—exhibits, advertisements, correspondence with buyers, distribution of pamphlets and samples, co-operation with government departments in other parts of the empire, and active, personal work by special representatives in the markets themselves. All this is aimed firstly at every agency engaged in handling lumber or influencing the distribution of lumber; secondly, at the general public, the consumer of lumber. * * * In the European war observation officers are placed up forward in the firing line in order to signal information to the artillery miles in the rear. Our lumber commissioners have a similar duty—it is their business to inform themselves concerning large contracts for construction, building operations, lumber inquiries of all kinds in their districts—and to notify our mills at once. They are not a lumber salesman, they are merely an intelligence officer. But mark one thing, which is this: The value of all this work depends entirely on the enthusiasm put into it, and the thoroughgoing and effective way it is carried out."

President Flewelling thought that Mr. Grainger's paper illustrated that the British Columbia people were working along lines similar to the forest interests in the United States.

The chairman introduced at this point Dr. Frank R. Rutter, who read the paper provided by Dr. E. E. Pratt, chief of division, Bureau of Foreign and Domestic Commerce, Washington, D. C.

We contemplate printing Dr. Pratt's paper in full at a later date but in this issue will only print it in part, as follows:

"AFTER THE WAR" PREDICTED TRADE SITUATION AND HOW TO MEET IT.
By Dr. E. E. Pratt.

Before Dr. Rutter began his address he read a telegram from Dr. E. E. Pratt saying that the oral examination for trade commissioners to represent the lumber industry abroad had been very satisfactory, nineteen applications having been made for the oral examination, but that the board thought final settlement of the matter should be postponed until December, which had been ordered.

Much interest was manifested in Dr. Pratt's address, because of the importance of its subject and because of the value attached to his opinions. The address will be published for the benefit of our readers in a later issue. Here we quote his words on co-operation among lumbermen:

"Finally, let us emphasize again the necessity for co-operation among the lumbermen themselves, and secondly, the necessity for co-operation between the lumbermen and the various government agencies. I am sure that the government is willing to do its part. The Department of Commerce, through the Bureau of Foreign and Domestic Commerce, which I represent, has already shown its interest and its willingness to co-operate with the lumbermen. We have already made extensive investigations of the lumber markets abroad, to which I have already referred to, especially in the Far East and in South America. We are willing to go on with this work, and it is our intention to bear at least one-sixth of the cost of this European investigation. The other government departments have taken an active interest. The work of the Forest Service is too well known and too favorably known to need any comment whatever. The Federal Trade Commission has, as you know, gone into this subject thoroughly and has studied the problems that you lumbermen have brought before it. I think I can confidently say that the administrative departments of the government will do everything in their power to assist the lumber industry. I believe that the agencies that are being formed by the various lumber associations through which to export their products mark the beginning of an active campaign to secure a fair share of the world's markets for lumber. Confidence in yourselves and in your product, a confidence that is entirely deserved, will, with united action, gain you a very large market for perhaps the most important single product of this country."

Dr. Pratt's paper was well received.

J. H. Bloedel at this juncture announced the recently organized company which had been put together for handling lumber to foreign markets. He considered that such action was consistent with the advice from Washington. They had not yet succeeded in getting the 100 percent capacity, but such capacity had agreed to join. He thought more attention, too, should be paid to the domestic market, and said that what he had to say was in the nature "of an appreciation on the part of the lumber industry of the Pacific coast for the efforts

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the Bureau of Foreig.. and Domestic Commerce is making, not to help us in foreign markets but to encourage co-operation among ourselves, which, the Lord knows, we need."

In the course of his talk Mr. Bloedel complimented Mr. Greeley also and paid his respects likewise to the Federal Trade Commission. Mr. Bloedel was followed at length by Major E. G. Griggs.

We are printing in another part of this issue both Mr. Bloedel's and Mr. Grigg's remarks.

Mr. Laird wanted to know if there would be investigation which pleased it more or was more unique, viz.: the government and an industry working side by side in a common cause. Mr. Griggs wanted to know if the department had contemplated an investigation of the taxation of timber. Mr. Rutter thought not, considering the present appropriation of the bureau.

Mr. Allen informed Major Griggs that the Federal Trade Commission had under consideration a "tax study." Then the association went into a discussion of ways and means of paying for the service of trade commissioners.

industry is within ourselves, and if we have not got the stamina to bring ourselves out with the aid of the government, we will not be entitled to very much sympathy. Some of us in the past have thought that business was shackled, and a great man has recently said that he is going to unshackle it. If we get unshackled business it will then rest with us to make it a success, and then all these problems in the shape of wet blankets will be lack of dollars and cents."

Dr. Rutter wanted the gentlemen present to express themselves on the South American situation.

The "Resolutions" Passed at the Annual Meeting of the Western Forestry and Conservation Association October 25, 1916, at Portland, Oregon

The Forest Industry Conference, being a conference of all Pacific Coast forest agencies, private, state and federal, as well as the annual meeting of the Western Forestry and Conservation Association in which are allied the private co-operative patrol organizations of Montana, Idaho, Washington, Oregon and California, that spend several hundred thousand dollars annually to protect 20 million acres of forest and one-fifth the nation's entire timber supply, hereby adopts the following resolutions:

FOREST SERVICE:

We commend the practical and progressive work of the Forest Service in protecting the National Forests from fire. It has added much to the modern science of forest fire prevention. More liberal expenditure by congress is necessary, however, if it is to guard the public's forest resources properly and commensurately with the protection given contiguous private lands.

WEATHER BUREAU:

The forecasting of weather conditions conducive to fire has proved a public service of tremendous practical value but is still imperfectly organized for lack of men and instruments. The forest and water resources demanding this protection are so vast and so vital that we feel congress should provide at least $10,000 a year exclusively for this work.

WEEKS LAW:

We have found the allotment of funds under the Weeks Law, for the protection of forested western watersheds outside the national forests, to be perhaps the most practical and effective means not only of stimulating state effort but also of cementing private, state and federal protective effort into a harmonious and efficient whole. Its value to the government in these ways is immeasurably beyond its cost. We plead earnestly that it be considered an experiment no longer and that it be made a continual annual appropriation. We pledge our co-operation and support to insure its economical and advantageous expenditure. To this end we also advise an early understanding as to the pro rating of state and federal funds which will better take into account the variation of seasonal requirements and the variation of state systems.

CO-OPERATION IN FIRE WORK:

Nothing has been more conclusively proven by experience than that efficient and economical forest protection requires the closest relation between federal government, state and private systems. We therefore urge that our state legislatures and forest departments continue to develop co-operative machinery, and also support every outside step towards the same end. Appropriations and forest laws should always bear such federal and private co-operation in mind, for the best interest of the state and its citizens demands promoting and utilizing it to the fullest extent. We hold that the best and cheapest protection will always be obtained when the three agencies work together as a board of forest welfare, each spending its due share under a plan in which each has equal voice. We endorse and urge legislation similar to that enacted in Oregon requiring all forest owners to do their share in patrol and removing hazardous conditions.

AEROPLANE PATROL:

Since the value of aeroplanes in forest patrol has already been demonstrated and since there is also much public interest in increasing this arm of military defense on the Pacific coast, we believe the time is ripe for co-operation between forest protective agencies and those engaged in promoting aviation. We believe selected patrol associations can well afford to contribute toward joint experiments to test the value of this work in our territory.

CANADIAN CO-OPERATION:

We are particularly appreciative of the cordial co-operation in all forest protective matters we have received from British Columbia and the Dominion of Canada and desire also to commend in the highest terms the effort of the British Columbia government to place forest industry on a stable basis and to educate the public in the use of wood.

GOVERNMENT AND INDUSTRY:

We regard as epochal in American forest history the present attempt of our government, through the Forest Service, the Federal Trade Commission and the Department of Commerce, to meet our industry with a helping hand and to establish a comprehensive far-seeing public policy for mutual betterment of industry and nation. Impressed with the thoroughness and sincerity of the effort of these government agencies to help us solve our troubles, and realizing that many of these can be solved only after much further study and co-operation between ourselves, government and public, we endorse heartily the suggestion which has been made for some machinery, of the nature of an advisory board, by which the united industry and the government can continue to work together with the greatest harmony of constructive effort.

USE OF FOREST RESOURCES:

We believe that the depression and instability of the lumber industry is largely due to pressure arising from the carrying of its raw material. Division of ownership, as between public and private, does not alter the basic premise that it is all one national resource and should be cut or held to the best national advantage. We therefore emphasize that the forcing upon a glutted market of national forest timber not needed for local consumption and which can most advantageously be carried for the ultimate consumer, in order merely immediately to recompense the federal treasury, would be an economic mistake tending to the waste of the greatest of our national resources and to further unsettlement of price and wage conditions and of general prosperity. We hope that no pressure to this end will be brought upon the Forest Service.

EDUCATION IN WOOD USE:

The average individual knows little of the technicalities connected with the use of wood, although it is one of the commonest commodities. In building the simplest structure, unless he employs professional assistance, he is handicapped by ignorance of grades, qualities, patterns and specifications. We urge that the Forest Service, by means of simple and authentic publications designed in the interest of the ordinary consumer, help to remove this inability to use intelligently one of our commonest resources.

FOREIGN TRADE:

We appreciate and endorse the effort of the Bureau of Foreign and Domestic Commerce to promote export trade in lumber, and trust that the industry on this coast will give it hearty support by helping to maintain the necessary agents and by meeting trade needs as they may arise.

COUNTY CO-OPERATION:

We hold that, since counties have an abiding interest in forest welfare as a major source of revenue and employment, they should be among its most studious promoters. We appeal to them to support the protective laws by rigid enforcement, to seek equality and justice in taxation in order to preserve this source of revenue rather than destroy it, and to study and support the uses of local wood products in county construction to the fullest extent. We also urge county officials to see that roadsides are kept clear of inflammable debris and to enjoin this upon road builders working under county contract.

TO PROMOTE SHIP BUILDING:

Since western ship building directly utilizes our resources and our labor while at the same time increasing the facilities for sending our products to the world's markets, we recommend to manufacturers' associations, governmental agencies and the press that they assist its stimulation by giving wide publicity to the merits of Pacific coast woods for ship construction.

We commend the work being undertaken by the committee on standardization of business methods in forest fire protection and feel that a wide field exists for economy and efficiency in our work through all taking full advantage of problems solved by each agency.

We urge full support of the broader phases of protection work by each agency benefiting, to the end that such work may go forward unhampered for lack of funds and that the cost to individual organizations may be minimized.

The representatives of the industry from Montana, Idaho, Washington and Oregon meeting to discuss questions vital to its very existence, deplore the spirit of individualism and aloofness manifested by the absence from such a conference of any representative of the industry from California. We urge upon the lumbermen and timber owners of that state the absolute necessity of co-operation between themselves, their industrial confreres of the whole Pacific northwest and the agencies of the federal and state government.

anything like good results with government aid without more perfect organization. It seemed to him that we are drifting to something larger and better. He had been interested in what the Department of Commerce was intending to undertake in sending trade commissioners abroad but he thought we should have organizations that are a real entity in order to get the benefit.

Dr. Rutter thought that the department had never approached anything in the way of an in-

It is gratifying to know that J. H. Bloedel said: "So far as the west coast is concerned, I can say to you unqualifiedly, Dr. Rutter, that it will pay its share willingly, and the West Coast Lumbermen's Association and the new exploitation company, I am sure, will see that the money is raised."

Judge Fleweiling said, to sum up the matter, he thought they had gotten back to where they had started and that: "The salvation of the lumber

Mr. Baxter of San Francisco was called on and said the greatest difficulty in export trade was getting ships. He believed, too, of course, that the exporters should be more aggressive.

Dr. Rutter wanted to hear from others and Mr. Laird thought that the trouble chiefly about the export trade was that not enough lumber manufacturers had been in it, which is an example of very bad merchandising; and that while we have thought that we were in the export business we

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had only been selling cargoes at ships tackle and SOMEBODY ELSE had been in the EXPORT BUSINESS.

Mr. Kirk, Mr. Clark and Mr. MacMillan of Canada all spoke to the question, and at length. Mr. Clark had found the situation exactly as Roger E. Simmons had reported it previously, and especially devoted himself to explaining the dense ignorance of the South Americans on the building question and that the lumber business of the United States had never taken any pains whatsoever to educate them, but on the other hand he had found in every town the United States Steel Co.'s men showing them how to use "their iron." He thought South America needed a great deal of evangelizing.

Then the congress drifted into by-play and slyplay and political passages at arms between Canada and the United States. It was all very lovely and forensic but had very little to do with conservation and forestry, which—without any desire to criticise anybody—is what the purpose of the association is supposed to be.

Mr. Donovan made an eloquent talk in which he said he admired the intelligence and ability with "which our Canadian friends had succeeded in fooling the gentlemen at Washington; that we $2 a thousand higher than it is on the American side of the line."

At this juncture the chairman asked Mr. MacMillan "to go after Mr. Donovan" and he did, SAYING:

"I wish to congratulate Mr. Donovan on his good luck; he has only had to close his office; if he will go to Vancouver he will see we have closed our mills, which is a whole lot more serious. And again, if he will just look up the record of importations in that estimable family journal published here, he will find we imported from Oregon and Washington three and a half million feet of Douglas fir in Vancouver; and I think that shows where we stand. So long as you sell your cargoes at nine dollars and we get twelve, we can't be said to be doing anything to take your business away."

Then the chairman put Mr. MacMillan on the stand to talk about the odd things he had picked up in his recent tour around the world. Mr. MacMillan said several interesting things about creosoting material; that India is now short 10,000,000 railroad sleepers, that India had had several very bad cargoes of sleepers in the rush of getting out some sample cargoes and he thought Douglas fir was in a worse condition than ever before in the Indian trade. If those cargoes had been handled just so long will the foreign demand remain a negligible quantity."

Mr. Griggs said that the creosoting people were just as interested in "developing the right kind of business as the lumber people and the fact that some failures occur on ties alone because of certain specifications the creosoting companies should not be condemned."

Mr. Brown said that in the interests of the exporting company that all export commodities must be standardized and that the government should see that every cargo that goes out is of that type.

As the discussion spread away from what Mr. MacMillan started the chairman called a halt and at this point Secretary Cornwall read the resolutions that had been created to express the ethics and program of the association, which we print elsewhere in this article.

The report of the nominating committee was as follows: For president, A. L. Flewelling; for forester, E. T. Allen; for secretary-treasurer, G. M. Cornwall; for vice-presidents, A. E. Boorman, Montana; A. W. Laird, Idaho; E. G. Ames, Washington; G. B. McLeod, Oregon; R. D. Swales, California. For trustees, C. A. Weil, Montana; T. J. Humbird, Idaho; George S. Long, Washington; H. D. Langille, Oregon; and E. A. Selfridge, Jr., for

George S. Long's Address at Western Forestry and Conservation Banquet Portland, Ore., October 25, 1916

Mr. Toastmaster and Gentlemen: The history of the United States for the past hundred years has been a wonderful history. Nowhere else, probably, and at no time, has there been such a development as has come to this country. Nowhere else, probably, and in no age, have there been a people who have seized their opportunities as they have in the United States. In no other place, at no other time, have the rewards been so great as to those who were favored with living in this country. Prosperity, Happiness, Civilization, Comforts, have walked hand in hand in one continual procession in the annals of our country for more than a hundred years.

Nature has been so prodigal, opportunities so numerous, that we all have shared alike in that wonderful development, and the lumberman has taken his part in that development and has had his full share of that prosperity.

During the past years there has come to the lumber industry a new epoch, an epoch that has brought more or less confusion to those who, in times previous, have trod along paths comparatively smooth, and in ways that led continually to prosperous conditions. We have, so to speak, in our country, walked along in a kind of FREE-AND-EASY way—in ways of absolute certainty that we are going to be winners in these things which man strives for. The lumberman has borne his brunt of the hard work; he has been courageous, he has been prosperous, he has been rewarded.

In thinking of the lumber industry I always typify it in my mind as a lumberman, a brawny, a sturdy, a virile character, that has gone into the woods and taken all of its hardships, that has taken all of its inspirations, that has met the sunshine that streams through the trees, that has faced the storms that tossed him about, that has met the winter with all its hardships and has come out of it all, a brave, valiant, sturdy worker, typical of our country.

Today that form, that valiant, courageous worker, is more or less mangled. He has been bumped by conditions that are hard, bumped by conditions that he did not fully understand, until he has become almost an invalid, until he himself did not know what was the matter with him. He has literally had to be dragged to the table for the diagnosis of what his conditions were, and he doesn't believe them today. We have had the specialists tell us today what the trouble is, and we hardly believe it. That strong, virile strain, that dominant characteristic of courage and work, abides with him so that he does not believe that the ills are as pronounced as they have been told.

I myself don't believe it.

If there is one message more than another which I would carry to the lumbermen tonight it is the message of optimism.

I believe that we are all right. (Applause.) I believe that we will solve our problems; I believe that if we have been crude, if we have been awkward, if we have been strong, possibly, and NOT alert in our thoughts, that there is in the rank and file of the lumber body of the United States that innate, dominant, courageous, virile strength that will yet meet every issue that can possibly be placed before us. (Applause.)

I have a most magnificent conception of our industry. I claim it is the best in our land. I claim that its workers are amongst our foremost men. I believe that the rank and file of our body possess qualities that are sure to win.

You may be a little awkward; you may not be scientific; you may not understand all of the arts of advertising and of achievement and of salesmanship; but the men who have trod the paths that the lumbermen have trod in the past are not weaklings; they are NOT men who are going to fail to rise to the occasion.

I see here faces that have come down from that good old stock of lumbermen who came from the state of Maine! Men, who fought EVERY WAY right down the line, when you had to be courageous, when you had to be economical, when you had to be workers. What are you sons of the state of Maine going to do? Are you going to halt and say, "I cannot do what my forefathers did"?

Tell me, you sons of the old Michigan and Wisconsin lumbermen and Minnesota lumbermen, did not your fathers have trials, have hardships, have colossal difficulties to overcome? Did they not meet them?

Tell me, you men who today stand in the environment of the world's greatest woodlot on mountain peaks, where everything is harmonious, surrounded by the magnificent forests, and this glorious opportunity—what are you going to do about it?

Can you make me believe that the MAN is NOT going to rise to that occasion, that he is NOT going to match that matchless timber with a matchless treatment?

I say you WILL in spite of the tone that prevailed largely in our conferences, which, while it was hopeful, yet it cast somewhat of a cloud over the difficulties that are ahead of us. In what I have to say tonight I want to impress you with the thought that I BELIEVE, with ALL my heart, that we are going to rise to the occasion and meet all of these issues and make lumber the true and magnificent industry which we in our hearts know it to be, and win out all these problems OURSELVES in ways that are going to be fair, in ways that are going to get results.

Gentlemen, some five or six years ago some of us, who thought we saw the coming of this situation, went to the Forestry Department of the government and picked a man who at one time had been bold enough to tell us what he thought of us, and what he said wasn't complimentary! We went to him and said, "We want you to study our conditions; we want you to tell us the truth; we want you to tell the public the truth; we want you never to misrepresent anything; we give you no commission, except the commission of ascertaining what should be done." We had no underhand work to perform. It was in an epoch when the lumbermen were under a cloud, and we needed to get that cloud lifted, and we have been working patiently and carefully and sanely and honorably in the channels of creating a public sentiment that will be ready some day to listen to our story.

We selected for that purpose E. T. Allen, and how well he has performed that work, how unfettered he has been by any kind of instructions, is well known to those who know the history of the Western Forestry and Conservation Association. (Applause.) Through that avenue we have cemented relations of trust with the public, and also with the government; our plea is heard with sympathetic ears; and it is for THESE reasons we have accomplished much and for these reasons I say there is no task so big but that we will meet it and meet it right, and win out in the game of showing to the world that the lumbermen are not great big lumbering PEOPLE who know nothing at all except the crude work of hard knocks, but that we have grey matter enough to meet the situation and meet it fairly and meet it successfully.

could charter a foreign ship just as well as Canada could and should be able to manufacture—excepting for the tax matter—where Canada is a good deal more lenient with her people in the tax on standing timber." He referred to the imports from Canada being only about $24,000,000 or $25,000,000 and said, "If their goods are to come in at that rate we would like to send a little back occasionally, especially as the present price is about

by a merchandising organization, such as the steel company's, for instance, and had been accompanied to India by persons familiar with creosoting and requirements of their railroads, everything might have gone right. Mr. MacMillan urged a closer knowledge of all foreign requirements everywhere, and he said "as long as business is represented to this country through ten or fifteen brokers, who stimulate trade for the volume of it,

California. The report of the committee was adopted, therefore the above named gentlemen were elected.

On motion of Mr. Ames, Dr. Pratt and Dr. Rutter of the Department of Foreign and Domestic Commerce were given a vote of thanks. Judge Flewelling pronounced the benediction of good fellowship and thanks and trusted that all of those present would remain for the Pacific Logging Congress. Adjourned sine die.

Western Forestry and Conservation Association Banquet

The Wesern Forestry and Conservation Association banquet was the real winding up of that congress and was a most enjoyable affair, replete with song and story, the twinkling feet of dancing maids, the eloquence of men and the ring of joyful song.

This banquet was in charge of C. S. Chapman and in the arrangement Mr. Chapman had intimately associated with him Coert DuBois of San Francisco.

The banquet was given by the Oregon lumbermen for the delegates to the Annual Forest Industry Conference of the Forest Protective organizations, composing the Western Forestry and Conservation Association at the Portland Hotel, night of October 25. G. B. McLeod, of San Francisco, was toastmaster. After the coffee had been reached, Mr. McLeod said:

"Members of the Western Forestry & Conservation Association, and friends of the lumber industry of Oregon, I have a great pleasure before me, and a privilege. Before proceeding I think it all right to recall some of the experiences that we have gone through in arriving at a state of affairs where we can gather together such a body of men as this in the movement for forest conservation and all of the elements that go towards betterment of the lumber industry.

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"I remember in the fall of 1904 how hard we tried in this state to crystallize a movement to get through the legislature in 1905 a bill for protection of the forests. Our friends in Washington were likewise engaged. They were more successful than we were. They were able to have the first forest protection law passed by the legislature of Washington in the legislature of 1905. By great effort I remember we raised something like one hundred and thirty-five dollars in this state to do something along that line. Our efforts proved abortive. We were not able to accomplish anything in that legislature, but in 1907 we also got through our first forest fire law. That law provided that we would have two hundred and fifty dollars a year for two succeeding years for state co-operation along the lines of forest protection. So I think that is a lesson to us all. Sometimes we are discouraged and things look black. When we think that in ten years so much has been accomplished, if we can go on with the increased ratio that we have had from the beginning, the next decade we ought to really arrive at something tangible and worth while. So it is a great pleasure for me tonight on behalf of the lumbermen of Oregon to welcome to the city of Portland and to Oregon the members of the Western Forestry and Conservation Association." (Applause.)

"President Flewelling: Gentlemen, I have been the end man of this minstrel show for the last two days. I have pretty nearly run out of expletives—whatever that is. Today Mr. Long told me that he thought the lumber business had got into the condition of the man who tried to put five gallons of water into a four gallon jug. Now, I have been drinking ice-water here all the evening and I feel just like that four-gallon jug, so I am running over.

"We are destined in this country, in the next few years, to get a vast experience. We have become very provincial in America, and we thought we knew the whole thing and knew more about business and enterprises of all kinds than anybody else in the world, but we will find out we are mere children when we get out into the world's markets and try to capture them.

"Two years ago I had the pleasure of helping to entertain a delegation of heathen Chinamen, who were traveling through this country for pleasure and profit and who were looking into the possibilities of trade with this country. One of the men that I had the pleasure of entertaining for a couple of days was the so-called John D. Rockefeller of China; and if you cut off his pigtail and took off his pajamas he was a real man; (laughter) and in business he would give us all a run for our money.

"We spent two or three days very pleasantly together and he got me to promise to come over there and build a railroad and in the end we gave them a banquet at the New Davenport Hotel, and at this banquet this Chinaman was very entertaining. He told me all sorts of stories about his country and about the genealogy of his race and about the ruined temples and the ruined walls and the departed glory of his country, and at the banquet each one of these Chinamen did a stunt of some sort.

"One or two of them were educated at Yale and Harvard, and they made some good speeches in English, but there was MY Chinaman who was very profound; and always talked to me through an interpreter; and his stunt was to give a recital, a song of the grand opera of China, which was four thousand years old. Well, I can't describe it, but that song, that weird music, has stayed with me all of this time and I have been trying to place it. This occasion brings it all back and it has just occurred to me where I heard it before I heard the CHINAMAN sing it. I heard Scotty McKay sing the same thing at Tacoma." (Laughter.)

Following Judge Flewelling, Toastmaster McLeod introduced the Editor of the LUMBER WORLD REVIEW, saying, "He is a pioneer in lumber journalism and one whom it is a pleasure for us to have with us tonight."

Mr. Johnson compared the non-scientific "rule of thumb" methods of other years with the scientific days that are now upon us, referring incidentally to the old-time lightning-rod agent, through the medium of Will Carleton's poem, "The Lightning-Rod Dispenser," and drawing a contrast with the SCIENTIFIC lightning-rodding of the present.

He told the parable from McGuffey of the "Farmer and the Larks," and said that the lumbermen of the present day were now ready to do things for themselves in connection with the Federal Trade Commission, the Forest Service and the Bureau of Foreign and Domestic Commerce, as did the farmer of old, when, himself, finally concluded to "cut the wheat."

After the singing of many songs George S. Long of Tacoma, as is his annual pleasure and duty, summed up the work of the congress in a ringing speech which we print in full elsewhere in this paper.

Scotty McKay, who had been humorously maligned by Judge Flewelling earlier in the evening, had HIS inning and insisted that the language in which he had spoken at another banquet of this association was not Chinese but Gaelic, the language that ANY Highland Scotchman would know had been "spoken in the Garden of Eden." Following which Mr. McKay sang a German dialect song and the banquet adjourned.

Annual Session of Pacific Logging Congress

The Eighth Annual Session of the Pacific Logging Congress convened at Portland, Ore., at 9:30 a. m. Thursday, October 26, 1916. President W. W. Peed was in the chair and delivered the following address:

ADDRESS OF W. W. PEED, PRESIDENT PACIFIC LOGGING CONGRESS.

"Gentlemen: The Pacific Logging Congress has passed its seventh milestone and we come to the opening of the eighth annual session. For myself I have often wondered just what was the origin of the congress. It may be of interest to you to know that this gathering today is the outgrowth of a conversation, held in Seattle in 1907 or 1908, between our secretary, Mr. Cornwall, and Mr. English. It is doubtful whether or not at that time they realized that from this conversation there would develop an organization which would become such an important factor in the lumber industry as this congress bids fair to become. To these gentlemen is due I think a generous measure of appreciation and thanks of the logging fraternity of the Pacific coast.

"When I say that the Pacific Logging Congress is an important factor in the industry, I believe I do so advisedly. If this organization went out of existence today, the effect of what has been accomplished at the previous meetings would be felt in the industry years hence. You meet here on a common ground and discuss conditions, methods and even go into cost details which have heretofore been held confidential. As a result of these discussions, the logging end of the business is receiving more nearly its just proportion of careful consideration.

THE PUBLIC ATTITUDE TOWARD THE LOGGER.

"Another phase that should not be overlooked is the effect that these meetings have had on the attitude of the public toward the logger. The need of the industry for capable men of the right type and education, and the opportunities for the right kind of a man, are becoming more generally known, with the result that the work is considered as being on a higher plane than heretofore. More young men are considering it as a business or profession on an equal basis with other engineering professions. Our colleges are recognizing this and have added a course of instruction adapted to the needs of the work and it is gratifying to note that the effort is being made to make this course thoroughly practical.

GEORGE M. CORNWALL, PORTLAND, ORE. Founder and Secretary, Pacific Logging Congress.

"Heretofore, California has been represented at the different meetings by one, two or three. Last year you held your session in that state and I am going to tell you that after the session, one of the most common expressions I heard from the lumbermen of that section was: 'I didn't know the Pacific Logging Congress was like that, and I am going next year if I possibly can.'

GREATER EFFICIENCY TO BE ATTAINED.

"This congress was formed, not as an association for dealing with prices, wages or political questions, but solely for the purpose of getting more efficient results in our work. First, by creating sentiment for the development or standardization of another branch of engineering; second, to create a clearing house for the exchange of ideas relating to our work. In the first case we appear to be well along the way toward successful accomplishment. In the second, however, it appears we have not taken the advantage of the opportunities to the extent it is possible. The machinery for the purpose has been provided, but it is not being used. If it was simply a question of coming to these meetings and listening to the addresses as delivered in the convention, and there was no opportunity for discussion of them around our hotel lobbies or on our excursion, how many of you would come? How long would the congress last? These discussions are the important thing, they do not belong to the hotel or on the train, they are part of this congress, I will say belong to it, and should come out in this hall and be a part of the records of this meeting. The gentlemen who have done their part by preparing their papers going to make up this program, will all welcome discussion of their conclusions. They have from necessity been forced to take only one set of conditions, prepare their papers and draw their conclusions accordingly; they cannot cover a dozen different conditions in one paper; they can, however, tell you wherein the methods might be modified to suit your conditions if you will outline these or indicate what you want. Perhaps some idea you advance may be the means of suggesting to them something they have been looking for to round out their plan. Gentlemen, your committees, and those on this program are doing their part, it is now up to you to do yours. Start something. It doesn't make any difference which side of the fence you are on, start it anyhow. Ask questions. Tell why it will or not work. Don't wait to be called. Even though the secre-

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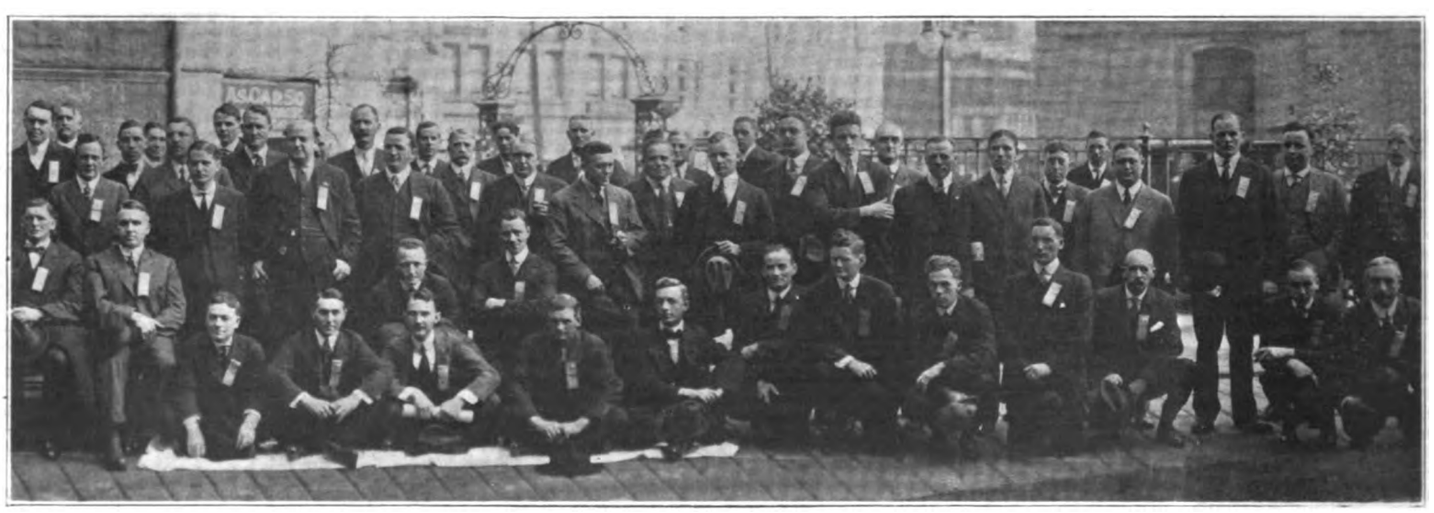
tary didn't put your name on the program, take the initiative and beat him to it by getting it in the record.

"Asking you to bear this request in mind for the next two days, I now take pleasure in announcing that the Eighth Session of the Pacific Logging Congress is formally opened."

Secretary George M. Cornwall then delivered his annual address, which is very enlightening.

"The utilization of the steam shovel for logging purposes has gained considerable headway during the past year. The combination shovel and derrick has found a place in several camps where it has been successfully employed for grading, tracklaying, bridge-building and picking up logs and other uses. A paper on the subject will be presented and doubtless will provoke much discussion.

the efforts of the Pacific Logging Congress, Major Patterson, chief of the Red Cross, was induced to broaden the scope of the work. As a result, Dr. Lipscomb was detailed to cover the Inland Empire, comprising eastern Oregon, Washington, Idaho and Montana, while Dr. M. J. Shields was detailed to cover western Washington district, tributary to Columbia river and western Oregon. The result of the work of these men has been



THE ABOVE THREE PICTURES REPRESENT POSSIBLY TWO-THIRDS OF THE ATTENDANCE AT THE EIGHT ANNUAL MEETING OF THE PACIFIC LOGGING CONGRESS, THE BUSINESS SESSIONS OF WHICH OCCURRED AT THE HOTEL PORTLAND, PORTLAND, OREGON, OCTOBER 26 AND 27, 1916. EASILY THE LARGEST NUMBER OF PEOPLE EVER ASSEMBLED AT A LOGGING CONGRESS AND CERTAINLY A GREAT COMPLIMENT TO THE FOUNDER OF THAT BODY, GEO. M. CORNWALL OF THE "TIMBERMAN."

ANNUAL REPORT OF THE SECRETARY, GEORGE M. CORNWALL.

Secretary Cornwall briefly reviewed the progress of the congress during its eight years of life, and at some length reviewed the year's progress. We quote as follows:

FIRST AID IN THE CAMPS.

"A start was made in 1915 in the state of Washington to interest the National Red Cross in supplying first aid instruction to the men in the logging camps. Dr. Lipscomb and Dr. Davis were assigned for duty in western Washington. Through

indeed gratifying. The loggers take readily to the instruction. An effort will be made to extend the Red Cross first aid work in the camps and mills of the state of California and also through the St. John's Society in British Columbia. There is no more humane mission that can be undertaken in behalf of the woodsman than to teach him how

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to help himself when accident overtakes him. The Pacific Logging Congress believes there should be the closest affiliation between the National Red Cross and the Industrial Accident Commissions of the Pacific Coast states and British Columbia.

LOGGING ENGINEERING COURSES OF STUDY.

"The present year has witnessed the recognition of the distinct place of the logging engineer in mechanical science. The Oregon Agricultural College, located at Corvallis, Ore., has entered upon its academic year with a full course in logging engineering. It is indeed gratifying to note that the professor was chosen from the ranks of practical logging engineers and is a member of the Pacific Logging Congress.

"At the University of California distinct progress has been made in the course of forestry instruction. The courses of study have been enlarged.

"At the University of Washington the Department of Forestry closed a very active and successful year. The courses have been strengthened. Through the exchange of a tract of timber with the Forest Service, it is proposed to establish a logging camp where practical instruction in logging engineering will be given the students.

"At the University of Montana the Department of Forestry has increased its scope of usefulness.

"At the University of Idaho the courses in lumbering have been broadened.

"It is pleasing to note that the logging industry has been helpful in placing students in the forest during the vacation period, thereby giving them an opportunity to secure actual practice.

GEOLOGIST IN LOGGING OPERATIONS.

"Year by year the logging railroad builder penetrates further back into the timber. The length of these lines is steadily increasing. The building of the Columbia & Nehalem railroad, penetrating the divide between the watershed of the Columbia and Nehalem valleys, a distance of 25 miles of main line, and the practical completion of the Valley & Siletz railroad from the Willamette river to the valley of the Siletz, a distance of 40 miles, are examples of long and expensive roads built primarily for log transportation. On the Columbia & Nehalem line a 1,700-foot tunnel was found necessary. On the Valley & Siletz line many bridges had to be built.

"A study of the geological formations along a line may be the means of preventing serious slides which in many cases are the direct result of cutting the toe of a natural slope. The railroads are employing the services of geologists to study soil formations. It is with a great deal of pleasure that the Pacific Logging Congress is able to present a paper on the value of the geologist in railroad construction by H. N. Lawrie, a well known and very practical geologist. The acceptance of the value of a geologist in logging engineering practice marks a distinct stride in logging engineering. We are making headway.

HIGH LEAD YARDING.

"Perhaps one of the most important advances in logging engineering practice is the adoption of the high lead yarder. At this congress papers will be presented dealing with every phase of this practice involving the handling of the partially suspended log and its loading on the cars. The advantages of the combined yarder and loader mounted on a steel car, over the plan of using two separate engines, have been proven. The growth of this practice has followed along the lines of other similar developments. H. B. Gardner of Orchards, Wash., and Jim McNaughton, superintendent of logging for the Canadian Western Logging Co. of Fraser Mills, B. C., operating on Vancouver Island, were among the earliest pioneers of high lead practice. For a time the idea seemed to slumber, to be revived again with greater enthusiasm than ever. The builders of logging engines have worked out very satisfactorily a combined yarding and loading engine, while the block manufacturers have been energetic in adopting rigging suitable for the work. The logger is nothing if not resourceful and the removing of the top of a tree at an elevation of 150 to 175 feet from the ground, cannot be accomplished without some hazard, when it is remembered that the man who cuts the top must get clear before the top "kicks off." To overcome this danger Harry Eagles, superintendent of logging for the Index-Galena Timber Co., Index, Wash., conceived the idea of placing a string of dynamite cartridges around the tree and setting them off from the ground, thus obviating the necessity for the high climber to remain in his aerial perch while removing the tree top.

ELECTRICITY IN THE WOODS.

"The utilization of electricity as a motive power in the woods has not progressed very rapidly but is again being taken up. An electric installation will be made at the new camps of the Snoqualmie Falls Lumber Co. at Snoqualmie, Wash. The subject has been discussed at previous congresses and will be presented at this session. There is no doubt that with the building of commercial power lines, electricity will yet play a part in the logging business of the west, both for yarding and main line haulage.

LOG FLUMES.

"At the fourth session of the congress, held at Tacoma, the subject of building logging flumes was presented. Since that time the use of flumes for transporting logs in the Inland Empire and in eastern British Columbia has gone forward rapidly. A flume some 30 miles in length will be constructed in Idaho. Flume transportation offers an easy, practicable and economic plan for log transportation under certain conditions of topography and availability of a water supply. The problem of utilizing log flumes for the transportation of large logs has not been undertaken until recently. At the present time a log flume capable of handling cedar logs up to eight feet in diameter is being built in British Columbia. The plan of construction is novel but its practicability is assured.

J. J. DONOVAN, OF BELLINGHAM, WASH.

THE DIESEL TYPE ENGINE.

"The utilization of the internal oil combustion engine both as a prime and auxiliary power is attracting a great deal of attention. The economy of this type of power has already given it a secure place in marine practice. Does the logging field offer an opportunity for the successful utilization of the Diesel type of engine? The congress feels that the subject is one of deep interest and a very able paper will be presented embodying the principles of the Diesel engine. The value of the semi-Diesel type of engine for pumping and other camp uses has been demonstrated and the results obtained will be presented. The utilization of the gasoline engine was discussed at San Francisco. There is a place in the logging industry for the oil driven engine which will eventually be supplied. The use of fuel oil for locomotive and donkey engine service is growing. It reduces the fire hazard and is readily available."

Following Mr. Cornwall's address the following committees were appointed: Nominations, Ed. English, chairman: A. H. Powers, Marshfield; Donald McDonald, Everett; J. M. Dempsey and Joseph Irvine. Resolutions, J. J. Donovan, T. R. Olin, B. S. Painter and W. D. Humiston. Auditing committee, George S. Long, A. W. Laird and W. S. Ballord.

The place of the next meeting was left to the executive committee.

Several announcements were made concerning the Logging Excursion and that the alumni of the Biltmore Forest School would have a gathering at the Oregon grill following the Welfare banquet.

Mr. Goodell made an announcement about the Welfare dinner.

GEORGE H. HIMES PRESENTS A GAVEL.

George H. Himes presented a gavel to the congress in a neat speech, saying that he had commenced logging in this territory as far back as 1857 and knew all about the old time methods. He presented the congress with a very wonderful gavel containing 22 pieces of wood, 18 of them Oregon woods, the others foreign, the range of age of the woods being from 1778 up to recent years. The gavel was presented on behalf of the Oregon Historical Society.

This gavel contained oak from Oregon City; Oregon yew from a tree near Champoeg; black walnut from the oldest tree in Oregon near Eugene; guaicaum from a railroad tie used in the construction of the Panama Canal; minta, a Philippine hardwood; apple, from Hudson Bay Co.'s fort, Vancouver; myrtle, from Coos Bay, Oregon; Douglas fir, taken up at a depth of two feet from the site of the first sawmill built west of the Rocky mountains in American territory, six miles east of the present city of Vancouver, Wash., date of erection, 1827; spruce, from Maine; juniper, from Juniper Flat, Ore.; Oregon grape, the state flower; sage, from Vale, Ore.; crabapple, from Chehalem Valley, Ore.; manzanita, from Rich Gulch, Jackson County, Ore.; pine, from Seaside, Ore.; teak, from the steamer Beaver, wrecked June, 1888; rhododendron, Washington state flower; red cedar, from Wa-chaung mountain, near Milburn, N. J.; camphor wood, from interior of China, a thousand miles north of Canton; oak, from an Indian wagon that crossed the plains in 1843; mahogany, from a rocking chair of Dr. John McLaughlin, Fort Vancouver, Wash., 1845; Royal Ann cherry, from a tree in Milwaukee, Ore., 1847.

Following the presentation of the gavel, Paul E. Freydig read a paper on "Felling and Bucking."

FELLING AND BUCKING.

By Paul E. Freydig.

Mr. Freydig described merit system in obtaining increased efficiency in logging and scaling, and the results of the system as tried out by his own company and several other companies on the Columbia river. He said in part:

"The method of marking and scaling the trees will be taken up in brief: The head bucker assisted by a competent scaler, determines the log lengths, drags the head end of the steel tape, and notches the tree where it is to be bucked, calling the log lengths out to the scaler; the scaler holds the rear end of the tape and scales the logs where they have been marked. In order that the work may be posted by Sunday, the falling and bucking week ends Friday night; beginning Saturday morning each set of fellers starts with No. 1, 2, etc., as each tree is felled, marks the number on the butt of the tree, and to keep his tree apart from the other fellers, marks his initial on the butt as well. The scaler takes down on his pad the feller's number on the tree, but in order to get the tree again for the bucker, and to distinguish one week's work from those of previous weeks, he too places his special mark for that week on the butt of the tree; the bucker places his number on each cut and also on a slip of paper; keeps a record of the trees he bucks, to be delivered to the scaler on Wednesday and Friday nights; the record of each tree, by whom felled, bucked, and amount of scale therein, is now complete and always at hand for future reference. It is the head bucker's duty of course, to see that all cuts are properly made.

"The statement, that the logs cannot be scaled with sufficient accuracy in the woods to warrant a system, is erroneous and misleading; it can be done, and to a greater degree of accuracy than is generally supposed, providing of course, that the proper care and attention are given. The logs are scaled but once. It is essential that the notches are cut through the bark to the sap, thus giving the scaler a correct idea of the thickness of the bark; especially is this necessary in big fir timber; also if the timber is large and the ground steep, making unfavorable conditions for holding the scale-stick properly, a plumb bob should be used for getting the proper distance out on the sides of the log.

"Misleading statements have been made, stating that any system that will offer remunerative incentive for faster work and bigger output will tend to cause less care on the part of the fellers in their natural rush and endeavor to secure ad-

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ditional bonus money. With this system, from the beginning the aim has always been to first get increased output by decreased breakage; by scaling a few bad breaks for the fellers you can soon convince them that care on their part will net them and the buckers both more money as well as to increase the output for the yarders."

After the reading of Mr. Freydig's paper the secretary read another paper on the same subject by A. H. Powers, which was as follows:

FELLING AND BUCKING.
By A. H. Powers.

"In our experience of the past ten years we are thoroughly convinced that we have had better results by having the work done by the thousand than by the day.

"For the first three years that we cut timber on the coast we did all our work by the day and it became very unsatisfactory in getting men who would do a fair day's work for what we were paying them, as some men were cutting one-half more than the others and it was impossible to check up on them and get the logs cut at a price we could afford to pay.

"We took the average cost of cutting logs for the three years and deducted ten percent for scaling and put a scaler in each camp of three gangs of fellers and five or six buckers and started to number the trees and measure the lengths that the buckers had to cut them, according to the grade and length of the logs required by the mill.

"We have one head scaler who checks up all of the other scalers at our six or seven different camps and who also takes full charge of all scaling and cutting. He scales up, once or twice a week, forty or fifty different trees at each camp and reports his scale and the camp scaler's scale, amounts given each tree, to the main office for comparison.

"All trees are felled by the fallers, which the camp scaler tells them to cut, and faulty trees which he does not wish to cut he marks cull while standing, so as to not have worthless trees felled in the road of our logging.

"In second growth timber we have paid twenty cents per thousand feet for falling and twenty cents per thousand feet for bucking. In fair ground of old growth fir, we have paid eighteen cents for falling and eighteen cents for bucking.

"We scale full scale at the top end of each log, inside the bark. All breaks are scaled out which makes fallers more careful in falling the timber, as neither fallers nor buckers are paid for any breaks."

This paper was followed by another practically along the same lines, which was put in the record but not read. At least it had to do with the bonus system, and was as follows:

BONUS SYSTEM AND EFFECT ON BREAKAGE IN CHOPPING.
By H. L. Henderson.

"During the last few years the movement for efficiency which has characterized all commercial and industrial enterprise, has very naturally spread to all phases of the lumber industry. Labor-saving devices, utilization of by-products, elimination of waste, cost accounting systems, co-operative buying and selling, expert investigations, time and motion studies, all manner of experimental attempts have been made to ascertain the source of economic leakage. In the logging department, efficiency perhaps finds its greatest device to be the bonus system, variously applied to the felling of timber, the sawing of logs, yarding, hauling, milling, even to camp foremen and cook houses.

"All efficiency devices and particularly the bonus system are of course responsible at the bar of experience in the long run, and it shall be my purpose in this article to set forth results of fifteen months of experimental application of the bonus system to the felling of redwood timber in Humboldt county, California, with particular reference to its effect on the vital question of breakage."

Mr. Henderson clearly described the working of the bonus system as applied to his company's logging, giving figures to illustrate. He said in closing:

"Thus by a combination of extra physical exertion with mental energy and skill, the choppers have been enabled to increase their output, and consequently to raise their wages materially. The inefficient have automatically eliminated themselves. If a man does not desire the bonus and is willing to do an average day's work, he may. Thus the men have everything to gain and nothing to lose under the bonus system. I feel certain that the company has profited, getting better falling, done cheaper, with practically no increase in the breakage. So I feel that we are justified in contending that the bonus system as applied to felling of redwoods, benefits both employer and employee, while at the same time neither party is injured."

DISCUSSION OF THE BONUS SYSTEM.

The chairman thought all these papers were worthy of thought and asked for discussion.

R. W. Vinnedge said that it was stated that deduction was made for breakage, caused either by improper falling or bucking, and did not understand how natural defects in the trees, such as stain, could be handled—whether they would be scaled out or whether the bucker would be given credit for that log "whether it was defective or not."

Mr. Powers said that they were to be given full credit in any case.

Mr. Murray wanted to know what comparison had been made between the actual scale "and the scale taken in the works." He thought it would run from 40 to 50 percent.

Mr. Powers said it would run according to the

J. H. BLOEDEL, OF BELLINGHAM, WASH.

soundness of the timber; at times from 30 percent to 40 percent, and at times in very sound timber as low as 8 percent and 10 percent.

Mr. Freydig said: "The object is to have the woods' scale conform with the river scale as nearly as possible." He thought that the woods' scale, car and river scale at the present time checked within 2 percent.

Mr. Vaughn wanted to know how the woods' logs were taken care of when checking up the river scale when scaling woods. Mr. Freydig said there were two ways of checking up the logs, one by checking up the average for a certain period, the "average river" and the "average woods" scale per log. The other method by checking up the total scale.

Mr. Smith wanted to know the difference in percentage of overrun in the Spalding over the Scribner scale.

Mr. Langille said the Spalding scale is merely an extension of the Scribner scale to a large diameter, and that up to a diameter of 44 inches the two scales were the same.

Mr. Smith said that the figures "on our scale" over in Canada seemed to be away out of reason, that 50,000 feet a day could not be figured as an average to a set of "fallers" in British Columbia.

Mr. McGillicuddy said that in the North Bank Co., since the bonus system was established, it was possible, because of the large average per log, and "because the timber was heavy, and it was semi-old growth fir ranging from 100 years old to 450." In the North Bank Co. they had "an experience with this bonus system," and when they finally abandoned the system they found they had paid for some odd million feet more than they really got out into the river, and he believed that "it was several million feet more than was put into the river and sold."

Mr. Danaher wanted to know if "a faller breaks a tree" as a result of improper falling, that breaks his scale, if he got credit for it, and was told that he did not. Mr. Danaher then wanted to know as to the bucker, and was told that the bucker did not get credit for it, either.

Mr. McDonald wanted to know to what extent the faller was penalized, and analyzed his question by asking if the penalty covered "the falling of the whole tree." Mr. Freydig said that if the log was badly split or broken off the regular scale that a "deduction" was made, and if there is a bad break or split it is "scaled off, of course."

It developed in the discussion that the faller and bucker get credit for the quantity of merchantable logs they get out of the tree.

Mr. McGillicuddy said that the Slade people found the "bucking and falling was costing them too much;" that they had too many men in the operation "for the number of trees they were falling and putting down," so they inaugurated a system of contracting, paid 50 cents a thousand to the contractor, letting him hire his own men and be responsible for all breakage, paying him on the "landing scale," which was checked up monthly with the "actual scale," and found very close. He thought the difference in the two scales by that method was 1 percent or less. Mr. McGillicuddy described the actual procedure and program in the woods.

Mr. Painter wanted to know of Mr. McGillicuddy if the price per thousand of the contract included tools, saws, etc. Mr. McGillicuddy said it did, but that the contractor paid the wages of the filer.

The chairman announced that many papers had been offered on the question of "high lead yarding." That four of them would be turned in for publication and one only read, that of F. C. Riley, of the Bloedel-Donovan Lumber Mills, Alger, Wash.

Before chronicling the discussion we will print Mr. Riley's paper, and all the others of the series.

HIGH LEAD YARDING.
By F. C. Riley, Alger, Wash.

Mr. Riley's paper showed him to be thoroughly familiar with his subject, and his description of the high lead system is complete He rounds out his statement as follows:

"This system increases the number of men a little over the old ground yarding and crotch line leading, but the costs are reduced in proportion.

"It does not follow, however, that this system can be adapted to all conditions and circumstances, nor does it cure all the ills that a logger is subjected to. However, where this cannot be used to advantage, some other than the old ground system will have to be used. One thing is certain: On reasonably level ground or up hill it is by far the most satisfactory system to be universally used, especially when used in conjunction with the duplex loader.

"We hear considerable criticism of the high lead with reference to the danger to the men working around it. I can truthfully say that in every case where a man has been injured around our works since using this method of logging, it was either his own carelessness, or was an instance where the injury was unavoidable and would have happened under any circumstances.

"One thing I will say, however, it is no system for make-shift rigging. Use the very best self-oiling blocks and heavy guy wires and have your head rigger examine the rigging every time he goes up the tree. It doesn't take much longer, and may save some man's life."

Herewith is presented a paper by H. B. Gardner, of the Gardner Timber & Land Co., Gardner, Wash., which was not read, but was passed up for printing.

HIGH LEAD YARDING.
H. B. Gardner, Gardner, Wash.

Mr. Gardiner described the local conditions in logging that confronted his company and the determining factors in choosing equipment. Having visited various camps in the west and in the south, he decided upon the treeing skidder he found in use in the south, and which had proved well adopted to medium sized timber and ground not very rough and the hauls short. He described the machine as follows:

"This machine consists of a yarding engine 10x12 cylinders; front drum geared for power and a rear drum geared for speed; the front drum is

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used as the yarding drum and the rear drum takes care of the haul back line. The drums on this engine are known as wide drums—one drum sets ahead of the other. I prefer the wide drums to the narrow ones, because we find we can get excellent leads. This engine is mounted on a car. The car is swivel trucks and jacks on each corner; directly in front of the engine, and on the same car is mounted a 10x10 loading engine. This loading engine has two drums, side by side drums, and we use the single jack loader. The machine was made by the Lidgerwood Co.

"We prefer the yarding engine and loading engine mounted on swivel truck car to that mounted separately on sleds, because when moving, we merely would jack up the car and turn the trucks and run the car off to one side against the spar tree. This saves putting in a spur, which we would have to do in case we did not have the swivel trucks."

This paper was followed by another that was not read, on "High Lead Yarding," by James O'Hearne, English Lumber Co., Mount Vernon, Wash., as follows:

HIGH LEAD YARDING.
By James O'Hearne, Mount Vernon, Wash.

"High leads, while not known as such, have been in use on the coast in isolated cases for several years, in these instances being used to overcome some natural difficulty, such as putting a bull block on a gin pole or handing it in a tree or get logs up a rock bluff, sometimes being used to prevent excessive wear on rope. Two camps used high leads in practically the same form as they are now, about ten years ago, but it was not until about two years ago that the system began to grow in favor. Now it is the popular method of logging. Some of the advantages claimed for it are: No landings to build; no swamping or sniping; increase in life of lines and increase in output."

Mr. O'Hearne described the high lead in detail, and stated clearly its advantages. His paper is full of interest and information, especially to the logging industry. He said of general results:

"Conditions are so different that it is almost impossible to get at what an average day's work should be. The crew may be doing excellent work in one location getting out fifty thousand per day; while one hundred thousand in another location would be only medium work. Topography of ground, size and soundness of timber, and average per acre are the main factors in determining the output. Medium sized timber standing on the level or where it can be yarded up a slight incline is the ideal condition."

This paper was followed by another on "High Lead Yarding," by C. S. Martin, of the Cherry Valley Timber Co., Stillwater, Wash., which also was referred with "leave to print."

HIGH LEAD YARDING.
By C. S. Martin, Stillwater, Wash.

Mr. Martin's paper comparing high lead and ground yarding was eminently practical. He outlined the general principles of yarding, of safety precautions taken by his company, and gave a comparative statement of costs. He said in part:

"The only real comparison of methods, however, must come back to the question of costs. In that respect I will give you a few figures which will explain our satisfaction with the results we have obtained so far with the high lead system.

"The figures cover the years 1913-14-15-16 and will compare our yarding costs during the three years preceding our adoption of the high lead system with those of the first six months of this vear when using it.

"The ground has been good and has averaged about the same for the four years.

"The average yarding cost for 1913-14-15 was 94 cents per thousand.

"For the first six months of 1916 it has been 82 cents per thousand, a saving of 12 cents per thousand.

For 1913-14-15 our average stand per acre based on actual scale was about 55½ thousand feet.

"This year to July the average on the same basis has been 53 thousand feet per acre.

S. A. Stamm, of the Hamilton Logging Co., at Hamilton, Wash., offered a paper on "High Lead Yarding," which was also ordered printed, but not read.

HIGH LEAD YARDING.
By S. A. Stamm, Hamilton, Wash.

Mr. Stamm recalled the evolution of logging systems and characterized each system in turn. He summarized the advantages of the high lead as follows:

"Saves equipment expense in that we can use the ground yarding equipment with the exception of the purchase of a 36-inch full block.

"Decrease wire rope expense 100 percent; longer life of line account of reduction of amount of the line subject to ground friction.

"Reduces the cost of felling and bucking because the timber does not have to be laid in any particular direction because of the vertical purchase of the spar tree.

"Keeps logs from gouging into the ground and from hanging up on stumps when working within the limits of the spar tree height.

"Saves 60 percent of the landings expense due to yarding both sides of the track from the same spar tree; also on account of longer yarding distance."

DISCUSSION ON HIGH LEAD YARDING.

Mr. Donovan: "Our company, represented by Mr. Riley, has three of these units in use, and the fourth is being built, and while we may not have quite as accurate comparisons as Mr. McDonald has made between the old style and the new, we will have for the next year, and we are confident that this new method is saving us something like 20 percent. We are satisfied, however, when we go to Hoquiam you will find the Polsen logging camp not using the single unit, but with engines down on the ground and loading and yarding entirely separate. I mentioned this to show you that we are not unanimous."

Mr. Murray said that his institution was successfully using the "high lead" with a little different system than any referred to before in the meeting.

Mr. Vinnedge said his company is using the "high lead system" but not the "single unit," for it had considerable difficulty in ridding out spar trees.

Mr. Stewart suggested the use of the core with a small wire center, to avoid the danger of climbers having it broken and falling to the ground from the top of the tree.

There was much talk of very interesting nature, which we must pass over.

Second Session—Pacific Logging Congress

The meeting was called to order at 1:45 by President Peed, and R. M. Fox read a paper as follows:

TOPOGRAPHICAL SURVEYS.
By R. M. Fox.

"The four main items governing timber values, are quantity, quality, logging cost and transportation. These last two are so closely allied that they must be considered together and while they are just as important as the first two, they have been given the least consideration in the past, by either the operator or investor."

Having emphasized the importance of definite knowledge of topographical conditions in an operating unit, and shown by illustration the loss consequent upon lack of such information, Mr. Fox enlarged upon the value of reliable maps. We make abstracts as follows:

"This can all be accomplished by contour maps, for by it we put on paper, in comprehensible form, all the superficial features governing every part of the operation, and construction. Such maps, to be reliable, must be accurate, and they can be made so by the use of proper instruments in the field. By careful study of such maps, the following things can be all worked out and determined, before any actual operations start.

"(a) Properly locate all necessary railroads.

"(b) Determine which are main and which are branch lines, and thus properly construct main lines and avoid expensive constructions on branch lines.

"(c) The amount of timber served by each road, which should naturally govern their construction.

"(d) Enable one to log any part of their tract desirable with the knowledge that the road built to that particular part will be a part of the whole system.

"(e) Approximate cost.

"(f) Pre-determine all grades.

"(g) To know what machinery will do the work at the least expense.

"(h) The kind of railroad equipment necessary.

"(i) Enable the tract to be divided into its natural logging chances.

"(j) To plan the logging operations with the minimum amount of railroad construction and machinery.

"(k) To determine the value of adjacent timber lands by knowing beforehand, the cost and amount of railroad necessary to serve it.

"(l) To pre-determine the possible flow of water in all creeks, after the timber is removed.

"(m) Anticipate in advance, right-of-way necessary, thus making it possible to acquire it before actually needed for construction.

"(n) Plan a complete and practical system of trails and fire lines for fire protection.

"(o) Enable one to plan, work and solve logging problems in the office, in a few hours, which would take days of work in the field and then with no assurance that the best solution has been reached, either in cost of preparation or economy of operation." * * *

"Let me call your attention to two conditions that appear at once on the relief map, which would take more time to see or comprehend on the contour map. One is the steepness of a side of the mountain along the main stream and that the distance across is not very great. It brings to mind at once, the possibility of an aerial logging proposition, reaching a very large area. Then in another place we see a precipice, both of these conditions are on the contour map, the one is indicated by the number of lines and the other by converging of the contour lines.

"The relief map is made in sections, sixteen inches square, representing a square mile. Where they cover large areas, these sections can be filed away and only those representing the locality under consideration used.

"When timber was cheap and close to transportation, one could take a chance on all of these things but as the price advances, and the supply recedes from transportation, the time will come, and I am not sure but that it is already here. when it will take something more than a stock township plat, checked in red pencil, to indicate the location of a timber tract and a carbon copy of the timber estimates by sections on tissue paper, to interest either capital, a buyer or produce an economical and efficient operation.

"Every one of the conditions affecting the operation and transportation, affects the stumpage price and it is not possible to determine the true value of any stand of timber without having full detailed, reliable information covering these items as shown on a contour map."

The chairman remarked, after the close of Mr. Fox's paper, that the loggers had heard "one of the most complete papers on topographic work to which the logging congress had ever listened," and referred to the fact that as late as 1909 at the Seattle meeting that topographic maps were considered an innovation. Mr. Fox offered to answer any questions, and said he would relish a chance to argue the question with anybody that disagreed with him.

The unanimity of the congress in its agreement with Mr. Fox rather indicated that the matter of "topographical surveys" had been completely settled by the loggers of the Pacific coast, and like George M. Cornwall's logging engineer, this feature of logging has at last come to stay.

H. N. Lawrie, who was about to read a paper entitled "The Geologist in Logging Operations," felt very much indebted to Mr. Fox, because he felt that Mr. Fox had cleared some points that he himself was about to elucidate.

Mr. Lawrie then read his paper, as follows:

THE GEOLOGIST IN LOGGING OPERATIONS.
By H. N. Lawrie.

"The geologist, like the logger, has been brought up to doubt and is a human being of much the same species.

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"The logger has a well defined seventh sense which he uses freely in the woods in estimating conditions and reducing the element of risk. The geologist is born with much the same sense in reading from the conditions of the soil, water and rock as they occur in nature, the pitfalls to be avoided and is enabled from his experience to prescribe the best methods of construction to be used in building and maintaining the grade of a railroad.

"Large bodies of timber are found further away from fixed lines of transportation as time passes. The logger is, therefore, confronted with a rough topography to negotiate in order to tap this timber. This gives rise to engineering problems and those of a geological nature which are difficult for the logger to solve without the aid of a specialist in consultation.

"The geologist should follow the surveyor and should be called upon to submit the following information:

"1. Prepare a classification of all materials to be cut.

"2.Note the presence and location of water courses and determine, if possible, their origin. It is important to know whether the water is confined to the surface or whether it is artesian and flowing through the formation itself.

"3. Determine so far as possible the difficulties to be met in construction.

"4. If surface evidence is not sufficient, prospecting must be done in order to develop facts concerning the formation. The geologist should report the need for such work and give the system of prospecting to be employed at each location.

"5. If there are any tunnels to be driven, faults in the formation should be carefully noted and the direction and extent of the movement along such faults determined.

"6. It usually works out that the information supplied by the geologist can be taken advantage of at this point by either changing the grade or line to avoid any serious obstacles to construction.

"7. It frequently occurs that drainage systems should precede excavation in order to insure stability to the material cut, and to avoid subsequent slides. The need for such drainage systems should be anticipated and laid out by the geologist.

"8. After making such grade changes at the recommendation of the geologist, a final grade and line should be accepted and construction begun.

"9. If anything unusual occurs in the course of construction the geologist should be called upon to re-examine the condition and report means of overcoming the difficulty.

"10. After the cuts are made and ballast is needed for the roadbed, it is well to have the geologist pass upon the various rocks available in order to choose the best one for this use. It frequently occurs that a rock after being freshly cut, proves to be very poor and slacks rapidly with continued exposure to the weather."

Mr. McDonald said that Mr. Lawrie's paper was very timely to him, for he was in the midst of a problem upon which it gave him enlightenment.

At this point the loggers were given a recess for five minutes. When the meeting had again come to order H. L. Shepard read a paper, as follows:

"THE DIESEL ENGINE."
By H. L. Shepard.

Mr. Shepard gave an interesting description of the Diesel engine, the story of its experimental career, and its present industrial application. With reference to its use in logging operations he said, about the possible usefulness of the Diesel in the woods:

"In their present state of development I do not believe they can, or will be used to advantage there, principally on account of excessive weight. A good slow speed heavy duty marine Diesel weighs over 300 pounds per horsepower and a good stationary Diesel in most cases, over 500 pounds per horsepower. It is possible, however, that high-speed, light-weight marine Diesels may soon be developed to a point where they might be used to advantage in the woods, but the performance of this class of engine so far in our submarines does not make this contention seem probable—at least not for some considerable time to come. It seems reasonable, however, to prophesy that at no distant date that the Diesel driven locomotives will be coming out, but it is doubtless a fact that four or five years of test service experimenting will be required before you would be justified in purchasing them."

The chairman before allowing a discussion to be opened of any nature said that another paper had been prepared by Walter L. Stout, which should be allied with the subject of "The Diesel Engine," and Mr. Stout read the following paper:

DISTILLATE DRIVEN PUMPS FOR LOGGING CAMP SERVICE.
By W. L. Stout.

"Our experience with distillate pumps has not covered a length of time sufficient for us to have eliminated all the difficulties in getting an ample supply of water for our camps, but they have eliminated so much of the cost that we consider ourselves well paid for the effort to get away from the old time steam pump, with its failures at critical times, its cost of movement from place to place, its fire hazard, its labor cost, and the amount of good logs used to keep it in fuel. We do not mean to say that these conditions are prevalent generally, but they were very much in evidence in our camp, somewhat aggravated perhaps by the rugged topography of the country. We began using gasoline driven pumps about two years ago. A little over a year ago we installed our first distillate pump, and now have five."

MAJ. E. G. GRIGGS, OF TACOMA, WASH.

Mr. Stout described the system as installed by the Coats-Fordney Logging Co., and stated his conclusions as follows:

"There may be those who handle the water problem in better ways, but from our own experience we are led to the conclusions that the pumping units we have practically eliminated the fire risk, are cheaper to move, are just as dependable, and will operate on a cost sufficiently less than that of a steam pump to pay for themselves in six months."

Before entering into any discussion of the engine question we print herewith J. D. Young's paper, as follows:

"LOCOMOTIVE CRANES IN THE LOGGING CAMP."
By J. D. Young.

"Some years ago the writer purchased a small locomotive crane, weighing about forty tons, with a lifting power of twelve tons, on a twelve-foot radius, equipped with a clamshell bucket, one yard capacity; also with a steam shovel attachment and a three-quarter yard steam shovel bucket to be used in grading roads in the logging camp.

"We have been successful with this machine beyond our expectations, having reduced the cost of excavating from twenty cents per cubic yard, which was our approximate cost with the drag scraper and donkey engine, to about fifteen cents with the locomotive crane."

Mr. Young gave a detailed description of the crane and its adaptation to logging work, and summarized his experiments as follows:

"We have also found the locomotive crane very useful and economical in the handling of steel rails, ties and other heavy material, from barges and cars, to be used in construction work, having taken 240,000 feet of ties out of the water and loaded them onto cars in one day, with a crew of eight men.

"While the locomotive crane has not solved all the problems that confront the logger, yet I consider it an important step in the evolution of the logging business whereby improved machinery is taking the place of hand labor."

Several engaged in the discussion on the Diesel engine, and G. F. McDougal said that all loggers had outgrown the old 9 by 10 yarding engine and the line hose; they had forgotten that a pipe does not necessarily consist of a hole with some iron around it, and that it was a mistake to think that an inch pipe was all right for a logging camp, unless it was a short one. He said that if you undertook to pump 1,500 gallons of water an hour through a pipe a mile long that the gauge pressure would show 1,000 pounds to the square inch, due to friction, or an equivalent to pumping over a hill slightly ver 2,300 feet high, which is out of the question. A 1½-inch pipe would give a pressure of only 115 pounds per square inch. Mr. McDougal said that the expense of running a distillate pump was about $15 a month for an ordinary camp. A steam pump with a man to run it would cost $100 a month.

W. D. Peaslee here read a paper on "Electric vs. Steam Logging," as follows:

"ELECTRIC VS. STEAM LOGGING."
By W. D. Peaslee.

"The final answer to the question as to which logging machine is most suited for a particular duty is made up of two parts. The first and most important is represented by the dollar mark, and is a comparison of all the advantages and disadvantages that can be expressed in terms of money, met with in doing the work with each machine. The second consists of more intangible advantages accruing from the operation of one or the other which cannot be readily expressed in dollars and cents.

"In this paper an endeavor will be made to compare the electric and steam donkeys on as reasonable a basis as possible with especial attention to the question of cost and brief mention of the factors that are not readily evaluated when they bear on the question."

Mr. Peaslee made a close analysis of the cost of logging by steam and by electricity. The facts and figures he presents in this paper are informing and so presented as to be worthy of close study by the logging fraternity. He brought his paper to a close with the following statements:

"In conclusion, then we see that in tangible easily valuated costs and considering all costs, the electric donkey will handle logs at a saving over top notch oil burning steam donkeys of $.1865 for 1,000 feet B. M., and for ordinary service will show a saving of $.4543 per 1,000 feet B. M. These investigations were made for small camps, and larger camps will usually show better results, as the transmission line to supply one donkey will cost as much as one to supply ten, thus reducing this charge.

"Many cases arise, however, wherein electric logging cannot be made to pay a reasonable return on the money invested, and in such cases the only answer is Life's famous advice to young men about to be married—don't.

"The success of an engineering project is always measured in terms of the earnings it secures from the money invested, and it is on this basis that the decision for or against electric logging must be made. As scientific achievement there is no discussion, it can be done and done well, but as an engineering feat each project must stand or fall by itself, on the basis of the earning power of the money invested."

Mr. Laird said they had been using two "electric donkeys" in connection with the Elk plant of the Potlatch Lumber Co., because at the Elk River plant they generated more electricity than they had need for. They carried the electric power into the woods six miles, and were operating the engines with considerable satisfaction. These electric engines were geared up so they would work faster—they are sky line rigs. He said their own difficulties had been from mechanical imperfections, which had been overcome.

It was developed in the discussion that the "electric donkeys" that furnished the power to

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pull logs in over a stationary wire had not been as successful in their first installation as latterly, and that the modern machines very satisfactorily handled logs over the ground. Mr. Peaslee referred to the fact that he had seen a log 32 feet long and 28 inches in diameter pulled 16 feet into a clay bank before the cable broke—and this with an electric donkey.

At this juncture copies of the proposed laws that would be enacted in California to minimize danger in logging operations were distrbuted, and the members of the congress were urged to read them carefully, as the matter was to come up for an earnest hearing in the next day's session.

After some announcements were made and letters of regret read, the Welfare Dinner was announced for that evening, and the congress adjourned.

Pacific Logging Congress Welfare Dinner

It was a notable audience that greeted the voice of A. W. Laird at the convocation of the Welfare Dinner at 6:15 p. m. on the evening of October 26 in the Hotel Portland. This dinner was to be historical, an event to look back to and pattern after, and the feeling of it was in the atmosphere.

Two very wonderful addresses made at this dinner we have utilized in another department of this paper, on account of their character, and several other addresses delivered at this dinner deserve just such distinction.

Mr. Laird has become an institution in connection with this ceremony and as usual he was toastmaster of the evening. We are glad to quote herewith the substance of his address:

ADDRESS OF A. W. LAIRD AT THE WELFARE DINNER.

"There are few people, whether prosperous or not, who do not believe in man's humanity for man; and there are very few of us who have not experienced, during our periods of activity or inactivity, some of the feelings of self-denial. We have made sacrifices, we have experienced wet and cold, and because we have endured these things we now have a more perfect enjoyment of the larger and better things of life. As we study our work, no matter how hard we find it, no matter how perplexing the problems as we look over the situation with respect to economies in our operation, we find it more necessary to consider the welfare of our men, the welfare physically, mentally and spiritually. We find that it has been wise for us to conduct "Safety First" campaigns. We are engaged also in getting helpful and instructive lectures and discourses before our men in the camps and the mills. The well man in his mind is a more efficient man; the well man in his body is a more efficient man; and we have learned that it pays to take better care of our men.

"We ourselves find that play time is a good thing for us. We enjoy our play times, and we have come to realize that other men that may go into a camp and who are working there set hours for the day come back to the camp without much chance, such as those of us who live in the city, or near it, may occasionally have. These men have no such chance to enjoy the lighter things of life, and therefore we have been providing for them reading rooms or comfortable places for sociability, where they may play games or where they may enjoy music. These lighter forms of activity in a social way are absolutely necessary, because we know that the man who cannot smile but who can be made to smile is a better man; we know that the man who makes a little fun in the camp, who can bring smiles to the faces of his companions, is a better man; and if we ourselves can in any way bring about this we have accomplished something for the betterment of life in that particular camp.

"Now we have not done this altogether with the idea of pecuniary profit, of getting that much more efficiency and value out of our men, so many more dollars back for what we have put into it, but we have done it because we believe in fair play. I think all of us who are enjoying the better things of life in these days of larger life are willing to adopt a policy of fair play, and so far as we can, spread a little of our sunshine, even though we have not much.

"The men, I believe, too, do not care for pure donations. They, in most cases, would prefer to accept a share in the chance to have better things. We have found in our work that men often are willing to contribute in some measure commensurate with their income something to this larger life which we are trying to bring to them.

"These welfare discussions which we have been engaging in the last few years have been bringing more and more of our operations into line along the paths of higher usefulness and with a thought that our men shall be cared for in a way that will make their duties more pleasant to them. We want to give them the perspective, so that as trifling things come up the joys which they shall have in their recreation hours will lead them to see the slightness of most things that some people might call trouble.

"This welfare work has taken on different phases. As I have mentioned, we have done a good deal along the lines of first aid and we have had talking to our men in the camps and at the camps men who have been qualified to speak intelligently and helpfully to our men. I am very glad to say to you tonight that we are fortunate in having Dr. M. J. Shields, who is the field agent of the American Red Cross Society in this Pacific coast district, and he is here tonight with us and is to favor us with a talk on his work, and I am sure we will all enjoy listening to him in this discourse."

Mr. Laird then introduced Dr. M. J. Shields, who prepared two papers for this congress, one entitled "First Aid in Logging and Lumber Industry" and the other "Sanitation and Hygiene for Logging Camps."

The first named paper Dr. Shields discussed at the Welfare Dinner in rather an informer manner.

THORPE BABCOCK, OF SEATTLE, WASH.
Secretary West Coast Lumbermen's Association.

During the sessions of the congress Dr. Shields gave a demonstration of "First Aid" work in the court of the Portland hotel and we have elsewhere in this issue given a pictorial representation of that affair and shall forego the pleasure of printing Dr. Shields' set papers until a later date.

At the Welfare Dinner Dr. Shields paid a great tribute to George M. Cornwall, A. W. Laird and to the many others who had assisted him in his work and was especially appreciative to Dr. Lipscomb of the American Red Cross, who was with the Logging Congress last year in similar work.

Toastmaster Laird said that in addition to the first aid work so ably presented by Dr. Shields, there is the other phase of the welfare work conducted by the Industrial Young Men's Christian Association through their club houses by John A. Goodell, who had prepared some pictures to throw on the screen to illustrate this work. Before seeing the picture part of the entertainment a flashlight picture was taken and Mr. Cornwall read some telegrams of regret.

MR. GOODELL'S ADDRESS AT THE WELFARE DINNER.

In the first place Mr. Goodell described what he expected to do in the way of pictures, referring to the congress as George Cornwall's Logging School and told the story of the supply preacher who described the condition in his parish to the bishop by saying: "Bishop, things are looking up down at Jonesville; we are all looking up; the fact of the matter is we are flat on our backs and we can't look any other way." Mr. Goodell said that naturally the welfare work took on in a sense the color of the lumber business in its attributes and of course had moved slowly during the last year but he was hopeful for the future, as the lumbermen were hopeful. He said a particular thing that the welfare work has accomplished during the last year has been the lessons in thrift that have been taught the loggers.

In the pictures which were then shown were included pictures of various buildings, notably the ones erected by the Merrill & Ring Logging Co. in their operations on the Olympic Peninsula; those at the Booth-Kelly camps; the one at Rose Lake, Idaho; the one at McLeod; the one of the Puget Mill Co. at Gammell; and the equipment of the Cherry Valley Logging Co. at Stillwater, Wash.

Mr. Goodell wished that Mr. McDonald and Mr. Larkin of the Cherry Valley Co. were present to discuss their affairs, their bunk cars with running water and steam heat, etc., and their reading room on wheels. He then called on Mr. Donovan to describe their bunk houses, which he did.

Referring again to the thrift exhibits Mr. Goodell said that the association did a great deal of propaganda work along this line by pictures that would attract the working men, showing the wisdom of thrift and saving and the folly of wasting their substance in riotous living.

After Mr. Goodell's talk, the toastmaster introduced Russell Hawkins, who had not expected to talk.

MR. RUSSELL HAWKINS TALKS ELOQUENTLY.

"Mr. Chairman, Ladies and Gentlemen: There has been some mistake made. I am no talker. In fact, I feel this minute just like Henry Ward Beecher felt once when walking down the streets of Brooklyn. He saw a little lad trying to reach up for the push button or the alarm button on the front door of a house, and he could not quite reach it. Henry Ward Beecher walked up the twelve or fourteen steps, and he said, 'Little man, can't you reach it?' The lad said, 'No, sir.' 'Well,' he said, 'I will push it for you;' and in about two seconds the vestibule door opened and the little fellow said, 'Now, Mr. Beecher, we ought to run like hell.' (Laughter.)

"I never expected I would be called upon to give my meager experiences to this audience, because I have had but little. I have been down on liquor in the few institutions I have been connected with because I felt the institution could make more money by making the other fellow work and develop the ideas that the other chaps showed me were necessary for efficiency and for profit. I have not been a factor in the development of anything in the way of modern camps, because the boys who are with me suggested the ideas that our company perhaps put into effect through the means of their pocket books.

"The only reason that I can explain to you that impelled me to follow up the judgment of the boys who have been associated with me with respect to better conveniences for our men in the camps, perhaps, was gained by myself when, as a lad in the late eighties, I was thrown into an iron ore camp in Cuba, fifty miles east of Santiago. I was hired as a kid to go down there for more money than I had ever thought was in the world, on a year's contract, and I will tell you frankly it was the rottenest camp that the world ever saw or ever will see. I stayed my year out and came home with some of my savings, and I made up my mind then, if I was ever fortunate enough to be a principal or to be associated with any institution that had to house men they would at least be housed cleanly, and we would give those men at least the conveniences and all the luxuries that we could afford to give them, efficiency considered.

"When I came to this Columbia River district nine or ten years ago and it was suggested that we put in a sanitary camp lots of them said: 'Hawkins is a damned fool, he is wasting money on his camp; he is giving them shower baths, he is giving them lockers, he is giving them dry houses for their clothes; he is giving them coffee at three o'clock in the afternoon.'

"I may have been a fool; my boys didn't think so. We had the best camp that was ever on these

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waters, and it is just as good today as it was then. In the month of April this year this camp, with two hundred and four men, bohunks and all, produced ten million six hundred thousand feet of logs.

"I believe that in order to get good men to work for you, you have got to take an interest in them, and not a patronizing one. Give them value, but make them pay for it. We make them pay for what they get, in work, and I think they are happy. We are happy. And I want to tell you that you can't go too far in giving the boys cleanly surroundings, the comforts, the physical necessities that they require when they get through with a hard day's work; and I hope SOME day to build a camp that will be far ahead of anything that now exists." (Applause.)

Mr. Laird called on C. A. Smith, who said that he had very much the same feeling that Mr. Hawkins had about speech making and felt very much like taking the advice of Mr. Beecher's boy. But it was true he had some experience in the lumber business in the east and very little on the coast and that most of the loggers present had forgotten as much as he had ever known.

A letter was read by Mr. Cornwall, the secretary, from C. E. Crownover, Department of the Interior, United States Reclamation Service, Meadow Creek, complimenting the work of the Young Men's Christian Association in welfare work.

Mr. Goodell introduced Rev. Dr. Thomas Whittles of Duluth and asked him to recite what was being done under the direction of the Presbyterian church for the men in the camps, not only for Minnesota but the west. Dr. Whittles wondered how he was going to handle such a subject in ten minutes and felt himself much in the same position as the Swede boy who had stepped out on a floating log and was warned to jump and who had replied, "How can I yump, when I got no place to stood."

He said it was a little difficult to show grand totals of results for where the propagandist climbed up one step he ofttimes slipped back a step or two and put himself in position of Colonel Roosevelt's banana man whom the Colonel had asked concerning the character of his business, and who said in reply, "What I make on the peanut I los'a on the damn banan." He had the feeling some times that that was the camp situation.

He thought the whole matter centered around permanently improving the men and to no one feature of that kind of work could be attributed all the success. The men needed to be taught a realization of their individual responsibility for their fellowman, and that would mean more logs.

Mr. Bert Mitchell, of Meadow Creek, made an interesting talk, going into the details of his work fully. He, too, dwelt upon the religious side of the question, citing many examples. He, too, had been working for his men on the question of thrift and had accomplished much.

In the thrift campaign during the year he had handled $15,000 of the men's pay checks and $10,000 of that stayed in the bank for a longer or shorter period, and about $4,000 of that money, or a little less, is still in the bank.

Following this gentleman's talk, J. J. Donovan was introduced and he in turn was followed by George M. Cornwall, the full text of their remarkable speeches being printed on another page.

Mr. Laird related the effect of the prohibition question in Idaho. He said that it was not quite so easy to get the men into the camps now but they were better men and that is what the lumbermen wanted. He had talked to one of his foremen on the subject quite recently, who had expressed himself concerning prohibition in Idaho by saying that if the thing was to be done over again "fully 75 percent of the old booze fighters would vote for Idaho to go dry tomorrow." Here the Welfare Dinner ended.

Third Session of the Pacific Logging Congress

The congress was called to order by President Peed at 9:30 A. M., and the president remarked that when the congress had adjourned the evening before it was discussing the question of electricity in the woods and that there was left on that part of the program yet to be given a paper on that subject by Allen R. Ransom, an electrical engineer of Portland.

Resolutions:

The Eighth Pacific Logging Congress desires to emphasize the educational and fraternal features of this organization and notes with pleasure the increasing interest and earnest co-operation of its members.

We urge the extension of Workmen's Compensation to all districts covered by the association and reiterate our approval and encouragement of such legislation, including first aid, and based on some contribution by the employees, the employer and the state.

The investigations being made by the various forest schools and universities, into strength, life, uses and care of woods, is most commendable, and we express to the men, young and old, who are doing this work, our appreciation.

While our members are engaged in the work of transforming the forests into forms useful to man, we are doing so with full regard for the future and with every endeavor to avoid economic loss. We commend all engaged in developing new methods of cutting, handling and manufacturing, which reduces waste.

We are pleased to note the increased efficiency and co-operation of the various fire-fighting organizations, private, state and national, and the small loss during the past year.

We respectfully call to the attention of the state and national governments, great areas of cut-over lands, now waste, which should either be sold for use as farms and pasture, or re-forested.

Great progress has been made during the past year in the improvements of camps by making them brighter, more sanitary and more convenient. Even greater progress has been made in the improvement of the spiritual and social advantages afforded our employes.

While the good work along these lines should be continued and broadened in scope, we feel that the next upward step should be taken by furnishing certain educational facilities and advantages in our camps.

Education has always been worth more than it cost and the man who feels the need of greater knowledge, particularly along the line of his work, should be able to get at least the rudiments of an education in the camp evenings.

There isn't a man in our employ who would not welcome and profit by occasional short, simple talks on such subjects as elementary physics, camp sanitation, first aid to the injured, the physical properties of wood, forest mensuration, economics and mechanical drawings.

Since an enlightened employee is a better employee, we believe that some provision may well be made in our camps by a certain reasonable amount of educational work.

We express our thanks to the various railroads: the Northern Pacific, Great Northern, Spokane, Portland & Seattle, the Spokane Inland, Southern Pacific, the Oregon-Washington Railroad & Navigation Co., Chicago, Milwaukee & St. Paul and the Northwestern Pacific for reduced rates and courtesies extended.

The attitude of the daily press of Portland in giving prominence to the proceedings of the Congress is appreciated, as is that of the trade press toward past gatherings.

We thank the management and employees of the Portland Hotel for facilities granted and good service rendered.

We express our high appreciation of the lavish hospitality of the Columbia River Loggers' Association, the Grays Harbor Loggers' Association and the Polson Logging Co., also Geo. K. Wentworth, Jr., for automobiles furnished.

The success of the present Congress is evidence of the ability and hard work of our officers, whom we thank.

Since our last convention, God has called home four valued members. Their faces we shall see no more in this life, but their memory will be with us to the end.

To the families and friends of John R. Toole, James E. Gowen, Edmund L. Gaudette and James Ward Dempsey we convey our heartfelt sympathy.

J. J. DONOVAN,
F. R. OLIN,
D. S. PAINTER,
W. D. HUMISTON,
H. R. MacMILLAN.

Mr. Ransom read his paper, excerpts from which we print below.

"ELECTRICITY IN THE WOODS."
By Allen R. Ransom.

Mr. Ransom's paper was highly practical, and dealt with the problem of getting the electric power to the point of service. We quote a few paragraphs:

"Owing to the changing locations of logging camps it is generally impracticable to build a power generating station of either the steam or water driven type for this service. Consequently the source of energy is generally a logging company's sawmill; a transmission line of a large power company; or from a transmission line from the mill along the logging road to the point where it can be taken off at a lower voltage for the camp.

"As to the distribution of power in camp, this offers little difficulty. The voltage is not greater than 440 and is not dangerous. The donkey motors are generally supplied direct from the main transformers by a 3-conductor flexible armored cable which can be as long as 1,000 feet if necessary and allowing that radius of action from the transformer station. The low voltage wires for the camp can be carried also in a 3-conductor cable and distributed at the camp for lights and other purposes. Small motors can be used for operating forge blowers, compressors, drill presses and similar tools. At the present time the electric cooking range has not become a general utility article for rough service, but it is not to be eliminated as a possibility for camp use where cheap power is available. The hot water bayonet type heater is a success and the air heaters are becoming more generally used.

"All of these devices tend to reduce labor, and add to the general mobility of a camp. In cold, disagreeable weather there is a great comfort to be able to have light, power and heat instantaneously."

Mr. Peaslee was reminded by Mr. Ransom's paper of a statement in his own paper read the day before that the movement of an electric donkey for a distance of three miles had been figured at $600. That point had been brought out very clearly in Mr. Ransom's paper in that it takes account of the salvage value of the copper wire, insulators and the labor for taking down and restringing the wire.

Mr. Cornwall made some announcements.

At this juncture the question which was to produce the greatest amount of discussion precipitated at the congress made its entry, viz: "Tentative Logging and Sawmill Safety Orders Prepared For the Safety Department of the Industrial Accident Commission of the State of California," which was the title of a thirty-seven page document that had been distributed the night before by President Peed with injunctions to the loggers to read and digest it in order that they might be familiar with the proposition when the address should be given as scheduled for Friday morning by James C. Bennett, safety engineer, California Industry Accident Commission of San Francisco.

In introducing the subject Chairman Peed, who is very familiar with all the movement, said that he believed Mr. Bennett's idea in coming to this congress was to get a broader viewpoint of this

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question than the lumbermen of California could give him.

He then called on Mr. Bennett. Mr. Bennett read a technical review of the question which we print in full.

PROPOSED SAFETY ORDERS FOR EMPLOYEES.

By James C. Bennett.

"Since a considerable number of you gentlemen come from elsewhere than California, a brief resume of the work that has been done by the safety department of the Industrial Accident Commission of California may prove a desirable introduction to the discussion which it is hoped will be held on the proposed logging and sawmill safety orders.

"Throughout all the work of the safety department the basic requirement has been the establishment of reasonable orders. This, of course, has meant that there must be no arbitrary rulings made by the commission or its representatives and furthermore, that we should be unwarranted in merely borrowing from one industry some particular standard that might conceivably be applied to another.

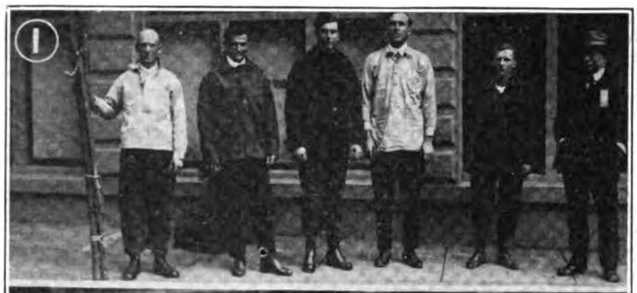
"During the past three logging seasons, two engineers of the commission have spent practically the entire time in the woods, on the logging railroads and in the sawmills of California. As a result of the first two seasons' investigations, a number of points had presented themselves upon which it seemed evident that there should be some effort made, either to standardize practice or to establish some regulation looking to the reduction of the hazard to the individual workman.

LOGGING AND SAWMILL SAFETY ORDERS.

"Upon going over the work of those two seasons, we were impressed by the difficulty of securing definite expression from the various operators upon the points that from our standpoint had shown the need of consideration. This was a very natural attitude since the general plan of this work was a somewhat new departure, particularly on the Pacific coast, and may have been variously looked upon as either something of an intangible nature or something that possibly was so far in the future as to be of no direct and individual interest. As a result, therefore, of this observation and of the studies that had been made, the safety department put into printed form a set of recommendations for logging and sawmill safety orders. These recommendations were distributed as thoroughly over the state as our knowledge of lumber companies would permit and following their distribution, the season just closing has been spent in visiting practically every sawmill and woods camp in the state of California for the express purpose of finding the individual conditions as they would be affected by the recommendations that were sent out. Following this present season's work the original recommendations have been modified and distributed in pamphlet form at this meeting.

PUBLIC HEARINGS IMPORTANT.

"If I may digress for a moment, I will explain briefly the method of procedure that has been followed in all cases for the establishment of safety orders in California. Our compensation, insurance and safety act expressly provides that all orders of the commission must be reasonable. Benefiting by the experience of the corresponding commissions in Wisconsin and Pennsylvania, each set of orders that has been issued by the California commission has been originally worked out by a committee made up of representatives of employers and employees of the industries which would be directly affected by the proposed orders. This committee has spent such time as has been required to cover the particular field for which it was appointed and the results of deliberations have been printed and distributed thoroughly over the state. Accompanying the recommendations of the committee was a notice to the effect that public hearing would be held on a given date. In most cases public hearings have been held both in San Francisco and Los Angeles. At the public hearing the entire recommendation of the committee has been open to discussion before the Industrial Accident Commission sitting as a body. If points of vital importance develop at the hearing, such questions may be referred back to the committee for revision and, if it be the sense of the meeting at the public hearing, a second hearing may be held, though, as a broad statement, there have been no calls for subsequent hearings on any given set of orders. It is the intention to



No. 1. Dr. M. J. Shields of the American Red Cross and his crew of men who performed the demonstration.

No. 2. Proper method of preparing a broken limb and show preparation for stretcher.

No. 3. Treating a scalp wound and preparing splint for injured arm, using moss and a shingle.

No. 4. Showing method of treatment for severe face burn from explosion of coal oil or gasoline stove. Head entirely covered with cloth with holes cut for the eyes.

No. 5. Showing the treatment of an injured eye.

No. 6. This picture shows one of the methods of preparation in the rescue of a man from fire.

No. 7. Illustrating "One Man" assistance in rescuing injured unconscious man.

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follow this same procedure in establishing orders relative to the lumber industry. Owing, however, to the widely scattered nature of the lumber industry and the limited time at the disposal of the majority of those engaged in lumbering, it seemed advisable to reduce as far as possible the number of points and questions which would require consideration by the committee. Hence the plan of sending out the recommendations of the safety department prior to the meeting of the committee. The committee has been appointed and is to meet in San Francisco November 22. It is anticipated that a free discussion at this time of the entire subject covered by the proposed orders will prove of great value to this committee in its preparation of the forthcoming orders and it is also hoped that, at least in an unofficial way, steps may be taken whereby such orders as may be worked out in California or in the other coast states may show at least a high degree of uniformity as compared with those of the neighboring coast states. Such a uniformity will undoubtedly tend to a lessened demand upon the operators, to a greater familiarity of employes with such requirements as may be established and to a much better and fuller understanding and co-operation between the respective departments of the states, the companies and their employes.

HELPFUL CO-OPERATION OF THE INDUSTRY.

"I may say in passing that the spirit and degree of co-operation throughout the lumber industry, which has been found by the representatives of California's Safety Department has been extremely gratifying and I take this opportunity to express, on behalf of the commission, our full appreciation of the great assistance that has been rendered in our efforts toward a full and correct understanding of true working conditions.

"The fact that the proposed orders have little or nothing to say that would indicate any responsibility on the part of employes must not be interpreted as any failure on our part to recognize that there is such a responsibility. Contrarily, we not only recognize that there is a responsibility on the part of the employes, but we consider that the nature of the work, especially in the woods, carries with it a responsibility upon the employe which, referred to the number of accidents, is even greater than the responsibility of the operator.

NEED FOR EDUCATIONAL WORK.

"Last winter it was hoped that a considerable amount of work might be done during this present season along the lines of education among employes tending to point out the individual's responsibility, but when the season's work was undertaken, it very soon proved that the amount of work involved in going over the proposed orders in the thorough way that was required would absolutely preclude the spending of any appreciable amount of time in this educational work.

"We have collected a considerable supply of photographs, many of which have been made into lantern slides for the express purpose of presenting the various individual responsibilities to the workmen, both in the woods and in the sawmills. We have considered that the matter of establishing safety standards has demanded prior consideration to that of the education of the individual, for two principal reasons: The one being that our law requires that places of employment shall be made reasonably safe. The second and, if anything, the more far-reaching reason, is that the employer naturally stands to a considerable extent in the position of a leader and a larger responsibility rests upon him to set the example of a recognition of the responsibility of each individual for the doing of his share toward the prevention of accidents.

"Incidentally we have been called upon in a few instances to deliver an illustrated talk or lecture before the employes at plants where it was almost self-evident that such a talk could have but slight effect because of the failure of the employer to show a genuine interest and determination to carry on an aggressive campaign looking toward the reduction of accidents. Almost invariably, where such a lack of interest prevails at headquarters, the effort of the outsider to arouse interest among the employes will be very largely neutralized, and I have in one or two instances felt personally that, if anything, such a presentation of the subject tended to increase either indifference or criticism on the part of the employes rather than to encourage co-operation on their part.

"We consider that the only real hope to realize a substantial decrease in the number of industrial accidents rests upon a general recognition of a three-cornered responsibility, which rests, probably about equally, upon employer, employee, and state.

FLEXIBILITY OF SAFETY ORDERS.

"While it is true that such orders as are issued by the California Industrial Accident Commission have in a broad sense the standing of law, inasmuch as the act requires places of employment to be safe for employes, they have the very marked characteristic of an elasticity or flexibility which no law can possibly have. With this fact before us it has been possible, therefore, to contemplate the establishment of orders covering certain features, particularly with reference to existing conditions, which would be manifestly unreasonable and impracticable if their enactment were to carry with it the compulsion of a literal compliance therewith. Our disposition is to seek to correct future conditions and practices, while prepared to make a broad interpretation with reference to such existing conditions as would manifestly prove an unreasonable burden on the lumber industry. To illustrate by a case in point, the question of clearance, both side and overhead, along logging railroads is one that would work a very extensive hardship on several lumber companies in California should they be required to comply literally with the proposed orders in the matter of their existing railroads. Yet it has been the exception where we have encountered any marked opposition to the plan of regulating the clearance of future roads. The same thing has applied to the question of a proper and adequate equipment of rolling stock, and, as you will notice, upon reference to the pamphlet, we have recommended that existing equipment remain practically unaffected by the proposed orders. This will enable operators to gradually wear out such equipment as they already have and coincidently to gradually replace with equipment of the higher standard that is proposed.

"Hence, as I have already indicated, it is hoped that we may have a pretty full discussion, based upon the pamphlets that are in your hands. I will not consume more time in this manner, but will ask that the meeting now be thrown open for a general discussion."

After the reading of Mr. Bennett's paper President Peed said that as he and Mr. Bennett had friendly fights every day without getting mad he was quite sure the congress could fight with him pleasantly and as a matter of fact that was what Mr. Bennett had come up for. Mr. Bennett acknowledged the situation and the tilt began.

For more than two hours the loggers listened to the arguments in FAVOR of and AGAINST the proposed logging and safety orders for the state of California. The discussion was led by Mr. Bennett.

Opinion was far from being in favor of the more stringent regulations and to test the sentiment of those present President Peed called for votes as to the reasonableness of several proposed orders. Each time the vote was overwhelmingly insistent that the regulations were not reasonable as viewed by the loggers themselves.

Despite the objections voiced to SPECIFIC regulations it was quite evident that the congress approved heartily of the safety movement as a WHOLE and was willing to co-operate with their employes and the state in preventing accidents. For instance, as to the question of the requirement of a log chain on logging trucks, President Peed at one time in the discussion said: "Gentlemen, I want to get an expression out of those who will not talk. I am going to ask all of you who think that the log chain is required on logging trucks in the states of Oregon, and Washington and California, outside of where the load is decked up straight, as we do in sugar pine, please stand up. This applies to both trucks and logging cars."

Practically the entire audience stood up.

In order that the uninitiated may understand what was meant by this vote we quote from the proposed rules concerning log chains under Order 508, Section D, which reads: "All cars used for transportation of logs must be equipped with one log chain which must be permanently attached to the body of the car. When the equipment does not include chocks two chains of similar length will be required. The chains must be of sufficient length to securely bind not less than two tiers of logs to the cars."

The rules provided that "all locomotives must be equipped with appliances for operating and controlling the train brake system without requiring train men to manipulate the common hand-brakes while the train is in motion, or if not so equipped the load hauled must be limited to such tonnage as can be safely handled on all grades over which the train is hauled by the brakes that are available without requiring train men to pass over or along side of loaded cars of logs while the train is in motion."

Just how it could reasonably be expected that log trains under that rule could be equipped with anything but air brakes it is impossible to conceive without requiring a brakeman for each brake.

A vote was taken and 53 of those present voted that the rule was not reasonable. Seven of those present voted that it WAS reasonable.

On page 14, paragraph F, of these proposed rules was the flat statement that: "Each engine while in main line service must be accompanied by a caboose." And in another place the rules state: "The caboose must be attached to the end of the train opposite the engine and must not be on the head or leading end of loaded train except for short distances, such as may be necessary in traversing switchback sections, or in switching operations during the making up of trains." It was claimed that the presence of the caboose to be equipped with air brake was for the purpose of applying brakes from the caboose and also to create a safe means for hand-braking.

Mr. McDonald suggested that the commission might well make a rule that so-called casuals, non-employes, etc., should not be carried on log trains that was not equipped with a caboose. He thought that all loggers would welcome such a rule. A vote on the caboose question showed that the assembly was unanimously against it.

The LUMBER WORLD REVIEW is just that—a review—and NOT a rival of a technical circulating library on railway engineering and can print no more of this discussion.

It is evident though that the movement which started over a year ago in California to put through very drastic laws which will ultimately affect logging operations very seriously and very unjustly in all sections of the country has gained dangerous proportions and that we were at that time right in calling attention to these proposed rules and attempts at CREATION of rules of this sort. The congress adjourned until 2 o'clock p. m.

Fourth Session of the Pacific Logging Congress

The fourth and last business session of the Pacific Logging Congress convened promptly at 2 o'clock.

The first thing on the program was a paper by D. S. Painter, of the McLeod River Lumber Co., on "Co-Operation of Employer and Employee," of which we print a short abstract, contemplating using the article at a later date in full as it contains many valuable suggestions which may be applied anywhere.

"CO-OPERATION OF EMPLOYER AND EMPLOYE."
By D. S. Painter.

"The United States during the years of 1914 and 1915 went through a period of industrial depression, the cause of which is immaterial to the point in question, but the fact remains that in the re-establishment and maintenance of business prosperity, co-operation between employer and employe, and the resulting efficiency in production and distribution must be considered an important, if not the most important factor.

"Years ago, when practically everything was done by hand, labor was plentiful—there was little or no competition—the employer had no personal interest in the welfare of the employes—paid them almost nothing, and the output per man was in proportion to his pay. The education of the masses has changed all this. They are today a higher type of man than they were then, and being such demand more consideration.

"In this day of keen competition and modern improvements in all kinds of machinery, the operator must get all he can from the labor he employs. The question is: 'How to get the best results, and how his labor must be handled to get these results. The answer is, 'Welfare work.' Within the meaning of these two words, wonders can be accomplished."

With the words quoted above Mr. Painter introduced a paper of such general interest that we will present it in full in an early issue.

For lack of time the paper was not discussed.

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The congress next listened to a paper by W. D. Starbird, as follows:

"AVAILABILITY OF LOG FLUMES FOR TRANSPORTING LARGE LOGS."
By W. D. Starbird.

"The advantages offered by the use of flumes in the transportation of logs are becoming better known and more appreciated by loggers all over the country as they have greater opportunities to familiarize themselves with their operation and observe the satisfactory results that are invariably being obtained with them."

Mr. Starbird described the flume as adapted to log transportation, giving figures of cost of construction, operation and results. He summarized his findings as follows:

"There are several features regarding the availability, advantages and economy of flumes in the transportation of logs, that stand out prominently.

"First. Their feasibility, wherever there is a water supply and descending grades.

"Second. The small amount of water actually necessary to their operation.

"Third. Their adaptability to almost any conditions.

"Fourth. Their extraordinary capacity, even when the available water supply is extremely limited.

"Fifth. The low cost of maintenance and operation, and, in conclusion, the cost of constructing a flume when built to handle small timber, is much less than that of a railroad, and when built to handle timber of the largest size will not exceed and seldom equals that of a railroad, constructed under similar conditions. The cost of steel and railroad equipment is high and getting higher, while the only cost of the lumber in a flume will be that of logging and sawing, plus the stumpage value of the timber used.

"The cost of transporting logs by flume is much less than by railroad. To operate a railroad requires experienced expert labor, frequently hard to secure, and not always dependable. In the operation of a flume no skilled labor is required, and, in fact, very little of any kind, all of which would seem worthy of careful consideration, when choosing a means of log transportation."

The chairman thanked Mr. Starbird for his presentation of the subject, said his paper was worthy of serious consideration but there was no time in which to discuss it as the program had to be shortened.

The next paper on the program was by J. P. Van Orsdel, professor of Logging Engineering at the Oregon Agricultural College, Corvallis, Oregon. Mr. Van Orsdel could not be given time to read the paper but made a short talk in which he besought all loggers to co-operate with the college.

We print herewith a short form of Mr. Van Orsdel's paper.

"TEACHING LOGGING ENGINEERING."
By J. P. Van Orsdel.

"I am trying to do my little part to dignify, standardize and help bring recognition to our profession and give the logging engineers of the present and those who are to be, the place they are entitled to among the other engineering professions.

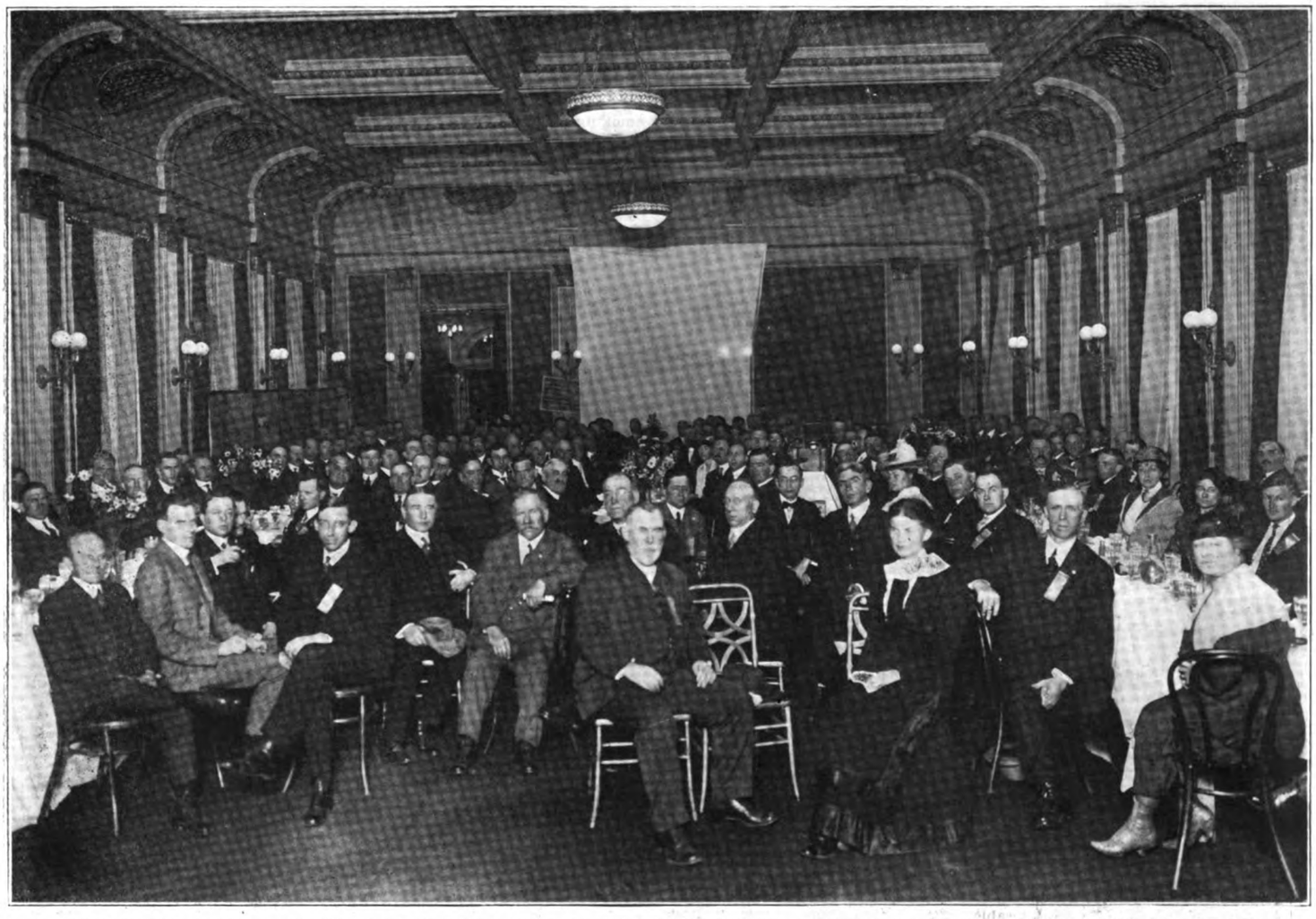
"As the late R. L. McCormick, of the Weyerhaeuser Timber Co., in discussing the subject of the creation of the profession of logging engineering, as a distinct branch of science, aptly remarked: 'You are attempting to make logging a profession instead of a job.' This terse statement and our answer would be that this is exactly what we are trying to do; we are trying to make ourselves and our men occupants of positions instead of jobs.

"Ex-President Donovan, a few sessions ago, made the statement that in our enthusiasm to produce a course for the education of logging engineers, we should not lose sight of the fact that one of the prime values of a college education is to turn out well balanced citizens, as well as logging engineers; men whose education was broad enough to take up the diversified problems which a man must handle in a lumbering operation and still with sufficient technical training to handle these matters properly with these particular objects in view. We are trying to build a school of logging engineering at the Oregon Agricultural College which will be second to none in this country, and will mean as much to the lumbering and logging industry of this country as the Massachusetts Institute of Technology does to the other industrial arts and sciences of this country."

Having outlined the course of study and stated its twofold purpose Mr. Van Orsdel said:

"Our effort in planning this course has been at all times to keep it well balanced, and not lose sight of any essential in following up another, and I think if you will make a careful study of the above course you will find it as well balanced as we claim it is.

"Every profession has to have a beginning. The need creates the man. That is the situation in our business, and we are trying to meet the need by creating the men."



A FLASHLIGHT PICTURE OF THE WELFARE DINNER HELD IN CONNECTION WITH THE PACIFIC LOGGING CONGRESS AT THE HOTEL PORTLAND, PORTLAND, OREGON, NIGHT OF OCTOBER 26, PRESIDED OVER BY A. W. LAIRD, OF THE POTLATCH LUMBER COMPANY.

Secretary Cornwall announced an automobile trip at the courtesy of the lumbermen of Portland, to be taken immediately after adjournment. He then read the report of the resolutions committee, which is printed elsewhere in this report.

REPORT OF THE NOMINATING COMMITTEE.

The report of the nominating committee was as follows: For president, W. W. Peed, Hammond Lumber Co., Eureka, California; vice-president, T. J. Humbird, Humbird Lumber Co., Sandpoint, Idaho; secretary-treasurer, George M. Cornwall, editor The Timberman, Portland, Oregon; for executive committee, representing British Columbia, J. M. Dempsey, British Columbia Loggers' Association, Vancouver; California, Donald McDonald, the Pacific Lumber Co., Scotia; for Idaho, H. M. Strathern, Post Falls Lumber & Manufacturing Co., Post Falls; for Montana, W. R. Ballord, Sum-

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mers Lumber Co., Summers; Oregon, A. H. Powers, Smith-Powers Logging Co., Marshfield; for Washington, George A. Johnson, Browns Bay Logging Co., Seattle.

On motion the report of the committee was adopted and the officers declared elected.

Chairman Peed announced that immediately after adjournment the "First Aid" demonstration would be shown in the court in front of the hotel. We print elsewhere in this report photographs illustrating the demonstration. The congress adjourned.

The Excursion of the Pacific Logging Congress to Hoquiam

EVERYBODY who had attended the Pacific Logging Congress but T. P. O'Connor journeyed to the Hoquiam in the Grays Harbor country on the night of Friday, October 27.

The steel and wooden car train, brilliantly lighted and properly equipped with a great blaze of red and white lights on the tail end of the observation car which spelled "Pacific Logging Congress Excursion to Grays Harbor" had been ready in the train sheds at eight o'clock.

The train was to move at 10:30 p. m.

It was in the early morning of the day before that Noel Alymer Dew of the Timberman started in with ringing voice and loud acclaim and at times soft and sibilant speech to find "T. P. O'Connor."

self in this story it is not because we wish it so, but because it cannot be helped. Before we go any further we want it understood that there is no endeavor on OUR part to put T. P. O'Connor "next to reading matter" nor to even prove that the man exists. The reader will rather like it when he gets used to it.

THE JOURNEY TO HOQUIAM.

Just before the train began to move the rear brakeman rushed up to the entrance gate just closing and took Noel Alymer Dew by the arm and indicated that he must get aboard, but Mr. Dew was not sure, he gave the cry once MORE:

"Has anybody seen T. P. O'Connor?"

It was a train of sleeping cars, but it was really a perambulating reception parlor that was dragged through the night from Portland to Hoquaim offering many of the excursionists the first opportunity they had really had to shake hands and get personally acquainted and of which opportunity much was made, all the smoking rooms and the observation car being filled in every seat until late in the night.

About two o'clock everybody prayed for a fair day

hungry man wants who has no conventions and has a sensible idea of endurance fortifications through the medium of his stomach.

The "Grayport," too, did a quite remarkable feat in feeding 250 people in an hour and a quarter.

After breakfast 40 or 50 of the citizens of Hoquiam who own and operate automobiles presented themselves at the Grayport hotel entrance where Mr. Dew was still inquiring:

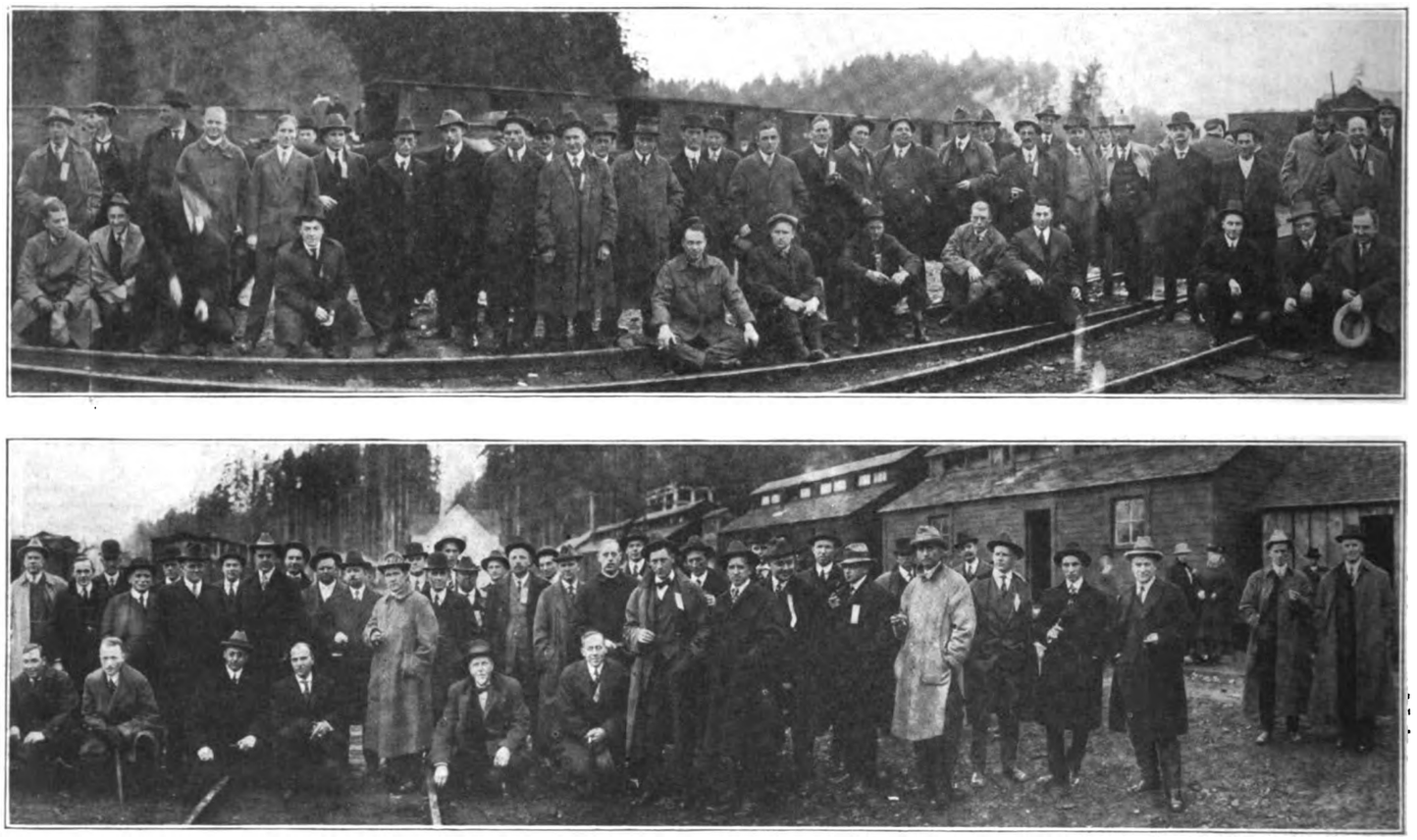
"I have a certificate for T. P. O'Connor."

The visitors took their places in the automobiles, circled about Hoquiam and stopped at the Blagen mill for about a half hour until the visitors succeeded in scrambling over the plant to their satisfaction.

This mill has the distinction of having cut in the last year more lumber with less equipment and fewer men than any mill on the Pacific coast, in fact than any other mill ever cut in the same space of time.

The equipment is an Allis-Chalmers 11-foot band, assisted by a 38-inch edger and fabulous stories are told of this mill turning out 500,000 to 600,000 feet of lumber per day.

We'll have put this statement between the column rules for the purpose of having somebody try



THE ABOVE TWO PICTURES REPRESENT THE RIGHT HAND SIDE OF A PANORAMA MADE OF THE PARTICIPANTS IN THE "LOGGING CONGRESS EXCURSION" TO THE CAMPS OF THE POLSEN LOGGING COMPANY IN THE GRAYS HARBOR COUNTRY FOLLOWING THE SERIOUS SESSIONS OF THE CONGRESS IN PORTLAND—TAKEN IN THE FIRST RAIN OF THE SEASON.

It was Dr. Dew's 161st task—of which the other 160 were too onerous and too diversified to mention—to find this particular T. P. O'Connor and hand him a receipt for his railroad ticket or SOMETHING of the sort.

And if Noel Alymer Dew pursues all his quests as earnestly as he did his search for O'Connor he is certain then sometime if he wishes to take the burden on himself Noel Alymer Dew will own a chain of newspapers in prominent spots the entire world around.

This writer's attention was not called to the pursuit of O'Connor until the trail was at least twenty-four hours old, after that it got to be a very fascinating thought as it happened again and again throughout the hurrah of the day and the quiet of the night.

If the cry for T. P. O'Connor seems to obtrude it-

and the skies were lowering and automobiles flung forward through the damp from the Grayport Hotel to the train and from the train to the Grayport Hotel, "Alec" and "Bob" Polsen both being conspicuous in this transportation scheme.

Standing part of the time at the entrance of the hotel—which certainly never did feed a more happy crowd of people at any other time in its existence than upon Saturday morning, October 28th—was always and ever Noel Alymer Dew making remarks about O'Connor.

"By any chance have you seen T. P. O'Connor?"

THE BREAKFAST AT HOQUIAM.

It was one of those smaller town American plan hotel breakfasts with all you could eat and everything that could be offered, ham and eggs and coffee and more of all of it and everything else that a

to shoot it full of holes. It does not seem to be within the realm of probability.

And this reminds the writer of the first time Herbert A. Camp of Hattiesburg, Mississippi, made a tour to the Pacific coast. He had never seen the big trees or the endless prairies or the snowcapped mountains or the people of the west.

Somebody got on at a sheep town in Montana and asked a friend whether it was $2,000,000 or $8,000,000, or just how many million dollars it was that he had received for a certain piece of property, and another person told of a mine that he had sold for $26,000,000 and then farther along somebody had bought 2,000,000,000 feet of standing timber and paid cash for it; and so the impression etched itself into the brain of the Georgia story-teller of Hattiesburg until he heard nothing else but millions.

He had never seen the small oysters of the coast

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or heard of them until he overheard some joker in the "Poodle Dog" in San Francisco order lunch, remarking to the waiter, "Fetch me first, 600 oysters." Whereupon Mr. Camp turned to his friend and remarked: "My God, Bill, did you hear that man's lunch order? This country is too big for me. They EAT just like they spend their money!"

We did not get a chance to really see this remarkable mill, but have no doubt about the veracity of our informant. Anyway the statement will bring the facts!

The much automobiled and delightfully chaperoned 200 excursionists finally careened and rolled out of the town and were delivered to a long board walk running down the Hoquiam river for a quarter of a mile to a landing place where a tug boat met the various groups and carried the party across, assisted by the Messrs. Polsen, the party being ultimately loaded upon a comfortably arranged train of flat cars and box cars and then conveyed to the logging operations of the Polsen Logging Co.

The party was conveyed first to a typical logging camp of the Polsen Logging Co., where they were served a logger's dinner that was a marvel even to all.

There, too, they took a straw vote for president, which resulted: Hughes, 164; Wilson, 36; Hanley, 1; Benson, 1.

Among the visitors to this Pacific Logging Congress a much sought for individual who became the friend of all the pilgrims was Mr. J. Ph. Pfeiffer, who represents Nederlandsch-Indische Houtaankap Maatschappy of The Hague, Holland, and of Semarang, Java. The company name in plain English—is the Holland-India Lumber Co. Mr. Pfeiffer has been gathering information in this country concerning methods of lumber manufacture and gathering data for the purchase of machinery for the large operations of his company.

The excursion to the woods was without set program.

After the luncheon the party again entrained and went farther into the logging operations discovering all the mysteries of sky line skidding and every other operation known to logging as it is done on the Pacific coast.

While the official photograph was being made a most excellent opportunity was developed and just to the liking of Noel Alymer Dew, who in the quiet just before the machinery of the panoramic camera began to swing the box about, stood up on a flat car and slit the atmosphere with a query:

"Can any man here tell me of the whereabouts of T. P. O'Connor?"

The Polsen Logging Co., let us tell you in just this visity-way, has as president Alex Polsen and as vice-president Robert Polsen, two most modest men and two most gracious hosts, who were so busy looking after their guests that no newspaper man present got any real history of the operation.

The Polsen Logging Co. dates back at least as far as 1896, now consists of nine camps, has at least 75 miles of logging railroad, employs 750 to 900 men and cuts and hauls in from 650,000 to 1,000,000 feet of logs per day, all with the varied and numerous equipment of sky line skidders, donkey engines, nine or ten locomotives and every other accoutrement great and small that is necessary to use.

Late in the afternoon a 400-year-old fir tree was felled for the information and interest of the excursionists by a crew consisting of Messrs. King, Hendrickson and Mays, the work being done in 8¾ minutes with an E. C. Atkins & Co. 4-tooth felling saw.

Of course the tree had been prepared for the final felling before—that is sawed out and chipped in on one side to the center.

The prayers of the excursionists availed nothing for from the time the train started back to Polsen's landing in the afternoon the rain fell upon the just and the unjust alike.

The homeward trip was enlivened with chorus singing from plaintive folklore to atrocious modern rag.

In the heavy dusk the party went back again over the ferry and down the long wet wharf to the waiting automobiles where again fifty or sixty citizens of Hoquiam patiently awaited their guests under the dripping side curtains of their machines.

At the end of the walk, with his raincoat held close with one hand while the other grasped an electric torch stood Noel Alymer Dew making query of the wet and happy crowd as it filed by in review:

"Really, now, has anyone seen T. P. O'Connor?"

THE BANQUET AT THE HOTEL GRAYPORT.

If the breakfast in the morning had been a surprise the dinner in the evening increased the astonishment four fold.

Two hundred and fifty loggers, lumbermen, citizens, etc., crowded into the dining room of the Hotel Grayport and—wedged down tighter than calks in a boat—were served from the free ends of the long tables.

The crowd had been wet and tired and happy, no other aid to vivacity and interest was present except the occasion and what it meant.

No program had been provided.

The band which had been playing outside still stayed outside and PLAYED. It was heard vaguely through the smoke like a first wisp of music comes to you as you wait on the sidewalk for a circus procession; and the outside music got no NEARER than just that FAINT ring of HORN and CRASH of CYMBALS.

It was a willing, expectant happy party simply waiting for some one to rise up and command it, which Donald McDonald, of the Pacific Lumber Company did do by simply taking charge.

Mr. McDonald introduced thirty-six people who talked.

He introduced each person with a neat speech and then when the person had resumed his seat he reviewed the speech so the evening produced seventy-two speeches from Toastmaster McDonald and thirty-six speeches from the audience. And now and then—when for instance there was a lull in the merriment, a voice—now very familiar and welcome—stirred up the large welkin and made it ring with a query:

"Tell me, please, have any of you seen T. P. O'Connor?"

The dinner had as waiters seven or eight young women. Each one of these young women was christened some name in history, Cleopatra, Queen of Sheba, etc., etc., and in turn and out of turn

THE ABOVE TWO PICTURES REPRESENT THE LEFT HAND SIDE OF A PANORAMA MADE OF THE PARTICIPANTS IN THE "LOGGING CONGRESS EXCURSION" TO THE CAMPS OF THE POLSON LOGGING COMPANY IN THE GRAYS HARBOR COUNTRY FOLLOWING THE SERIOUS SESSIONS OF THE CONGRESS IN PORTLAND, AND WERE TAKEN IN THE FIRST RAIN OF THE SEASON.

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NO. 1. EARLY MORNING, OCTOBER 27, AUTOMOBILES OF PRIVATE CITIZENS TAKING EXCURSIONISTS TO THE LANDING. NO. 2. EXCURSIONISTS AT THE BLAGEN MILL, HOQUIAM. NO. 3. EXCURSIONISTS WALKING DOWN TO THE BOAT LANDING ENROUTE TO THE POLSEN CAMP. NO. 4. THE ASCENT TO THE WAITING EXCURSION TRAIN, ALREADY HALF LOADED. NO. 5. EXCURSIONISTS MARCHING UP THE LANDING STAGE, ALEX POLSEN IN THE FOREGROUND. NO. 6. THE BOAT THAT CARRIED THE EXCURSIONISTS TO "POLSEN'S LANDING," WAITING EXCURSION TRAIN IN DISTANCE. NO. 7. TAKING THE STRAW BALLOT AT THE CAMP OF THE POLSEN LOGGING COMPANY.

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presented with silver money in goblets and bowls or whatever other receptacle was handy, each presentation accompanied by a speech.

During the evening there were called upon, responded to Mr. McDonald's blandishments and had the courage not to resent his hazing the following named people: George M. Cornwall, C. R. Johnson, A. H. Powers, C. A. Smith, Alex Polsen, Robert Polsen, J. J. Donovan, Skookum Clark, Ph. Pheiffer of The Hague, H. R. MacMillan, A. P. Sprague, B. A. Johnson, Harry Claire, H. M. Strathern, Mr. Lamb of Hoquiam and enough more people whose names did not get into the notebook to make up the thirty-six mentioned above.

And all this occurred in the dry state of Washington at the end of a very damp and rainy day.

When the excursion train arrived in Portland the next morning there stood at the gate, radiant, hopeful, quite certain of success, Mr. Noel Alymer Dew, who made personal inquiry of each of the party as they passed out into the work-a-day world—an inquiry the REFRAIN of which was always—

"Have you seen anything of T. P. O'Connor?"

THE FIRST AID DEMONSTRATION.

Following the adjournment of the congress on Friday afternoon, the first aid team of the Cathlamet Timber Co., Cathlamet, Wash., staged an exhibition of their work in the court of the Portland hotel. The demonstration included preliminary treatment for fractured limbs, cuts about the head, methods of rescue from fire, artificial respiration, the construction of a serviceable stretcher from materials at hand in the woods, and the proper method of carrying the injured. The team brought with them moss and bark for splints such as would be readily available at any point in the woods, while a pair of saplings and two rough split stakes with two ordinary shirts were fashioned into a very practical stretcher.

The members of the team were: A. B. Martin, captain; M. M. Sarich; E. M. Buol; H. H. Thorpe, and Paul Freydig. The team was drilled by Dr. M. J. Shields, field agent of the American Red Cross, who has been doing commendable work in the logging camps of the Willamette valley and the Columbia river district. Dr. Shields arranged the program to show the treatment of the most common injuries received in the woods and to illustrate what can be done to relieve the patient until proper treatent can be given. The demonstration was warmly received and greatly appreciated by the large number who witnessed it.

AUTOMOBILE TRIP.

Immediately following the first aid demonstration, waiting automobiles conveyed the delegates

FROM LEFT TO RIGHT: B. A. JOHNSON, LUMBER WORLD REVIEW; W. E. BOUSCHOR, WILLAMETTE IRON AND STEEL WORKS, SEATTLE, WASH.; H. E. LELAND, LELAND EQUIPMENT CO., SAN FRANCISCO, AND A. L. FLEWELLING, SPOKANE.

of the congress for a spin over the world famous Columbia River Highway. Although the start was made rather late in the afternoon they were taken as far as Crown Point where they were afforded a matchless panorama of the Columbia river 725 feet below them. The party returned in time for the banquet given in their honor by the Columbia River Loggers' Association. The automobile trip was arranged by Geo. K. Wentworth, jr., who took personal charge of the party.

BANQUET TO THE LOGGING CONGRESS.

The complimentary dinner at the courtesy of the Columbia river loggers and lumbermen which took place in the Portland hotel on the night of Friday, October 27, at 6:15 o'clock, was an informal affair that was very enjoyable indeed. It was under the auspices of W. W. Peed, who for the second time was enjoying the honeymoon of his official duties as president of the Pacific Logging Congress and who for the occasion was assisted by many of the officers and executives of the congress and by the leading loggers.

It was really a dinner and a musical without formal program and all of the speeches that were made were apologies for not having speeches to make.

There was some singing and some dancing and several instrumental members, the most alluring of which were a piano and 'cello duet and the singing of Kanaka and other songs by two very talented people who danced also in connection with their singing.

The whole program only lasted about an hour and a half, when not less than 200 of the loggers and their friends, their wives and their sweethearts repaired to the special train for Hoquiam.

WEST COAST SAFETY ENGINEERS ASSOCIATION ORGANIZED.

Immediately following the Logging Congress, at Hoquiam, Wash., representatives of the Industrial Accident Commission of Oregon and California, and the Industrial Insurance Commission of Washington, and the Labor Bureau of Oregon and Washington, met at Aberdeen, Wash., October 29, and formed the West Coast Safety Engineers' Association.

The new association is the outgrowth of the recognition of the need of uniformity in requirements of the several states, which have to do with the reduction of industrial accidents, and has for its leading object, the encouragement of co-operation and exchange of ideas between the representatives of the states, and between the employers of those who are interested, and widely concerned in reducing the present long list of industrial accidents.

The association has the personal assurance of the co-operation and active assistance of the commissioners of each of the states, in any efforts that may give promise of closer workings between the states and employers and workmen.

The factory inspection, education of the workmen along lines of accident prevention, the development and study of various types of safeguards, and their application are some of the lines along which the activities of the association will be directed.

Probably one of the first matters to be taken up will be an effort to bring together the loggers of Oregon and Washington, with a view of developing better conditions of equipment, and methods of logging operations, patterned probably after the work that is being done by the safety department of the state of California.

The officers of the new association are: president, C. H. Gram, Portland, Ore.; vice-president, J. C. Bennett, San Francisco, Cal.; secretary-treasurer, C. M. Shrader, Seattle, Wash.

The meeting also passed the following resolution: "Resolved, that the members of the West Coast Safety Engineers' Association, extend to the Pacific Logging Congress, their appreciation of the courtesy and hospitality rendered them during the eighth annual meeting just closed.

Annual Session Appalachian Logging Congress

The fall meeting of the Appalachian Logging Congress, which was held at the Board of Commerce building, Knoxville, Tenn., on October 18 and 19, was really the second annual meeting of that organization. There were nearly one hundred of the mountain lumbermen of the Appalachian range, comprising loggers and manufacturers from western North Carolina, southwestern Virginia, western West Virginia, eastern Kentucky and eastern Tennessee present. These are the men who display great efficiency in logging methods under the handicap of high altitudes and steep grades, but who manufacture generally as good grades of lumber as are found in the mid-southern country.

At the opening of the session Wednesday morning, J. Allen Smith, president of the Knoxville Board of Commerce, extended a greeting to the lumbermen on behalf of "the Gateway of the Appalachians," as Knoxville has been called. Mr. Smith, owing to a previous engagement, had to leave the room at the conclusion of his welcoming address, and, therefore, was not favored with the eloquent words of response delivered by Charles H. Mackintosh, of the Clyde Iron Works, Duluth, Minn., and president of the mail advertising department of the Associated Advertising Clubs of the World. Owing to that fact, President Townsend designated Lewis Doster, of E. C. Atkins & Co., Indianapolis, Ind., to represent the president of the Board of Commerce, for the purpose of absorbing the appreciation due that gentleman for his address of welcome. Mr. Doster discharged his responsibility with becoming dignity, but remarked: "No wonder Smith went away."

PRESIDENT TOWNSEND'S ANNUAL ADDRESS.

William B. Townsend, of Knoxville, president of the Little River Lumber Co., of Townsend, Tenn., prefaced his annual address with a compliment to the city of Knoxville, and its availability as a meeting place for the association. He called attention to the interesting program which had been arranged for the meeting. He said that the subjects discussed would relate to the most difficult proposition in connection with the production of lumber from timber to be found anywhere on the western hemisphere, and perhaps in the world. He urged that each member be a self-appointed committee of one to secure new members, as he regarded it as absolutely essential that the membership be so enlarged as to include practically all of the logging interests of the southern Appalachians.

He also called attention to the important subject of costs, to which many of the members pay too scant attention. "Unless we know the cost of delivering our logs, we can no more hope for our business to be successful than a merchant who does not know the difference between the purchase and the sale price of his goods. Organization and efficiency are just as important today in logging as in either the manufacturing or selling ends of the business.

"Don't let us lose sight of the fact that we are not a trade organization in the commonly accepted sense of that term. We have nothing to sell, nor do we attempt to regulate prices or restrict anything in business, but we believe in big things, big trade, big wages, big pay envelopes, and plenty of work."

LUMBER ASSOCIATION WORK.

By R. S. Kellogg, of Chicago.

The text of the address of R. S. Kellogg, of Chicago, secretary of the National Lumber Manufacturers' Association, was "Co-operation Is the Source of Progress; Competition Is Not the Life of Trade." He said that whether the lumbermen like it or not, the day is at hand when they must keep closely in touch with congress and the various departments of the government at Washington. "If we wait in each case until something injurious to our business has occurred, we will have little or no chance to rectify mistakes. If we co-operate fully and freely with the Washington officials at all times it is much less likely that detrimental measures and policies will be adopted without our having an opportunity to give them consideration." He spoke of the recent reclassification hearing as having been the first time in the history of the United States that the lumbermen had been invited to participate, through the National Lumber Manufacturers' Association, in projects for their welfare. He referred to the work of the Federal Trade Commission and the investigation of the lumber industry made by the Forest Service. He said that the latter will publish nine large volumes, containing the results of its investigation. There was no doubt that the Forest Service will recognize completely the beneficial work of the manufacturers' association.

Mr. Kellogg referred in a commendatory way to

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the credit department of the association, and said that the October edition of the "Blue Book," just published, contained 50,000 references. He also referred to the growth of the Inter-Insurance Exchange, since it was organized, February 15, 1915.

Secretary Kellogg spoke of the trade extension department, which will mean ultimately the greatest things for lumbermen. The slogan adopted, "Use Wood Where Wood Is Best," had proved very popular.

CO-OPERATION IN OBTAINING EQUITABLE RATES.

By George L. Forester, of Asheville, N. C.

George L. Forester, secretary of the Western Carolina Lumber & Timber Association, Asheville, N. C., read a valuable paper upon the subject, "What Co-operative Association Work May Accomplish in Obtaining Equitable Freight Tariffs." Mr. Forester referred to an article in the LUMBER WORLD REVIEW of October 10, written by H. D. Langille, of Portland, Ore., and quoted liberally from that article, and recommended that those who had not read it secure a copy of the paper. He said that Mr. Langille's statements were of the kind that may be transmuted into gold.

As far as freight rates are concerned, Mr. Forester said that the subject was the most uninteresting topic for exploitation and the most unscientific in our business structure. He wished to give particular emphasis to the statement that the association which he represented does not now, never has, and never will "fight the railroads," as long as he is connected with it. He regarded such action as unprofitable, undesirable, unbusinesslike, and, as David Harum might have expressed it, "Gets you nowhere."

What co-operative work may accomplish may be best illustrated by what has been accomplished, and in this respect the Western Carolina Lumber & Timber Association has an enviable record.

In 1913 the Southern railway published advanced rates on lumber from western North Carolina, which would have meant an increase in charges upon the lumbermen of that territory of approximately $180,000 a year. The advances were from ½ cent to 5½ cents a hundred, or an average of $1 a thousand feet, which, carried back to the stump, would mean $3 to $5 an acre. Had these advances taken effect they would have been followed by the Louisville & Nashville and the Carolina, Clinchfield & Ohio lines. The proposed advances meant heavy losses, and for some members possibly bankruptcy on outstanding contracts. This proposed advance brought the Western Carolina Lumber & Timber Association into existence. The association secured the suspension and later the cancellation of the proposed rates through the Interstate Commerce Commission. The net saving was approximately $180,000 a year. The cost of the proceedings was $3,500, so that it looked like a good investment. The association did not ask for a reduction in the rate, but merely protested against the advance.

Mr. Forester referred in a complimentary way to Robert H. Downman, president of the National Lumber Manufacturers' Association, for his work on behalf of the lumber interests of the country.

As to the benefits of association work, Mr. Forester gave a concrete case, in which the present rate on lumber from Knoxville, Tenn., to High Point, N. C., distance 305 miles, is 13 cents. The rate from Murphy, N. C., to High Point, N. C., distance 299 miles, is 9 cents. Efforts have been made to have this inequality removed. The Western Carolina Lumber & Timber Association is now working for a universal scale to cover the entire territory. A scale has been filed, and is now being used by the Seaboard Air Line and the Atlantic Coast Line, and a similar scale for the Southern railway is now being prepared for the deliberations of the commission, which is knowns as "I and S Docket No. 809." This docket proposes a change of lumber rates which have been obtained since 1881, or a period of thirty-five years. The rating on lumber in carloads was changed first April 1, to sixth class, which meant an increase of over 100 percent in most cases. "On cars for which I have handled the expense bills, the advance was from 15 to 39 cents a hundred, and in other cases from 14 to 37 cents a hundred. As a result of the action taken by the Western Carolina Lumber & Timber Association the advances are now suspended."

LUNCHEON BY THE LIDGERWOOD.

At the noon recess the members of the association were conveyed to the Hotel Atkin, where they were served luncheon, with the compliments of the Lidgerwood Manufacturing Co., of New York, represented by J. H. Dickinson, manager, and E. F. Swan, Appalachian representative.

LOWER FREIGHTS ON LOW GRADE WOODS.

By S. F. Chapman, of Asheville, N. C.

S. F. Chapman, of Asheville, N. C., delivered a most interesting address at the Wednesday afternoon session, on the subject, "The Possibility of Securing Lower Freight Rates on Low Grade Oaks and Hemlock," and gave many substantial reasons why freights on these items should be lower. He said that he had been fighting the lumber game for thirty-four years. "I didn't have a cent when I started, and I have been holding my own pretty well." Mr. Chapman gave some very good illustrations in the way of stories of his position on freight matters. He said that there were millions of tons of freight along the lines of the Southern railway that the road could not move because it could not make a freight rate. He had personally gone to Washington and talked to the leading

W. B. TOWNSEND, OF TOWNSEND, TENN.
President Appalachian Logging Congress.

traffic men of the Southern railway, with the result that three division freight agents had come down into his country to look over the situation. The freight officials had reported favorably to their head men on the proposition to make a satisfactory low rate on these low grade woods, but the higher officials had turned them down.

Mr. Chapman spoke of the extinction of the enormous herds of buffalo on the western plains as having been an everlasting disgrace to the American people, but the tremendous loss of timber going on is a much greater disgrace. In Mr. Chapman's opinion, there ought to be some way found to take care of chestnut oak and hemlock. He believed that chestnut oak would make an excellent street planking, but rates were so high as to prohibit its general use. As for hemlock, an increased price for it could not be expected, but the logging expense might be reduced to a point where a profit could be made in its manufacture. Under present conditions, Mr. Chapman expressed the conviction that there was not a dollar of profit today in the manufacture of chestnut oak and hemlock. He said that for high grade woods the Southern railway charges as much as it does for low grade woods. For instance, in that territory the cherry and walnut trees are all gone, but the rates apply just the same. He thought that, in its own interest, the railroad should make a rate on low grade woods, as it should be to their interest to move stuff that otherwise would be lost to everybody forever. He believed that if all the various organizations interested were to co-operate in a federation, and then ask the Southern railway officials to go on the ground and investigate the proposition, and with everybody actively behind it, there might be some impression made. He suggested that the Appalachian Logging Congress and the Western Carolina Lumber & Timber Association unite in going after this proposition; that they interview the highest officials of the railroad, and being bound to get attention from the officials, they might induce them to take it up. If the Southern railway people fail to take action, then this joint committee might go before the various tribunals created for settling such differences.

There was some discussion among the members as to the manufacture of by-products from low grade woods. G. B. Kittle, of the Lima Locomotive Works, Lima, Ohio, suggested a valuable addition to a lumber operation in a plant for the manufacture of acids. He said that the Mitchell Bros. Co. at its plant at Jennings, Mich., had installed a plant for the manufacture of charcoal; then it had added a charcoal pig iron plant. Now charcoal is a by-product, as the company is making more money out of the manufacture of acids, acetate of lime, etc.

Mr. Chapman stated that many concerns in this territory were making strenuous efforts to put in some kind of a plant that would utilize their low grade material. However, he said that would not affect the question which they are up against now, which is to get their low grade material into the eastern markets.

Watson Ford said that what the organization needed would be an influential committee, who would go to the railroad heads and present the matter to them, and he believed that such a committee would get results.

Secretary Henry Grinnell said that he did not believe that one-half of the merchantable timber estimated on the lands in his territory is to be found there. In his opinion, the hemlock is overripe, and is not suitable for lumber, being all very shaky. He believed hemlock to be the poorest stuff grown in this territory. And Mr. Chapman expressed his belief that the only market for hemlock is for pulpwood.

C. H. Mackintosh suggested that the resolutions committee be instructed to prepare a specific resolution on this question. Watson Ford made the motion, and it was unanimously carried.

NARROW GAUGE VERSUS STANDARD GAUGE FOR MOUNTAIN LOGGING.

Papers Read by W. T. Latham and J. P. Murphy.

A most interesting and practical discussion resulted from two papers read at the Thursday afternoon session, one by W. T. Latham, of Asheville, N. C., on the subject of "The Narrow Gauge Railroad for Mountain Loggings," and the other by J. P. Murphy, superintendent of the Little River Lumber Co., Townsend, Tenn., on "The Standard Gauge Railroad for Mountain Logging."

Mr. Latham recited the advantages of constructing a narrow gauge railroad for logging purposes, as being laid at a greatly lowered cost, as compared with the standard gauge in grading, track equipment and other items. He said there was less expense in grading, as the narrow gauge road did not require so much care, and was much easier to construct.

Mr. Latham's contentions were disputed by J. P. Murphy, who said that in the Great Smoky Mountain district the main water courses are steep, crooked, broken frequently by numerous short ravines and rocky bluffs, and with steep and rough mountain sides. In his opinion, the method to be applied to the individual operation depends largely on local conditions. The main question to be considered consists of acreage of timber supply, distance for the logs to be hauled; the capacity desired, and the capital available for development. He thought it would be unwise for the small operator, with limited capital, small timber supply, to go to the expense of purchasing heavier logging railroad or equipment than is justified. The reverse is true with the large operator. A carefully and exhaustive survey of the properties to be developed should be made before the mill is located having in view the shortest haul and the elimination of handling the loads against the grades.

Mr. Murphy spoke of the great difficulty that had been encountered by his company in getting the right sort of locomotive and it had made a special design of a Mallet compound locomotive, which was worked out by the Baldwin Locomotive Works. This is the heaviest locomotive the company has in service, and is giving excellent satisfaction.

"With the use of standard gauge logging railroad, standard equipment can be used throughout. This permits of larger, heavier and more evenly balanced load on cars, resulting in much less liability of derailment, with consequent damage to equipment, track and troublesome delays. Heavier

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trains may be handled with one engine and crew, requiring less locomotive mileage, and consequently less expense for fuel, oil, repairs, labor, etc., to accomplish a certain amount of work. Another advantage is that repairs for standard equipment can be more easily and readily purchased in the open market. This is not true, however, with special equipment required for tram cars or a narrow gauge railroad, which in the majority of cases must be purchased direct from the manufacturer or builder. Another great advantage of the standard gauge logging railroad over the tram roads, narrow gauge railroad or other methods is the elimination of expense of transferring all inbound and outbound shipments. With the use of standard gauge railroads all carload shipments can be handled directly through to the headquarters commissary, camps in the woods, or other places where it is needed along the line, in the original foreign cars in which the shipments were made, while the operator using any other method for logging than standard gauge railroad is compelled to transfer everything to his own equipment.

During the resultant discussion Mr. Latham asked Mr. Murphy how much it cost to grade a standard gauge railroad through his country, and the latter replied that he could not give the figures, because conditions vary so greatly. Mr. Chapman expressed the idea that the desirability of building a narrow or standard gauge road depended entirely upon the amount of tonnage to be moved.

President Townsend made inquiry as to why a standard gauge road should cost five times as much to grade as a narrow gauge road. Mr. Chapman stated that this was because the standard road bed took so much more filling, but after all, the question depends on the amount of tonnage to be moved.

Mr. Latham said he was very much interested in this question, as he was about to build a road of some kind, extending from thirty to forty miles, and which had about 300,000,000 feet of timber to move.

J. H. Dickinson, of the Lidgerwood Manufacturing Co., said that the question was largely to be determined by the method used in logging. If there were only a short haul he could see where a narrow gauge road might be used to advantage, but he thought that if there were a long haul and a large amount of tonnage that it would be more proper to use a standard gauge.

G. B. Kittle, of the Lima Locomotive Works, said that the price of a 30-ton geared narrow gauge locomotive and of a 30-ton geared standard gauge locomotive was about the same. However, about ninety out of every 100 built by his company for logging are standard gauge.

John Raine, of the Meadow River Lumber Co., Rainelle, W. Va., said that he knew of a company in his territory which operated a large mileage of narrow gauge road, and was building another narrow gauge line. He said that he knew of a mill that operated five band saws, and said if it built another road it would build standard gauge. He did not think there was any difference in the cost of the equipment to do the same work.

D. C. Manges, of the Babcock Lumber Co., Tellicoe Plains, Tenn., said that, in his opinion, if the proposition did not justify a standard gauge road it would not justify the construction of a narrow gauge.

Mr. Chapman said that the character of the shale rock in West Virginia was vastly different from the granite which the lumbermen run up against in this territory, and which made the cost of building logging roads very much greater.

Second Session of the Appalachian Logging Congress

The opening session of the Appalachian Logging Congress on Thursday was rather late, owing to the lateness of the hour at which the banquet had adjourned the previous evening. However, by 11 o'clock a goodly number had assembled and listened to the report of Secretary Henry Grinnell, of Asheville, N. C.

SECRETARY GRINNELL'S ANNUAL REPORT.

Secretary Grinnell stated that since the last report thirteen new members had been added, making the total membership 41. He recommended that the congress establish an employment bureau, as he had been asked by loggers to find work for them, and had been asked by employers to find men, and in one instance a northern lumber company addressed him to find a man capable of managing a large manufacturing operation. He believed that such a bureau would be of benefit, not only to the employes, but to employers as well.

"We have gone ahead a long way since the spring meeting, and a readier co-operation has been noticeable. The logger's time and thoughts are naturally, and very properly, taken up with the eternal fight to get his logs to the mill at a cost that will permit a small profit on the manufactured product, but a few words to a neighboring operator, or a letter to friend now and then, would tend to increase the membership faster than a year's correspondence by your secretary.

"The proceedings of the spring meeting have lately been sent to the members and to others interested in the work of the congress. It is perhaps to be regretted that they were not published sooner, but, on the other hand, it is quite possible that distribution shortly before a meeting may tend to increase interest in the congress.

"Your secretary would be grateful for criticism of the pamphlet, and for suggestions for future publications. It should be borne in mind that unlike the secretaries of the Pacific Logging Congress and the Southern Logging Association, he is not an editor and publisher, but merely a hill billy wood hick, unversed in the art of putting words together in any way but the simplest way."

The financial report of the secretary showed a balance on hand last year of $117.65; receipts $130, making a total of $247.65; expenses, $211.17; balance on hand, $36.48.

A resolution was presented expressing the thanks of the congress to Lewis Doster and his associates among the supply men for the splendid entertainment given members of the congress.

COMMITTEES APPOINTED.

President Townsend appointed the following committees:

On nominations: J. C. Arbogast, Malcolm Miller, E. R. Fredericks.

On resolutions: R. C. Staebner, D. G. Manges, R. D. Tonkin.

AMENDMENT TO CONSTITUTION.

W. T. Latham offered an amendment to the constitution regarding membership eligibility, to the effect that lumber manufacturing corporations, supply men, machinery men and newspaper men

HENRY GRINNELL, OF ASHEVILLE, N. C.
Secretary Appalachian Logging Congress.

may become associate members of the congress, having all the privileges of regular members, except voting, and that they shall be charged dues of $5 a year, payable in advance. This was unanimously adopted.

OFFICERS ELECTED.

Chairman Arbogast, of the nominating committee, reported the following list of officers to serve the ensuing year:

President—W. B. Townsend, Little River Lumber Co., Townsend, Tenn.

Vice-President—John Raine, Meadow River Lumber Co., Rainelle, W. Va.

Secretary and treasurer—Henry Grinnell, Grinnell & Holt, Asheville, N. C.

On motion the report of the nominating committee was adopted, and the above officers were declared unanimously elected.

Secretary Grinnell thanked the members for his re-election. He told of the many difficulties that were encountered in connection with his office, and asked the material co-operation of all the members.

S. F. Chapman stated that in his opinion the officers must be given the undivided support of the members.

President Townsend stated that he had accepted the honor of a re-election only under the condition that he be given the necessary support, and asked if it would be forthcoming. He was answered by cries of "Yes; yes."

REPORT OF RESOLUTIONS COMMITTEE.

R. C. Staebner, chairman of the resolutions committee, reported that thanks of the congress be extended to the following for courtesies: Knoxville Board of Commerce, Commercial Club of Knoxville, "Appalachian Trade Journal," Little River Lumber Co., of Townsend, Tenn.; Elkmont Contracting & Supply Co., of Elkmont, Tenn.; Southern Railway Co. for special car, and Hotel Atkin, Knoxville, Tenn.

Sympathy was expressed with the efforts of S. F. Chapman to secure lower freight rates on hemlock and low grade oak.

Thanks were extended to E. C. Atkins & Co., Indianapolis, Ind.; the Clyde Iron Works, Duluth, Minn.; the Lidgerwood Manufacturing Co., New York, and other supply houses represented at the meeting.

Thanks were also extended to the daily press of Knoxville for extended reports given of the various sessions.

On motion of Mr. Chapman it was voted that the secretary be authorized to employ an assistant, and that an assessment be voted to defray the additional expense.

AN OFFICIAL NEWSPAPER.

J. R. Williams, editor of the "Appalachian Trade Journal," of Knoxville, made a statement of what he would be willing to do for the congress if his journal were made the official organ, and his proposition having met with favor it was moved and seconded that the Appalachian Trade Journal be so designated, and the motion was unanimously adopted.

S. F. Chapman offered a motion that the president appoint a committee to consult with the Western Carolina Lumber & Timber Association and with the officers of the Southern railway relative to a joint conference on lower rates on low grade lumber, and the motion was adopted.

LUNCHEON TENDERED BY COMMERCIAL BODIES.

A most enjoyable luncheon, tendered to the Appalachian Lumber Congress jointly by the Knoxville Board of Commerce and the Commercial Club, was given at the Hotel Atkin at 12:30 o'clock Thursday, October 19. J. Allen Smith, president of the Board of Commerce, presided as toastmaster, sitting at the right of President W. B. Townsend. When the coffee and cigars were reached he called upon Sam E. Hill, of the city commission, chairman of the finance committee and vice-mayor, as the first speaker. Mr. Hill, as spokesman for the city of Knoxville, tendered to the visitors in becoming fashion the freedom of the city, and gave a most interesting talk.

T. Asbury Wright, vice-president of the Board of Commerce of Knoxville, welcomed the visitors on behalf of that body.

W. M. Bonham, of C. M. McClung & Co., representing the Commercial Club, also extended a cordial welcome to the members of the congress.

These addresses of welcome to the city were responded to by Lucius E. Fuller, of the LUMBER WORLD REVIEW, Chicago, who was requested by President Townsend to say a few words of appreciation on behalf of the members.

Malcolm Miller, of the Lenox Saw Mill Co., Elizabethton, Tenn., also made a very appropriate and fitting speech.

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The star of the occasion, however, was Rev. George R. Stuart, of the Methodist Episcopal Church, South. Rev. Stuart told some excruciatingly funny stories, and as he had been heralded by some of his admirers as one of the greatest orators in the south, his address fully justified that expression.

After luncheon the visitors were taken in automobiles to the Knoxville Country Club, which is located on the high banks of the French Broad river, about six miles from town, and one of the most beautiful spots imaginable.

Third Session of the Appalachian Logging Congress

The closing session of the congress opened late Thursday afternoon, because of the automobile trip. First, on the program was a paper by W. W. Ashe, of Washington, D. C., who came to represent his principal, H. S. Graves, forester of the United States Forest Service. Excerpts from Mr. Ashe's paper follow:

THE GOVERNMENT POLICY RESPECTING THE EASTERN NATIONAL FORESTS.

By W. W. Ashe, of the Forest Service, Washington, D. C.

Mr. Ashe made a full and complete statement of the attitude of the Forest Service and of the government toward the lumbermen and the conservation policy. He said that there were two relations of the forest purchasing policy of the government in which the loggers may have a special interest. One is as to whether the loggers are leaving the lands they are exploiting in the best condition to fetch a good price, in case they should be considered for purchase by the government; and the other is the requirements of the government in selling the timber from the lands from which it is acquiring.

Mr. Ashe cited the provisions of the Weeks law, which makes provision for acquiring land for the protection of the head waters of navigable streams, and which properties eventually become national forests.

Cut over lands, he said, have little value, from the point of view of the government, as it may require more than a century to reforest some of these lands. Their purchase will, it is believed, have a steadying influence on the lumber market. Sales will be made only when there is a demand for the timber. Thus far the actual amount of timber sold has been comparatively small. The first requirement of the government in the management of its hardwood forests is absolute protection against fire, and this applies to old as well as young timber.

Recently provision has been made to allow the forest lands to be occupied for summer homes, hotels, stores, or other structures needed for recreation or public convenience for periods not to exceed thirty years, and no person to be allowed to use more than five acres. There will be no restrictions on either hunting or fishing other than those imposed by the game laws of the states in which the forests are located. The Pisgah National Forest, in western North Carolina, has been created a game preserve; hunting is prohibited at present, and fishing will be allowed only under permit. The establishment of the national park has resulted in the withdrawal of a considerable portion of the taxable assets of certain communities. To compensate for this 25 percent of the gross income from the national forest acreage in each county is turned over to the respective counties, and this money is to be used for roads and public schools.

In states which have adopted rules for the protection of timber lands from fire the co-operation and financial assistance of the government is also available. A group of owners of timber lands may organize an association to secure this protection, and operators should avail themselves of this opportunity where it is open to them. In states where it is not yet open to them they might well seek by concerted action such legislation as will enable them to secure it.

WOULD COMPARATIVE LOGGING COSTS BENEFIT MEMBERS OF THE CONGRESS.

By R. C. Staebner, of the Little River Lumber Co., Townsend, Tenn.

R. C. Staebner, forest engineer, of the Little River Lumber Co., stated that the logging cost is usually the largest item to lumber manufacturers. A record of the logging cost is necessary, to enable the manager and owners of any plant to know if their work is being done as cheaply as possible. Such records form a basis for comparing present with previous work.

Mr. Staebner said that while probably all members of the congress keep a record of their logging costs few knew exactly what it does cost, nor why it cost that particular figure, because the correct determination of this requires more than a careful account of labor and supply bills. The logging of any particular tract of timber is a long time operation, and in order to determine correct annual or monthly or any other periodic cost, many other facts must be known.

The speaker said that the proper distribution of correct labor and material cost is a very complicated problem. On nearly every job more than one product is handled, such as logs, tan bark, pulp wood, acid wood, ties, etc. The question is whether the cost of the roads over which the logs, the tan bark, and the pulp wood are skidded should be charged entirely to the logs. After the cost sheet is compiled much cannot be learned from it, unless familiar with all the conditions under which the work is done. The cost of logging depends on a great many varying factors, such as topography, soil, rocks, species, size and distribution of timber, character of undergrowth, weather conditions, character and efficiency of labor and supervision, efficiency of equipment, of machinery, and so on.

Mr. Staebner referred to the cost sheets gotten up by a neighboring association, but in his opinion, the problem was too large to be handled as it is being handled now. The solution lies in breaking up the subject in smaller parts and tackling these one at a time. The comparative methods that will yield the most profitable results is the one that will answer the questions. In order to arrive at this subject more intelligently he advocated the assignment of a day at a meeting of the members to some particular phase of logging work. For instance, a discussion and comparison of overhead steam skidding costs, with records kept somewhat as follows:

1. A careful description of each set, with a topographic map and statement of the character, size and density of the timber and the undergrowth.
2. The machine used, with specifications as to boiler, engine, number and size of drums; the arrangement, the cost of the machines, the size and kind of lines used and the cost of rigging the machine.
3. Crew and wage scale. Character and efficiency of the labor.
4. Method of rigging spar crews, type and size of blocks used, methods of putting out the lines and costs of this work.
5. Method of working while skidding, distribution of crews, average and maximum amounts skidded for each set, with labor cost of same.
6. Method of moving from one set to another, distance moved, time consumed and costs.
7. The amount and cost of coal, oil, waste, etc., used on each set.
8. Lost time due to weather conditions, break downs, etc.
9. Total amount skidded and total amount of labor and supplies.

At the end of such a discussion as this, he said, we would have a set of truly comparative figures, and by going into every phase of logging work in this manner, the association could gradually compile a set of intelligible working data, which could be used to determine the best method of doing any piece of work under any stated set of conditions.

ELECTRICAL LOGGING DEVICES.

By D. G. Manges, of the Babcock Lumber Co., Tellico Plains, Tenn.

D. G. Manges, superintendent of the Babcock Lumber Co., Tellico Plains, Tenn., introduced his paper with a quotation from Shakespeare: "If to do were as easy to know what were good to do, churches had been chapels and poor men's cottages princes' palaces." Mr. Manges stated that we were living in an electrical age, an age when the wheels of industry are progressing by leaps and bounds. Every day sees the equipment of some industry emerging in a new cloak. The logging industry, he thought, was not getting its share of electricity, which is the only source of power that can be economically distributed over a logging territory. The loggers are not keeping pace with the other great industries of the world "and," he asked, "is it not a fact that the lumbermen are being outstripped by their own industrial competitors?" Mr. Manges believed that the lumbermen must do more work with power driven machines. "For instance, the sickle, the knitting needle, the old hand loom, the needle and thread, the coal pick and the cross cut saw, were all rocked in the same cradle. The sickle has developed into a reaper, the knitting needle into a great factory filled with humming spindles, the needle and thread into a sewing machine, the coal pick into a coal cutter, and the old cross cut saw has remained a hopeless case all these years.

'The cross cut saw is not the only tool for which we should bow our heads 'n shame. Several weeks ago we were moving earth for a railroad bridge and found a kit of stone tools that were used by some prehistoric race; among them there was a stone ax. This ax was similar to the one we use today, with the exception of being stone and having the handle attached to the outside. Is it possible that we must cling to that old stone model forever? Should we not make some great effort to get an electrically driven tool to replace, at least, a part of its uses?"

Mr. Manges said that the lumberman's slogan should be "scientific logging," and he should put forth every effort to get men to conduct it along scientific lines.

Mr. Manges dreamed a dream and said that if Rip Van Winkle were to wake up ten years from now he believed that coming down from the tops of the Great Smoky Mountains he would find a newly made railroad, on which would be placed a car containing an engine and motor. From this car he would find a small insulated wire, which he would trace back a half mile into the dense forest and would find that it terminated at a giant oak. On either side there would be a man having in his hands a small motor weighing about 40 pounds. Each of the men would pick up a small spindle about an inch in diameter and about three feet long. They would attach these to their motors and place the steel against the tree. There would be a humming sound for a few moments, then a mighty crash; then the giant oak would lay prostrate. He would hear another quivering sound near by, and would discover a man having in his hands a machine similar to a riveting machine, driven by compressed air, and having a tool attached resembling the bit of an ax. This, he would place against the branches of the tree, severing them as rapidly as he touched them.

Malcolm Miller stated that the lumber trade papers might devote space to logging costs, and in this way the members could know definitely about them several months before their meetings.

George N. DeLaney thought that these uniform cost sheets, when prepared, should be distributed only to members, and should not be given to outsiders. Others participated in this discussion, and then there was a bringing up of the previous contention regarding narrow gauge and standard gauge road, which was participated in by H. B. Curtin, of Clarksburg, W. Va.; J. D. Wyrick, of the Colonial Lumber Co. Bearden and others.

A WEALTH OF MOVING PICTURES.

There were many moving pictures shown by the Clyde Iron Works, of Duluth, Minn., and by the Southern Pine Association. The pictures shown by the Clyde Iron Works displayed their big skidders in logging operations in the Black Mountain district, while those of the Southern Pine Association gave numerous views of the plant and operations of the Longville Lumber Co., at Longville, La., one of the properties of the Long-Bell Lumber Co., of Kansas City.

Fourth Session of the Appalachian Logging Congress

The handsome banquet hall of the Hotel Atkin was filled on Wednesday evening with lumbermen, members of the Knoxville commercial bodies, and members of the logging congress, who had gathered at the annual banquet. The festivities were accentuated by charming vocal music, rendered

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by the hotel entertainers. One of the principal addresses of the evening was delivered by G. B. Kittle, of the Lima Locomotive Works, Lima, Ohio. Mr. Kittle had recently made a trip to the Orient, and had observed logging as well as log transporation methods in the countries through which he passed on his way east, and upon his return. He told particularly about logging methods in Japan, and gave in a breezy and interesting fashion some of his experiences in that charming country.

An address was also made by J. R. Williams, of the "Appalachian Trade Journal," Knoxville, which was punctuated by many apt sayings and scintillating stories.

THE LOGGING MANAGER.

By John Raine, Meadow River Lumber Co. Rainelle, W. Va.

The speech of the evening was that of John Raine, the new vice-president of the Appalachian Logging Congress, who treated of the "Logging Manager." Mr. Raine is one of the foremost lumbermen of West Virginia, and has charge of one of the largest manufacturing operations in that section, and his address was listened to with deferential attention. He said that in the minds of some, the lumbermen are simply despoilers of the bounties of nature. The recent criticisms of the Forest Service, he said, should startle us into taking account of ourselves, and seeing, if indeed, we have been wasteful, unscientific and inefficient in the management of our business.

Mr. Raine said that the lumberman had a double responsibility, one to society, that he does not despoil the beauty and utility of the forests, which in a sense are a heritage of all the people, and the other to himself and his allied interests, that he transform the mature products of the forest into the varied articles of man's need at a reasonable profit.

"In the hardwood belt, with which we are familiar, stumpage, plus the cost of delivering logs into the mill pond, constitutes probably two-thirds of the cost of lumber production. The general high efficiency of the modern sawmill plant and the fairly uniform scale of wages paid, do not permit a wide variation in the cost of manufacture of rough lumber. The completion of highly organized buying and selling agencies makes the sales manager's position a comparative sinecure. These two factors constitute, so to speak, dead level costs, so we must look to the logging end of the business for reform in extravagant cost of production and for the elimination of waste. Here is where big money is used in carrying on the business, and here is where the big leaks occur. For every industrial success or failure, some one man is primarily responsible. In the lumber game that man is the logging manager, and it is the purpose of this paper to hint at the place that he should have 'in the sun.' If then, this man is primarily responsible for the success of an operation, how shall we distinguish him?"

Mr. Raine outlined the qualities which predominate in the typical and ideal logging manager; what he must know, how he must be educated, the ability to judge men and conditions, and all of the requisite characteristics of the individual. He must also be a mechanical engineer, acquainted with forestry, a practical railroad man, and, in short, must know each and every feature of the operation from the tree to the mill.

"Conscious of the value of stumpage, our ideal manager is constantly working on the problem of eliminating waste and conserving all of the economically valuable work. This means that he insist on securing all the valuable timber and bringing to the mill only such parts of the whole tree as are commercially profitable. For the residue he is seeking avenues of disposition in other directions, and here he calls to his aid the chemist and the government. There are no doubt commercial possibilities in all wood waste and the government could render no better service than to aid the lumberman in finding uses and a market for such waste. These latent values, some day, the magic wand of the chemist under government aid will make real."

Other qualities of the ideal manager as set forth by Mr. Raine are the knowledge of the methods of combating forest fires, having in view the motto of the forester "Burnt timber pays no wages" and "A tree will make a million matches; a match may waste a million trees."

S. F. Chapman and Henry Grinnell, both of Asheville, N. C., were also called upon and responded in a felicitous way.

TRIP INTO THE HEART OF THE GREAT SMOKIES.

One of the most enjoyable trips that could be taken by any crowd of interested lumbermen was that on Friday, October 20, to the logging operations of the Little River Lumber Co. in the heart of the Great Smoky Mountains, a trip which involves about 75 miles of travel one way and return, about one-half of which was with a geared locomotive. The party embarked at Knoxville in a special car of the Southern Railway at 7:30 a. m. Elkmont was reached about noon and shortly afterwards luncheon was served in the baggage car with the compliments of the Clyde Iron Works. From Elkmont the ascent was from an 8 to a 12 percent grade, and the heights that were reached, an elevation of 4,300 feet, were productive of thrills upon frequent occasions.

The party saw the Clyde Iron Works skidders in active operation at several points, also those of the American Hoist & Derrick Co. W. B. Townsend was at all times describing the various points of interest as they were passed. He showed the once beautiful spot where the late H. H. Gibson had made his summer home for several summers, but said that when the loggers invaded the high place upon which his shack was located Mr. Gibson felt as if his home had been destroyed. However, the spot is still a beautiful one, as it overlooks the valleys for many miles. The party returned to Knoxville about 7 o'clock in the evening thoroughly tired out, but well satisfied with having seen some of the magnificent timber of the Little River Lumber Co. and the up-to-date methods used in its handling.

A TRIP INTO THE TELLICO PLAINS DISTRICT.

On Saturday, October 21, a party of lumbermen and machinery men accepted an invitation of the Babcock Lumber Co. to visit its big plant at Tellico Plains, Tenn., and to observe the logging operations in the mountains twenty-five miles back. There were only eight in the party, but the trip was fully as interesting as that of the preceding day. The party was hauled from Tellico Plains with one of the up-to-date logging engines operated by the Babcock Lumber Co. and saw many interesting sights en route to the scene of the logging operations. The Tellico river, a stream having its source far up in the mountains, was crossed and re-crossed repeatedly by the logging railroad. A height of only 3,000 feet was attained on this trip, but the wildness of the scenery was equal to that in the Elkmont district, while in some cases the thrills were even more perceptible. At one point one of the mammoth skidders of the Lidgerwood Manufacturing Co. was observed at the very summit of a high mountain, and farther on was found a Lidgerwood machine that was snaking logs from a deep valley to a point on the hillside road, whence they could be loaded for the mill. In one trip of the skidder seven logs were brought from the depths and safely deposited on the log pile.

The party was composed of H. B. Curtin, of the Pardee & Curtin Lumber Co., Clarksburg, W. Va.; John Raine, of the Meadow River Lumber Co., Rainelle, W. Va.; D. G. Manges, superintendent of the Babcock Lumber Co., Tellico Plains, Tenn.; L. E. Fuller, LUMBER WORLD REVIEW, Chicago; J. H. Dickinson, manager of the Lidgerwood Manufacturing Co., and E. D. Swan, the company's representative in the Appalachian district.

Annual Session Southern Logging Association

The sixth annual meeting of the Southern Logging Association reflected the steady growth of a flourishing organization. From its inception the association has been adhering closely to the purpose for which it was organized, that of being a real help to its members. In consequence its growth has been unrestricted and the interest in its sessions has been without abatement. The sixth annual meeting was attended by not less than 125 men interested in various features of logging operations, and this figure practically doubled that of the attendance of last year.

There were nearly one hundred present at the opening session Wednesday morning, October 25, at the Hotel Grunewald, New Orleans, La., when President Oscar Marsan, of the Opdenweyer-Alcus Cypress Co., Ltd., of Akers, La., called the meeting to order. He said:

PRESIDENT MARSAN'S ANNUAL ADDRESS.

Another year has passed since the last meeting of this organization, and I want to say that I feel very much gratified to see practically all the old members present who were here five years ago, when this organization was first launched; and I feel further gratified to see a number of new faces present. This indicates that a keen interest is being taken in the work which this organization is doing, which consists of a comparison of notes on the cost of logging by various methods now in use, together with any improvements that may have been brought to our notice during the past year; all of which brings us nearer to the goal to which we all should aspire; and which in two words means efficiency and economy in logging. For the benefit of the new faces present I want to say that this organization is composed of three different classes of loggers, namely, pine, cypress and hardwood; and each class will be given ample time during this meeting to discuss thoroughly all subjects pertaining to the several methods of logging now in use; and we will appreciate any suggestions that may be offered that will be for the mutual benefit of all those present.

SECRETARY BOYD'S ANNUAL REPORT.

Secretary James Boyd, manager of the "New Orleans Lumber Trade Journal," New Orleans, read his annual report. He spoke of the practical value to the members of the association in attending its meetings from year to year. Owing to the mere announcement of this meeting, Secretary Boyd said a large number of lumber companies have announced their intention of joining, more, in fact, than in any other year. A prominent lumber operator in Florida stated to the secretary that the association has been the means of reducing logging costs throughout the south and should have the co-operation of every lumber concern.

Secretary Boyd said that the success of the association is due to the unselfishness of the members in giving the benefit of their experience to help their fellow members. He called attention to the program for this meeting, a part of which, he said, had been due to suggestions from the members. In conclusion he requested everybody to feel free to ask questions or tell their experiences where they differed from those stated by others.

THE FEEDING OF MEN IN LOGGING CAMPS.

By R. B. Austin, of the Fernwood Lumber Co., Knoxo, Miss.

The address of Dr. R. B. Austin, camp physician of the Fernwood Lumber Co., Knoxo, Miss., was read by Secretary Boyd, as the physician was unable to be present. Dr. Austin said that the need of food is for supplying energy to man for carrying on the functions of the body, furnish material for the building and repairing of tissues and to provide suitable chemical and physical conditions for the numerous processes that take place in the body. Among food to be eaten should be included those substances that yield energy and also those that serve other important purposes in normal circumstances. A supply of energy is the first necessity in the diet, hence, without it all functions must stop. Practically all the supply comes from the proteids, carbohydrates and fat. The value of these substances in the production of energy is not equal and is not dependent merely on their bulk or weight, their relative digestibility or other factors, but upon the amount of energy that they yield when they undergo combustion. A man doing heavy work should have from 3,000 to 4,000 calories a day.

Basing his estimates of the needed substances in the food upon the above hypothesis, Dr. Austin presented a detailed menu for each meal of each day of the week, so arranged as to produce the needed energy for a man doing heavy work in the woods. Of course, this was merely a tentative bill of fare from a scientific standpoint and possibly would not be accepted with very good grace by the average woodsman, unless he were educated up to its efficiency.

A discussion ensued on Dr. Austin's paper during which various members gave their experience. President Marsan said that he charged all supplies up to the kitchen and paid the camp cook 50 cents

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a day for each man. Salaries paid seemed to average around $75 a month for the cook, $35 for the helper and if there were other helpers about $25 for the second helper and $20 for the third. It was stated that beef was very much cheaper than bacon and it was just as well liked by the workmen. It was also recommended to supply plenty of good soup and oatmeal.

Mr. Marsan said that he made it the first object to feed his men properly, to keep the camps clean; to keep the men warm, so that when they come in at night with their clothes wet and usually chilly they would find everything snug and cozy.

V. C. Langley, of Laurel, Miss., did not understand how anybody could afford to pay present prices of supplies and charge only 50 cents a day for board. He said that while his company charged only 50 cents a day, the actual cost was 60 cents a day and he fed from 130 to 140 men.

Another member stated that he operated two camps and had two boarding trains and that the company's loss on its boarding account averaged $200 a month. He paid the head cook $60 and the helper $30 and charged each man 60 cents a day for board.

Another operator said that he charged his white laborers 70 cents a day for board and the negro laborers 50 cents. He said that the negroes liked beans, cabbage, corn bread, molasses, biscuit and such things. He did not compel them to board at the camp or boarding car, but let them go anywhere they wanted to go for their food. He said that as far as the white laborers were concerned he could not make anything in charging them 70 cents a day for board.

Mr. McGregor stated that he charged his men $4 a week for board. The cook was paid about $75 a month and the men carried their dinners with them into the woods.

S. J. Hinton, of the Finkbine Lumber Co., Wiggins, Miss., said that his company ran a boarding house and charged the men 50 cents a day for board, and he figured he was losing from 8 to 10 cents a day per man.

OSCAR MARSAN, OF AKERS, LA.
President Southern Logging Association.

Another lumberman stated that his company charged 20 cents for each meal actually eaten. It paid the head cook $75 and the helper $40 a month.

Another operator said that he employed 80 men and operated a boarding car. Two-thirds of his employees were negroes. He paid the boarding car chef 50 cents a day for each man, but the boarding account was certainly running behind.

Mr. Wilder, of the Richardson Lumber Co., Richardson, Miss., said that he paid the head cook $18 a week and a helper $5 a week and he found it very hard to get by at charging 60 cents a day for board.

PERTINENT QUESTIONS.

S. M. Adams, of the Kirby Lumber Co., Houston, Texas, sent up a number of questions to the secretary on which he wished enlightenment. He asked what was the best method of raising sinkers. This was replied to by a Florida operator who said that he had a crew of men working on sinkers, raising them with pike poles, but he also stated that sinkers could be prevented by leaving the tops on the trees for a while and then after a while cut them off and put the logs in the pond. then they will not sink.

Mr. Adams also asked "What is the best method for the operation and construction of an overhead rehaul line for the purpose of hauling logs from the rollway to the log hauler?"

Mr. Landry explained his method of constructing such a line and illustrated it by a diagram on the blackboard.

Another question asked by Mr. Adams was as to the best method of paying employes for raising sinkers, whether by the day or by the piece.

Mr. Hinton said that his company contracted for raising its pine sinkers. There were four men employed and they raised the sinkers with the use of pike poles and the operation cost $12 a day.

Another question asked was "What is the best method of clearing log ponds?" Mr. Landry, of the Lyon Cypress Co., said that he used a dredge boat and cleaned his log pond once a year. He has three men on the dredge and employs two extra men, and the process takes from fifteen to eighteen days. He said that the pond was about twelve feet deep.

Second Session of the Southern Logging Association

At the opening of our afternoon session, R. Lee Bass proposed an amendment to the constitution, which would admit as eligible to membership individual loggers and superintendents, whether the company by whom they are employed are members or not. The motion of Mr. Bass was seconded by Mr. Weldon and was unanimously adopted.

ADVANTAGES OF EXTENDING MAIN LINE LOGGING ROAD INTO TIMBER IN ADVANCE OF OPERATIONS.

By S. M. Adams, of the Kirby Lumber Co., Houston, Texas.

Mr. Adams spoke of the wonderful progress that has been made in the construction and operation of logging roads during the last thirty years. Instead of trams, there are now railroads. Formerly the lumbermen used pole roads, with animals for motive power. The method of construction was to select suitable poles of uniform size, peel them and lay them end to end. Usually they were laid with the butt ends all in one direction and with the tops lap-jointed to the butt of the next one. After being laid the poles were hewed on the inner face to reduce wheel flange friction, the joints being hewed so that the car wheels could pass over them easily. Mr. Adams described the pole road as being satisfactory for some purposes and on some of them geared locomotives could be operated. However, he said pole roads were practical to operate only on level ground.

Next came the tram road with sawed wooden rails, in size 4x5 to 6x6 and preferably of hardwood. Often these rails were made of 3x6, one being spiked on top of another, the object being to remove and renew the top rail when it had become worn. Such trams used either animals or locomotives for motive power according to the distance and size of operations. Mills of 70,000 feet daily capacity have been logged over such trams, but it did not take long to learn that the cost of renewals, added to the loss caused by frequent derailment, for a period of a year, would almost meet the first cost of steel rails.

Mr. Adams said that the plan of the Kirby Lumber Co. is figured for each operation to cover the requirements for several years. The timber estimates being arrived at, a survey of different routes into the woods is made and estimates of the cost of each is calculated. The engineer then chooses what he considers the best and most practical line, and forwards maps, profiles, and estimates covering the cost of the line to the assistant general manager, first securing the approval of the superintendent of trams and logging. If approved by the general manager, the auditor is advised of the amount of money necessary to construct the line, and charges the amount to his expense account, which account carries all the approved main line construction charges. Upon the completion of the job, the total cost is balanced against the original amount charged to the job.

As to the cost of trestles, Mr. Adams said that some which he has recently constructed cost $10 a foot. Mr. Langley said that his company has built them for $4 a foot. Some curiosity being aroused by this discrepancy it was found that the Wausau Southern Lumber Co. at Laurel, which built trestles at $4 a foot used a pile driver. Mr. Langley stated that he could build about 100 feet a day, while Mr. Adams stated that his company could build about 28 feet a day.

A COMPARISON OF LOGGING COSTS.

Secretary Jas. Boyd called on the members for cost sheets on logging. Some of the costs presented were as high as $5.21 for a given month in 1916, as compared with $4.08 for the corresponding month of 1915, while one concern reported a cost of $6.09 for August, 1916. A large Alabama concern gave as its log cost on pond delivery for several months as follows: February, $3.1777; March $2.3638; April $2.3517; May $2.7405; June $2.4727; August $2.5670; September $2.6002. A Mississippi concern gave its average logging cost for September, 1916, as $2.888 and for the year to date $2.575. A large concern in Alabama cut in August, 1916, 5,026,000 feet board measure at a total average cost of $3.201 for the month, and an average of $3.67 for the corresponding month of 1915. A Mississippi concern stated that its logging cost in 1915 was $2.85 for the year. Another Mississippi concern stated that its logging cost was $2.78 for the year 1915. A large Texas concern stated that its average logging cost for nine months to October 1, 1916, was $2.56.

A sample of the cost sheets presented applies to a Mississippi operation and gives both the logging costs and the manufacturing costs, as follows:

Cost Sheet—Town and Woods Subdivided.

TOWN.	Month Per 1,000	Year Per 1,000
Saw Mill and Pond	.584	.563
Engineer and Filer.	.127	.125
Repairs	.220	.152
Oil	.023	.022
Little Mill	.597	.388
Total	1.551	1.250
Lumber to Yard and Kiln	.501	.454
Lumber to Planer..	.447	.372
Repairs to Yard....	.123	.125
Dry Kilns, Fuel and Firing	.114	.124
Dry Kiln Repairs..	.042	.024
Planer	.388	.342
Planer Repairs.....	.096	.081
Planer Oil	.012	.013
Grading	.119	.110
Loading	.354	.293
Watchman and Water	.031	.031
Telephone and Light	.026	.031
Machine Shops	.013	.016
Water Works	.008	.007
Extraordinary	.000	.055
Total	3.825	3.327

WOODS.	Month Per 1,000	Year Per 1,000
Sawing	.465	.44
Contract Sawing...	.021	.01
Skidding	.482	.44
Contract Skidding..	.057	.05
Loading	.133	.12
Feeding Live Stock.	.066	.06
General	.024	.02
Railroad Operating.	.282	.27
Repairing Engines, Cars and Loaders	.404	.31
Oil	.033	.02
Railroad Fuel	.104	.09
Building and Maintaining Spurs....	.693	....
Supervision	.125	.12
Extraordinary	.000	.00
Total	2.068	2.57

Third Session of the Southern Logging Association

Thursday had been designated by the logging association as "Progress of Invention Day" and the papers and discussion were confined exclusively to mechanical devices used in logging and equipment.

There were three addresses on the subject of "Recent Improvements in Cross Cut Saws," a subject, which, according to one of the speakers at a recent similar meeting of loggers, could not easily be treated for the reason that there "had been no improvements," he said. However, the gentlemen who represented the leading saw manufacturers of the country found much to say on the subject of improvements.

RECENT IMPROVEMENTS IN CROSS CUT SAWS.

By H. J. Benham, of E. C. Atkins & Co., Indianapolis, Ind.

H. T. Benham, advertising manager of E. C. Atkins & Co., Inc., Indianapolis, Ind., presented the first paper. Mr. Benham said that the developments of the saw had quickly kept pace with modern civilization. The growth has been so gradual as to have been scarcely perceptible. "When we look back upon the log cabins of our forefathers and their simple needs and compare those conditions with the skyscrapers and palatial homes of today, we realize the high tension under which you makers of things from wood have had to live. So, when I say that saws have kept pace

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with those conditions, I mean that the modern saw is as far advanced as is the ten or forty odd story building compared with the log cabins of our forefathers. The old style peg tooth saw was able to cut the logs for the old style mill, but the saw of today, must keep pace with the high speed, high tensioned, strenuous appliances in metals of the modern world."

Mr. Benham mentioned the saws of flint and bone used by the cave man; the saws of hardened bronze used by the ancient Egyptians; the crude iron saws used in early civilization; the common peg tooth saw of our forefathers and the modern saw of today as being merely the mark of the advancement of enlightened civilization. Illustrative of this subject, Mr. Benham presented samples of various types of cross cut saws in use in Russia, Spain, Australia, France, Germany, Sweden, Japan, Portugal and on the Pacific coast of the United States.

He said that the quality of the saws made in the United States is so high that there are no saws whatever imported into this country. There are few saw manufacturers who have the facilities for making a type of saw that will satisfy the modern logger. He said further that the saw manufacturers owe a great deal to the logging superintendents for valuable suggestions in manufacturing their products. He gave credit to several saw manufacturers for the quality of the saws they make and then devoted his attention to the product of his own company.

The steel used by E. C. Atkins & Co., the trade name of which is "Silver Steel," is made after the company's exclusive formula. This steel is bought subject to a rigid examination in the Atkins laboratory and if not up to the standard is returned. Every plate is carefully tested and the heat treatment prescribed is based upon this analysis, and the practical results derived in cutting different kinds of woods.

Mr. Benham stated that "Silver Steel is as fine as razor steel." A man is forced to buy from six to a dozen razors before he finds one that holds its edge satisfactorily, and he asked "What is your percentage of return on our saws on account of non-edge holding qualities? How long will your highly prized pocket knife hold its edge even in the light cutting you do with it? Compare this with a saw which will stand up for hours running at high speed, cutting all kinds of hard timber, often including pine knots, tenpenny nails, with an occasional hinge or minie ball."

"These saws must not only be sufficiently hard to stand up under these conditions, but must be sufficiently tough to file readily, to swage properly, to take a sufficient set or to come in contact with hard frozen timber and other obstructions without a likelihood of losing its cutting edge or breaking off at the point. Gentlemen, a steel that will stand up under these conditions must of necessity be of exceeding fine quality."

Mr. Benham exhibited a cross cut saw which had been in constant use in cutting hard pine without resharpening for twenty-two hours. Another saw which he displayed had been run eighteen hours in hard frozen oak, and Mr. Benham stated he believed these saws represented the highest development of the modern cross cut saw.

RECENT IMPROVEMENTS IN CROSS CUT SAWS.

By John C. McCausian, of Henry Disston & Sons, Inc., Philadelphia, Pa.

Mr. McCausian reviewed the saw industry from its earliest inception. He said that the cross cut saw dates back to prehistoric times, but that most of the improvements that have been made in it for several hundred years had been since 1853, when a patent was issued for the double tooth saw and this patent was reissued in 1863. Between 1866 and 1868 patents were issued on what is known as the single hook tooth and the double hook tooth. Saws made with the single hook tooth had rakers on one half of the saw inclined to one end and on the other half toward the other end. The raker on the single hook pattern was at first straight on the front and seems to have played the part of a cleaner rather than a planer tooth. As late as 1878, the real function of the raker was not fully understood and it was generally used as a scraping tooth to keep the cut free from dust. The Champion tooth was patented in 1866 and the Lumberman tooth, a two-section model, in 1869. The Great American tooth with sections, containing three pieces and no rakers, was introduced in 1870. This tooth proved very popular and saws containing it are still made in large quantities.

JAMES BOYD, OF NEW ORLEANS, LA.
Secretary Southern Logging Association.

The cross cut saw, in its original form, was flat, that is of the same thickness from end to end and from front to back. Their use has increased to such an extent that a faster cutting and easier running saw was demanded. This was met by the grinding of blades two gauges thinner on the back. The next improvement in grinding produced saws which were of the same gauge or thickness throughout the cutting edge and five gauges thinner throughout all parts of the back.

Mr. McCausian told about the raker tooth and its function. He said it was really a scoring tooth which scored or cut the fibres of the wood, leaving a core which is planed out by the raker. In cutting hardwood the scoring teeth do not sink to the same depth as in soft wood and therefore the bevel on the scoring or cutting teeth should be less acute. If the rakers are too long an examination of the dust will show what is known as "whiskers" on the saw dust. This indicates that the raker is at work below the ability of the cutting teeth to score the fibres.

Summing up the recent improvements in crosscut saws Mr. McCausian said there is a finer quality of steel, a tougher and more uniform temper, a better method of grinding for clearance, teeth better adapted for cutting all kinds of wood, and a broader knowledge of the use of the raker.

Supplementing his address Mr McCausian showed a series of moving pictures of the Disston saw works in Philadelphia, in which were distinctly shown all of the operations connected with the manufacture of saws.

RECENT IMPROVEMENTS IN CROSS CUT SAWS.

By E. B. Saunders, of the Simonds Manufacturing Co., Fitchburg, Mass. and Chicago, Ill.

Mr. Saunders gave a very clear exposition of the origin and growth of the cross cut saw industry, substantially as follows:

"While the name 'crosscut' is applied in a general way to any saw which cuts across the fibres of the wood, it more specifically describes the two-handle saws used for felling trees and reducing the logs to convenient lengths. Originally this saw was an extension of the hand saw, a larger and heavier type to correspond with the early pit saw. As two men, working up and down in the pit, split the logs into boards, so two men working back and forth could reduce the logs to lengths. The pit saw was supplanted by the up and down saw operated by water power, then by the circular and band saw driven at high speed by steam. The crosscut started upon a career entirely its own. No power saw has been able to take its place. In the woods it has proven itself superior to the ax as a feller of trees, doing cleaner, quicker work with less waste.

"Moreover the crosscut has social qualities that belong to no other tool. Two men are required to operate it, companions in the solitude of the forest. They must work together in perfect rhythm, brains, arms and bodies displaying perfect team work. The Frenchman described the crosscut as that "go to you, come to me saw."

"Simonds crosscuts may be grouped under three patterns: (1) Eastern and southern, (2) Pacific Coast, (3) Australian.

"Simonds recommends the rolling bevel, with the bead preserved on the point, as that best adapted for strong, fast, smooth sawing Simonds recommends that teeth be fitted as follows:

"For hard woods, as maple, birch, beech, oak, raker teeth should be one-sixty-fourth inch shorter than cutting teeth, set one-fourth thickness of blade.

"For soft woods, as hemlock, pine, spruce, raker teeth should be one-fortieth inch shorter than cutting teeth, set one-third thickness of blade.

"To produce these results Simonds has just perfected a remarkable saw tool. This tool has nine parts, completely standardized, so that each can be replaced by sending its number. The tool has three uses, (1) to joint the cutting teeth, (2) to joint the raker teeth, (3) to gauge exactly both cutting and raker teeth.

"All the screws are thumbscrews, so that no screw-driver is necessary. The screw controlling the file is strong enough to give the curve desired. The Simonds files used with this tool are admirably fitted to their work."

At the conclusion Mr. Saunders gave views of the Simonds plants at Chicago and Fitchburg, Mass.

Following his address, through the courtesy of one of the film corporations, the delegates were treated to several reels of a great moving picture play entitled "The Girl of the Lumber Lands," in which the woodsman's life among the tall trees of the Pacific coast was vividly set forth.

Fourth Session of the Southern Logging Association

The moving picture dissipation to which the lumbermen were treated encroached upon the noon hour to such an extent that it was nearly 3 o'clock before the afternoon session was declared in order. The first paper was that of J. H. Dickinson, manager of the logging machinery department of the Lidgerwood Manufacturing Co., of New York, on the subject of "Recent Inventions and Improvements in Skidding and Loading Machinery," which is printed in full in this issue.

Mr. Dickinson was on his way to New Orleans when he was called back to the main office on some important business, and hence his paper was read by Secretary Boyd.

RECENT INVENTIONS AND IMPROVEMENTS IN SKIDDING AND LOADING MACHINERY.

By J. R. McGiffert, of the Clyde Iron Works, Duluth, Minn.

Mr. McGiffert's paper was read by Charles H. Mackintosh, advertising manager of the Clyde Iron Works, and was in brief as follows:

Mr. McGiffert spoke of the necessity of meeting modern problems with modern methods, and if a man cannot meet this up-to-date competition he will be driven out of business. He spoke of the difficulties of standardizing methods: for instance, in the lumber business, a difference in the work of one woods' crew and another is that they will be working in different camps and under different conditions. There may be a heavy growth of timber in one place and an exceedingly scanty growth in another. Here there may be swamps, hills, or heavy underbrush, while there the land may be level, high, dry and free from obstruction. With the help of modern machinery the lumberman has learned that while he cannot adapt conditions to his logging equipment, he can adapt his logging equipment to his particular conditions. Formerly all lumbermen logged much in the same manner;

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now there is a machine for every logging operation and the efficient logger is such because he has found his machine and applied it.

Mr. McGiffert gave a history of the development of logging apparatus from the time of the invention of the first overhead cableway skidders by Horace Butters, of Ludington, Mich, to the present. Modern logging machines were made possible by the logging railroads. Their working speed makes it necessary to move them frequently. The demand for greater efficiency between the log deck and the mill led to a demand for equal efficiency in loading and skidding methods. This demand attracted the attention of hoisting machinery manufacturers and some began to apply their mechanical resources to a solution of the problem of quicker and cheaper logging. Clyde logging machines are known and used wherever there are forests to be logged, and, Mr. McGiffert stated, it is no exaggeration to say that there are as many logging machines of this make in use today as there are of other makes combined. The Clyde company manufactures ten distinct types of machines and more than fifty variations of these ten originals. The company claims to have a machine for every logging operation.

Mr. McGiffert said that the efficient log loader had to be designed to operate on the same track as the cars it was loading. This problem was solved in three ways. The first and most generally adopted method is to place the loading mechanism on a deck raised above the track by means of curved standards or legs, which rest upon the ties outside of the rails. To enable this machine to move from one log deck to another, it is equipped with swinging wheel frames and tracks driven from the loader's own engine by sprockets and chains. These swinging wheel frames, with their propelling chains, are drawn out and up under the loading deck when the machine is at rest, leaving a clear track for empties. When it is desired to move to the next log deck these frames are lowered until the wheels engage the track. They are long enough so that when they are drawn to a vertical position the side standards are raised until the shoes are high enough to clear the tops of the rails. This is the principle of the McGiffert log loader.

Mr. McGiffert described a new machine designed by the Clyde engineers and called the "Clyde Cableway Skidder," and states that among its advantages its first cost is only three-quarters of that of any other machine of similar working capacity; the construction is of metal, eliminating fire risks and reducing danger of breakage; the crew required is only six men, half of the number needed on other types; only one main or overhead cable is required, this cable being self contained on a steam driven drum and is self propelling.

RECENT IMPROVEMENTS IN WIRE ROPE FOR LOGGING PURPOSES.

By Walter C. Kretz, of the Jno. A. Roebling's Sons Co., New York.

Dr. Walter C. Kretz, Ph. D., M. E., and prominent as an engineer with the John A. Roebling's Sons Co., of New York, read a very instructive paper on the subject, "Recent Improvements in Wire Rope for Logging Purposes." He said that wire rope cost is an important item in logging operations, and the problem of determining the grade and construction which will result in maximum economy is a difficult one to solve.

Logging service, he said, is unlike many other classes of service to which wire rope is put, in that the conditions of use are subject to much more severe variations. On the mine hoist, the rope lifts a load which is fairly constant at a speed practically uniform, but a skidding rope may pull over level ground free from obstruction or it may pull up a hill and through country where the trip is liable to be hung up. The men in the woods can allow the rope to be burned or damaged by pulling around trees or rocks or to be kinked or jammed. The number of tons of ore hoisted from a mine gives a fair basis for the comparison of the qualities of rope, but the number of log skidders that are loaded, without additional information as to details, gives only a very uncertain foundation on which to form a decision. A single rope which gives unusually excellent results—or unusually bad results, for that matter—will be remembered longer and more clearly than many which average up well.

Dr. Kretz stated that improvement in wire rope service could be attained only by co-operation between the manufacturer and the user. The manufacturer must make a rope from wire which his experience and his laboratory tests show him to have certain definite qualities developed to the highest possible degree, and he must make them on machinery which will lay them up in such a manner as to make the most of the good qualities of the wire. The user should do all in his power to make an intelligent study of the results possible, for it is from information so gained that the manufacturer learns what to do and what to avoid. He should be willing to keep a full record of the service rendered by every rope; and he should preserve, if possible, discarded rope, the service of which was either very good or very bad, because an examination of these frequently uncovers valuable information.

Dr. Kretz went into the history of the manufacture of metal wires from its earliest stage. The art of wire drawing was introduced into England in 1565 during the reign of Queen Elizabeth. The first drawn wire was made in the United States at Spencer, Mass., in 1812. Wire rope was not introduced into America until 1840, when John A. Roebling made a few lengths by hand with the assistance of neighbors for use in hauling boats on the Pennsylvania canal. Mr. Roebling started a plant at Saxonburg, Pa., which was transferred in 1848 to Trenton, N. J., where it has been located ever since.

Dr. Kretz went into details regarding the manufacture of the steel from which the wire is drawn and also regarding the characteristics and ingredients of steel, as well as the actual process of drawing wire, all of which was deeply interesting.

Of particular interest to the loggers were Dr. Kretz's suggestions in taking care of wire rope, especially in not letting it be drawn around stumps or rocks or have any constant friction, all of which would contribute to weakening or destroying the rope.

RECENT IMPROVEMENTS IN WIRE ROPE FOR LOGGING PURPOSES.

By John K. Broderick, of the Broderick & Bascom Rope Co., St. Louis, Mo.

John K. Broderick, sales manager of the Broderick & Bascom Rope Co., of St. Louis, Mo., contributed the second paper to the symposium on wire rope for logging purposes. Mr. Broderick said that to many the selection of wire rope is merely a matter of diameter and length. Very little consideration being given to the type of construction, the grade of steel, or the work expected of the cable. He said that less than fifty years ago wire rope came into general use and if the supply was suddenly cut off now it would paralyze our daily activities. All construction work would be at a standstill. People would not be able to reach their skyscraper offices comfortably in the mornings. Coal mines and ore mines would lack the means of bringing their products to the surface. The transportation of commodities over the seas and to a great extent on land is dependent on the use of wire rope.

In the lumber industry, during this period, the logging of timber has passed from the ox cart through mule transportation to wire rope, and the wonderful advances in the development of the lumber business have been hand in hand with the developments of wire rope.

Mr. Broderick said that no matter how carefully the wire ropes are built, they are not used under the supervision of the manufacturers, nor are they used on the sort of machinery the manufacturers of wire rope would construct. "In other words, very few machines of any type, no matter whether used in the logging industry, mining, or elsewhere, are constructed with the view toward giving the wire rope a chance or even half a chance. We are constantly put to the question of recommending or supplying cable to meet conditions, and it is rather this practical side, together with the necessity of intelligent co-operation on the part of the consumer, that I address myself."

In his opinion and that of others, it is a settled question that a six strand rope of nineteen wires to the strand is the most ideal construction of wire rope for all purposes. Whenever any departure is made from this construction, it is usually at the sacrifice of some desirable qualities.

The speaker enumerated the usual causes of complaint on the part of consumers as follows:

1—Mishandling the rope before it is ever put to work.

2—Defects in equipment over which the rope has to work.

3—Unintelligent, or abusive handling by the operator.

4—Accidents, which are of three kinds. (a) known and reported, (b) unrecognized, (c) concealed.

5—That class of complaints due to ignorance or lack of knowledge of what the rope ought to do; to which is closely allied—

6—The ordering of wrong construction grade of steel or size of cable.

7—Improper care of rope (inspection, lubrication, rest).

Mr. Broderick said: "Wire rope is essential to the efficient and economical handling of logs. It is a faithful, long suffering service; but, in the name of common sense, GIVE IT A CHANCE."

RECENT IMPROVEMENTS IN ROD LOCOMOTIVES FOR LOGGING PURPOSES.

By C. H. Peterson, of the Baldwin Locomotive Works, Philadelphia, Pa.

C. H. Peterson, southwestern representative of the Baldwin Locomotive Works, making his headquarters at St. Louis, Mo., contributed a most instructive and carefully prepared address on the subject "Recent Improvements in Rod Locomotives for Logging Purposes," which he illustrated with a large number of designs of logging locomotives constructed by his company and in use on logging roads.

Mr. Peterson said that there was an advantage in using locomotives that are specially fitted for the service required, and this is receiving more attention on logging roads and many special designs have been constructed during the past few years for logging service. He said that locomotives for logging railways must be designed to withstand the most severe operating conditions, and that the structural details, springs and spring rigging must be sufficiently heavy to overcome strains and shocks due to rough tracks, and yet should be simple in construction, so that they can be maintained with limited shop facilities.

In a typical locomotive with three pairs of driving wheels, for example, the front truck is equalized with the first pair of wheels through a beam placed on the center line of the engine and fulcrumed under the cylinder saddle, and the rear truck is equalized with the second and third pairs of wheels through two beams, one on each side of the locomotive. The front of the locomotive is, therefore, supported on the central beam and the rear on the two side beams. Thus each wheel finds a bearing and carries its proportion of the load, even when passing over very uneven tracks, while the weight is distributed over a comparatively long wheel base and the locomotive can be safely run in either direction, entering sharp curves and switches when backing up without danger of derailment.

Mr. Peterson devoted lengthy consideration to the Walschaerts valve motion, a style of gear which, though introduced into Europe many years ago, has been used in America only about ten years. The Walschaerts valve motion is placed entirely outside of the wheels and is driven from two points, the main crank pin and the cross head. The advantages of the Walschaerts gear lie in its accessibility and in the fact that practically all parts of the motion work can be placed on the same vertical plane, so that the valve movements are subject to a minimum amount of distortion.

Mr. Peterson also paid particular attention to the superheater, which is a device now applied to practically all large locomotives. He said that a locomotive using super-heated steam will show an economy in coal consumption of practically 25 per cent as compared with a saturated steam locomotive in the same class of service.

Fifth Session of the Southern Logging Association

There were some questions relative to the operations of locomotives read by the secretary. One question was in regard to the amount of load that could be hauled by an 80-ton locomotive on a 9 percent grade. W. E. Matthews, of the Climax Manufacturing Co., an expert locomotive man, stated that a 50-ton locomotive on a 9 percent grade should haul 61 tons of freight at a speed of seven miles an hour.

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Another question asked was in regard to surfacing a logging grade as to how many rail lengths of surfacing is considered a day's work for a man. Various operators expressed the idea that about two and one-half rail lengths could be properly regarded as a day's work, although some said one and a half, some two, and some three rail lengths.

RECENT IMPROVEMENTS IN WIRE ROPE FOR LOGGING PURPOSES.

By C. R. Deam, of the A. Leschen & Sons Rope Co., St. Louis, Mo.

C. R. Deam, sales manager of the A. Leschen & Sons Rope Co., St. Louis, Mo., stated that he was not engaged in the manufacture of wire rope, but was interested in forming the connecting link between those who used the rope and the plant which makes it. His business may be properly termed a service department.

Mr. Deam said that his company had never yet encountered any wire rope working conditions so severe or exacting that it did not devise and produce a rope to meet them capably. During the past several months of congested transportation conditions, he acknowledged that it had been hard to give the service due to the customers. During the last year there has been more emphasis on the indispensable need of wire rope in lumber manufacture than ever before. When there is danger of a skidder being shut down or a crew of men made idle and the mills slowed down for want of logs, lumbermen recognize how important wire rope is to their industry.

Mr. Deam stated that the toughest kind of work that a wire rope could be assigned to was in the woods, and his company considered that it is the hardest work a wire rope can be called upon to do.

To show the nature of wire rope Mr. Deam gave this illustration. "Primarily, iron is a hard, inflexible substance. When tempered into steel it is still harder, but little more flexible, having weight carrying and age resisting qualities only. The architects of a steel frame structure calculate that to be within the limits of safety the weight placed upon the structure must come well inside the point where the steel will spring. In other words, it must be rigid to be safe. Now, contrast with this the task of the builders of an efficient wire rope. Their product must readily bend under the first strain; they must take this same basic material and process it by tedious and intricate drawing and tempering to where it can bend continually while in service—bend rapidly over small drums and sheaves. It must be so constructed that it will take these bends while under tremendous strain, strains that are variable and limited only by the power of your steam. They must make it wear resisting in every feature, so that it will endure the hard grind around stumps, over stones, against itself on the drum; elastic, so that it will recover from the stretch that the sudden loads give it." Mr. Deam said that this slender steel line must work day in and day out until it has done that work long enough to bring its cost per thousand feet handled down to a very few cents.

Mr. Deam recited the various ways in which ropes can be damaged or broken, one of the most prolific causes being kinking the rope and another being overstrain. The presence of brittle wires in a failing rope is usually due to overstrain. There were no brittle wires in the rope when it left the factory, because highly efficient tests had been made. When the wire is overstrained the material becomes hard and its properties of elasticity and toughness are reduced. Mr. Deam also called attention to the use of small sheaves which, he said, are destructive to rope life. He also called attention to sheaves that had become worn and corrugated by the action of the rope and when a new rope is put in the sheave these worn places become virtually knife edges and have a constant cutting action.

At the conclusion of Mr. Deam's paper there was a general discussion as to the durability of wire rope and the amount of work that could be derived from it. President Marsan said that in case of accident the loggers should not blame the rope. He knew of one rope which had pulled out 14,000,000 feet of logs and of another that had logged 18,000,000 feet and of still another 14,800,000 feet.

THE QUESTION BOX AGAIN.

There was a question asked as to the policy of cutting red gum by the pine men. It was found that several of the manufacturers were not cutting their gum at this time, but were holding it until better values were offered.

A question as to the distance at which various concerns haul their logs developed the fact that various operators were hauling from 2,500 feet to 3,700 feet.

A question was asked as to the height of the stumps that were left in the woods, it having been recommended at the last meeting that the stumps be left about 7 inches high. One member said that he was averaging 12-inch stumps, another 15-inch stumps, another 10-inch stumps, another 5 to 12-inch stumps, with an average of 8-inch, another either 12 inches or 18 inches high, another 12 to 14 inches, and an Arkansas man said that he was leaving 14-inch stumps. One man, leaving 24-inch stumps, said he could not get "those flat heads to do anything else." They were supposed to cut 18-inch stumps, but, owing to the difficulty of obtaining men, he let them cut anything they liked, he said, and if they cut a 3-foot stump he would never see it.

Prof. Ernest C. Pegg, of the forestry department of the University of Missouri, Columbia, Mo., made a few remarks as to the statements that he had heard during the meeting. He thought that when statements were made by members as to their operations, they should also give an outline of the conditions surrounding them, which would, of course, greatly enlighten all interested.

Sixth Session of the Southern Logging Association

At the afternoon session on Friday there was considerable discussion along several topics, but the first discussion was on a paper read by Dr. C. L. Vines, camp physician of the Crossett Lumber Co., Crossett, Ark.

RESULTS OF TWO YEARS OF FIRST AID AND SANITATION IN LOGGING OPERATIONS.

By Dr. C. L. Vines, of the Crossett Lumber Co., Crossett, Ark.

Mr. Vines said in part that the adoption of routine sanitary and preventive measures has given such brilliant results in the two camps of the Crossett Lumber Co. that, as the title of this paper states, a description of the work done and the results, obtained in a short time should prove a matter of interest for those in charge of logging under similar conditions in the south. The two camps of the Crossett Lumber Co. are located in the lowlands of southern Arkansas and northern Louisiana, an average distance of eight and 20 miles south of Crossett; and here are maintained the woods crews and their families. The nearer camp was established four years ago, and is located on somewhat rolling ground in a clearing in pine woods; drainage is excellent, through two natural stream lines. The lower camp was built one year ago and is situated on flat prairie land adjoining the woods. Drainage of the camp site here has been effected through the digging of ditches which connect into a common drain along the main line of the railroad by which surface waters are carried well away from the camp. Each camp accommodates about 115 families, or about a total of 900 in both, of whom some 230 constitute the woods crews. All houses are electrically lighted, the current being generated in each camp by steam power from which the street lights of the camps are also supplied. The water supply of both camps is derived from driven wells, 112 feet in depth at Tolers and 90 at Duncans, the water being pumped into overhead pressure tanks, from which it is piped to all houses. The water at both camps has been bacteriologically and chemically examined and has been found to be of an excellent quality. The water discharged from the houses is collected in small ditches and quickly carried off; there is no standing water or natural collections of water about either camp.

Since the institution of the above described measures, the results obtained have been excellent, particularly with reference to the prevention of fly and mosquito breeding with accompanying decrease in the sick rate due to summer diarrhoea and malaria. A gratifying decrease of about 75 percent has occurred in the malarial rate.

As used in practice in the woods, the application of first aid methods is thus always performed by some qualified individual on whose presence of mind and ability dependence can be put. The foreman in charge acts as captain of the first aid emergency team and has access at all times to the first aid appliances. These consist of first aid boxes measuring about 11 inches in length, five in width and four in depth, and contain sterile dressings, tincture of iodine, liquid petroleum, safety pins and stimulants; stretchers are carried on all trains, and in cases of serious accident, patients are transferred without delay to the general hospital at Crossett.

ON THE LOCATION OF CAMPS.

The question as to advantages of housing men in mill towns or in the woods was taken up. One of the loggers stated that they had tried both the portable and the permanent camps and had moved them at times from twelve to eighteen miles. This system, however, had been found very unsatisfactory, and his company was now making an effort to install permanent camps.

A Mississippi operator asked the question as to why those who were using teams for skidding did not use steam skidders instead. One of the loggers replied that he had short logs and used a Barnhart loader, but had never used anything but teams and it would take some time to change methods and crews and get them used to the skidders. They don't cut anything below 12 inches and hardly need the skidders, as they expect to go back later and get the small stuff.

Another logger said that they had the teams and drivers and that many of their men never saw a skidder, so that it would be necessary to get an entire new crew of men.

The report of the committee on nominations was presented by the chairman, J. E. Weldon, the other members of the committee being L. Wilcozen, S. J. Hinton, J. A. Burns, W. O. Gilchrist and C. O. Pyle.

ELECTION OF OFFICERS.

The following were on motion declared duly elected to serve the ensuing year by rising vote:

President—Oscar Marsan, Opdenweyer-Alcus Cypress Co., Akers, La.

First vice-president—V. C. Langley, Wausau-Southern Lumber Co., Laurel, Miss.

Second vice-president—T. B. McCormick, general manager Carrier Lumber & Manufacturing Co., Sardis, Miss.

Secretary-treasurer—James Boyd, editor Lumber Trade Journal, New Orleans, La.

State vice-presidents—Alabama, J. W. LeMaistre, Jackson Lumber Co., Lockhart; Arkansas, G. C. Pyle, Union Sawmill Co., Huttig; Florida, W. M. Fisher, Carpenter-O'Brien Co., Carbur; Louisiana, C. B. Lindsey, Gulf Lumber Co., Fullerton; Mississippi, J. R. Carr, Eastman, Gardiner & Co., Laurel; Oklahoma, J. M. Campbell, Choctaw Lumber Co., Broken Bow; Tennessee, E. W. Tschudy, Tschudy Lumber Co., Memphis; Texas, A. L. Black, Palmetto Lumber Co., Oakhurst.

The committee also recommended that the secretary be paid $250 for his services during the fiscal year ending October, 1916, and a like sum for services during the current fiscal year.

President Marsan in fitting words expressed his appreciation of his re-election as president of the association. He was gratified with the result of the meeting and said that the attendance was fully double of what it was last year.

V. C. Langley, first vice-president-elect, said that he had not been able to do much for the association the past year, but that he would do his best the coming year.

Secretary James Boyd suggested that in view of the great difference in logging costs, as reported by different members, that some of the low cost people go out and visit the men who were struggling to reduce their costs and show them where they could be benefited.

THE COMMITTEE ON RESOLUTIONS.

The committee on resolutions offered the following, which was adopted:

Resolved: That a vote of thanks of this association be hereby given to the speakers who addressed our several sessions for the practical and instructive talks they made on the subjects assigned to them, which added so much to the interest and value of our meeting; to the management of the Hotel Grunewald for the courtesy of the use of the convention hall and other favors; to J. E. Pearce, for the presentation of the film, "The Lass of the Lumber Lands"; to the Clyde Iron Works for the badges.

The report was signed by the committee, R. Lee Bass, chairman, J. E. Weldon and E. F. Jennings. Adjourned.

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TRADE COMMISSION ASKS INFORMATION

Enlightenment Desired on Effects of Car Shortage with Regard to Production, Stocks and Prices—Replies of Southern Pine Association Members to be Collated—Charles S. Keith Replies for Central Coal & Coke Co.

In his search for enlightenment on various problems of the lumber industry, Will H. Parry, of the Federal Trade Commission, recently sent out to prominent lumbermen and association officials over the country, it is presumed, a letter asking their opinion upon certain points relative to production, car shortage and movement of lumber. The reply sent in by President Charles S. Keith, of Kansas City, Mo., on behalf of the Central Coal & Coke Co. to the committee on the Federal Trade Commission of the Southern Pine Association is no doubt indicative, or at least representative, of the replies which the Federal Trade Commission will receive or has received from others to whom they have appealed for information. The committee of the Southern Pine Association, however, intends to make a composite of the replies received from subscribers to the association and as each reply is received copies are being sent to other subscribers, so that all may have the benefit of the consensus of opinion thus made available.

President Keith urges that immediate and careful consideration be given to the replies, as it is desirable that the commission be made to realize the appreciation of the industry and its desire to be of material and constructive aid to American business.

The letter of Will H. Parry, of the Federal Trade Commission, follows:

FEDERAL TRADE COMMISSION.

Washington, Oct. 24, 1916.

Dear Sir: The recent reports of lumber production that have come to the commission indicate a considerable accumulation of mill yard stock, because of the shortage of shipping facilities. The depression in the lumber industry has been frequently ascribed to a chronic tendency toward overproduction resulting in almost constant pressure of overstocked mills to unload at whatever price the market will bear. I should like to have your opinion of the way in which and the extent to which the present car shortage has disturbed the adjustment of production to shipment of lumber. I am concerned in the evidence of the accumulation of abnormal mill stocks. Should it and can it be discouraged?

Perhaps the following questions, which are merely suggestive of the matter I have in mind, will facilitate your reply.

What immediate effect upon prices is traceable to the shortage of transportation facilities? What effect upon the production of lumber?

How do the mill stocks compare with those of one year ago? Mill prices?

Are the retail yard stocks being so depleted that the retail demand, when the car shortage disappears, will be sufficient to absorb *at steady prices* the abnormal accumulation of mill stocks?

Will the late season and the uncertainties of transportation tend to delay prospective building? If so what effect will this postponement have upon the anticipated movement of mill stocks of lumber?

To what extent will the delay caused by the general shortage of shipping facilities, in the receipt of other materials used with lumber in general construction, affect the consumption of lumber?

Does the car shortage have the more pronounced effect upon the market for hardwood or for softwood lumber?

Has the lumber industry, as other industries have done adapted production to the facilities for shipping? If not, is its failure to do so as a result of lack of information as to the market conditions? Or of faulty organization within the industry? Or of conditions affecting only certain individual mills?

If it is true that production is not complete until the commodity has reached the consumer, there is in general the same reason for adjusting the output of lumber to the facilities for transporting it to the markets as there is for adjusting the supply of logs to the mill to the sawing capacity of the mill itself. Is the lumberman accustomed to think of production in this light?

I shall much appreciate any suggestion you may give to the commission of a definite remedy for the ill-adjusted production at present characteristic of the lumber industry.

Yours sincerely,

WILL H. PARRY,
Commissioner.

Mr. Chas. S. Keith,
Kansas City, Mo.

REPLY OF THE CENTRAL COAL & COKE CO.

Following is the letter of reply, sent by the Central Coal & Coke Co. to the Federal Trade Commission committee of the Southern Pine Association:

Kansas City, Mo., October 27, 1916.

Federal Trade Commission Committee, Southern Pine Association, Kansas City, Mo.

Gentlemen: Referring to letter of Commissioner Will H. Parry of October 24, and in answer thereto, beg to state that there can be no question as to the soundness of the policy of manufacturing no more lumber than the market will assimilate nor for which transportation facilities can be secured in which to ship same. The manufacture of any natural resource in excess of market requirements or shipping facilities should be discharged as far as it can be done lawfully.

Replying to the various questions suggested by Mr. Parry in the order in which they occur in his letter:

"What immediate effect upon prices is traceable to the shortage of transportation facilities? What effect upon the production of lumber?"

The price of lumber has advanced at least $1 to $1.50 per thousand since the car shortage became acute.

As to the effect upon the production of lumber: Individually, our instructions to our operating department are that they shall not manufacture any more lumber than they ship each week, as we are not desirous of putting any more lumber into pile or of increasing our stocks, which are already heavier than they were a year ago.

"How do the mill stocks compare with those of one year ago? Mill prices?"

A year ago on the first of this month, this company had 42,975,495 feet of lumber in stock, and on the first of October this year we had 52,238,666 feet of lumber in stock, showing an accumulation for the year of 9,263,171 feet.

In comparison of mill prices as received from all sales, would state that our average price for September a year ago was $12.95, while for September of this year it was $14.28 per thousand feet.

"Are the retail yard stocks being so depleted that the retail demand, when the car shortage disappears, will be sufficient to absorb AT STEADY PRICES the abnormal accumulation of mill stocks?"

The answer to this question is merely a matter of opinion. Our observation is that the manufacturer is making no effort to sell lumber because of his already heavy order files and the impossibility of securing cars in sufficient quantities to give reasonable shipments. The retailer, on the other hand, is not doing any speculative buying or duplicating his orders in order to get material, but is only buying what he actually needs and on which he is promised immediate shipment. Information from some sources shows that the retailers' stocks are higher than they were a year ago and other sections show that stocks are badly depleted, due to the present car conditions.

My personal opinion is that with a continuation of present shipping conditions (which apparently will continue for some time to come) retailers' stocks will be depleted, and manufacturers will accumulate stocks during this period, so that when the car supply develops in greater quantity the retailer will hold off buying longer than the manufacturer can hold off selling, with the natural result of a materially declining market, this, of course, provided the manufacturer does not regulate his production to his shipping facilities.

"Will the late season and the uncertainties of transportation tend to delay prospective building? If so what effect will this postponement have upon the anticipated movement of mill stocks of lumber?"

Generally speaking, contracts are awarded and prospective building begins sufficiently early in the season to permit the construction to be placed under roof before bad weather materializes. Delay in receipt of materials delaying construction to such a point that it will be impossible to get the construction under roof will naturally cause building, and the period of consumption to be delayed to such a time when conditions are more favorable.

"To what extent will the delay caused by the general shortage of shipping facilities, in the receipt of other materials used with lumber in general construction, affect the consumption of lumber?"

In answer to this question: We know that such delays in receipt of other materials do retard the consumption of lumber, but to what extent it is impossible to measure. To illustrate: We know that during the past year the difficulty of securing iron and steel and the abnormally high prices thereof have materially curtailed the construction of railroad cars in the United States, and that possibly 300 percent to 400 percent more cars would have been built this year than were built had it not been for this reason. A notable incident of this kind was the withdrawal of specifications by the Pennsylvania Railroad Co. for cars for these reasons. This situation goes all along the line of consumption, and the consumption of lumber and construction work is materially affected by inability to receive other materials which enter with lumber into general construction.

"Does the car shortage have the more pronounced effect upon the market for hardwood or for softwood lumber?"

I would assume that the effect upon both would be equal, the degree of the effect being varied by the comparative production of both branches of the industry.

"Has the lumber industry, as other industries have done, adapted production to the facilities for shipping? If not, is its failure to do so a result of lack of information as to the market conditions? Or of faulty organization within the lumber industry? Or of conditions affecting only certain individual mills?"

Answering this question by sections,—

(a) "Has the lumber industry, as other industries have done, adapted production to the facilities for shipping?"

The lumber industry as such has not adapted its production to its facilities for shipping, which is evidenced by the weekly barometer reports of the different branches of the industry.

(b) "If not, is its failure to do so a result of lack of information as to the market conditions?"

No; its failure is not due to lack of information, because information is in the hands of the industry every week as to what the situation actually is. It is not due to lack of information, but is due to other causes.

(c) "Or of faulty organization within the lumber industry?"

I do not think it is a question of faulty organization within the industry so much as it is a lack of ability on the part of those engaged in the industry to do individually and without agreement that which they cannot do by agreement due to uncertainty and doubt of the law. If that doubt were removed, I believe the industry could and would act. They do not act individually because they do not know what their neighbors will do or what effect, if they do and their neighbors do not, it might have on their local operations, fearing that they might be bearing more than their just proportion of the burden while their competitors who were operating on better time would be able to sell their product to better advantage.

(d) "Or of conditions affecting only certain individual mills?"

There is no condition affecting any individual mill, except in the case of storm timber, which would be a justifiable excuse for any mill not doing its share to help the industry.

"If it is true that production is not complete until the commodity has reached the consumer, there is in general the same reason for adjusting the output of lumber to the facilities for transporting it to the markets as there is for adjusting the supply of logs to the mill to the sawing capacity of the mill itself. Is the lumberman accustomed to think of production in this light?"

In my judgment, the situation is better expressed here than I have ever seen it expressed before. The illustration is typical of what actually should happen. No one will cut more logs than his mill can manufacture, and why should anyone cut more lumber than the market will take care of or for which he can secure transportation facilities to ship same to the market.

I should say that the lumberman is not accustomed to thinking in this light and his business

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will never be prosperous until such time as he does accustom himself to thinking of his production in this way.

Now, in answer to the last paragraph of Mr. Parry's letter, wherein he suggests that he would appreciate any suggestions that we may be able to give to the commission of a definite remedy for the ill-adjusted production at present characteristic of the lumber industry, would state that a very practical and efficient remedy would be a modification of our trust laws so that individual members of the industry might agree and contract with each other to produce only as much lumber as could be shipped or which the market would assimilate, under and through the supervision of the Federal Trade Commission in order that this privilege might not be abused. In the absence of such remedial legislation, the only other alternative remedy is that the Sherman law as it stands should be interpreted in the light of the rule of reason to permit those industries that are engaged in developing natural resources to make such agreements as would be necessary to overcome the economic weakness above outlined, this to be under the supervision and observation of the Federal Trade Commission.

Very truly yours,
CENTRAL COAL & COKE COMPANY,
By Chas. S. Keith, President.

LAW FOR FURNISHING CARS.

(Houston Chamber of Commerce Bulletin.)

The present car shortage has caused a revival of the use of articles No. 6678 to No. 6682, inclusive, of the Texas Civil Statutes wherein provision is made for a penalty when carriers do not furnish cars after written demand is made.

According to one prominent railroad man of the city, the statute is one of great value during the present car shortage, because both the shipper and carrier are protected. The statute provides that when shippers make application in writing to any superintendent, agent, or others persons in charge of transportation or any railway company, receiver or trustee operating a line of railway at the point the cars are desired upon which to ship any freight, it shall be the duty of such railway company, etc., to supply the number of cars so required at the point indicated in the application, within a reasonable time thereafter, not to exceed six days from the receipt of such application. If the application be for 10 cars or less, the same shall be furnished in three days, and if the application be for 50 cars or more the railway company may have 10 full days in which to supply the cars. The application must state the number of cars desired, the place at which they are desired and the time they are desired. When cars are applied for, under the provisions of these statutes, if they are not furnished, the railway company so failing to furnish them shall forfeit to the party or parties so applying for them the sum of $25 per day for each car failed to be furnished, to be recovered in any court of competent jurisdiction and all actual damages that applicant may sustain.

The applicant shall, at the time of applying for such car or cars, deposit with the agent of the railway company one-fourth of the amount of the freight charges for the use of such cars, unless the railway company shall agree to deliver such cars without such deposit. The applicant is required to fully load the cars within 48 hours after such car or cars have been delivered and placed and, upon failure to do so, he shall forfeit and pay to the company the sum of $25 for each car not used.

Provision is also made that where the applicant does not use the car so ordered by him he shall forfeit to the railway company, in addition to the $25 per day penalty, the actual damages that such company may sustain by the failure of the applicant to use the cars. When cars are so supplied and loaded, it shall be the duty of the railway company to deliver the freight to the consignee within a reasonable time and the party or parties to whom the freight is consigned shall unload the cars within 48 hours after delivery and notice or forfeit to the railway company the sum of $25 per day for each day so left unloaded.

LUMBER AT THE NATIONAL COMPLETE BUILDING EXPOSITION.

New York, Nov. 8.—Lumber will take a prominent part in the National Complete Building Exposition, which will be held in the Grand Central Palace, March 5-11, of next year. Already some of the most desirable exhibition space has been taken by the leaders of associated lumber enterprises, and the lumber division will doubtless become one of the features of the show once the lumber interests generally come to a full appreciation of the possibilities of the exposition.

In the first American Complete Building Show, held in Cleveland, Ohio, last February, some of the most striking exhibits were put on by the lumber manufacturers and dealers, and it is significant that those who exhibited there have this early made their reservations in the New York show. Their declarations are unanimous that the show was distinctly beneficial and profitable.

Southern pine will be exhibited by the Southern Pine Association of New Orleans, the Arkansas Soft Pine Bureau of Little Rock, and the North Carolina Pine Association of Norfolk, Va. The Gum Lumber Manufacturers' Association of Memphis, will have an elaborate exhibit of that wood in interior finishing.

CINCINNATI WAGON MANUFACTURERS TO MERGE.

At a recent meeting of over twenty prominent wagon manufacturers of Cincinnati, initial steps were taken toward a merger of twenty or more factories into one great corporation. The plan contemplated is to organize a company with a capitalization of $500,000 to engage in the manufacture of wagons and motor trucks for all purposes. It is planned to build one central plant and also to operate branch plants in various parts of the city. Many of the plants now in operation will be utilized as branch factories while a number of the smaller concerns will be abandoned entirely.

NEW EAST COAST CYPRESS COMPANY.

The Pine Plume Lumber Co., at Savannah, Ga., is an old and well-known institution in the yellow pine trade. It has recently made contracts with six large cypress lumber plants on the east coast

WILLIAM PETRIE, OF SAVANNAH, GA.

to sell their entire product of 135,000,000 feet of cypress lumber annually. These companies are the Savannah River Lumber Co., having mills at Savannah, Ga., Brunswick, Ga., and Gilman, S. C.; the Big Salkehatchie Cypress Co., with operations at Varnville, S. C.; the Black River Lumber Co., Gable, S. C., and the Hebard Cypress Co., Waycross, Ga. William Petrie, until November 1 assistant secretary of the Southern Cypress Manufacturers Association at Jacksonville, Fla., will be in charge of the inspection, grading and shipping at all of these plants. He made a splendid record in his office as assistant secretary at Jacksonville and carries with him into his new work the good wishes of the members of the cypress association.

MR. BENHAM ENTERS ANOTHER FIELD.

H. T. Benham, for a dozen years past advertising manager of E. C. Atkins & Co., Inc., Indianapolis, Ind., recently tendered his resignation and severed his connection with that company November 1, in order to enter another field of endeavor. Mr. Benham is succeeded by T. A. Carroll, who has been in charge of the trade service department of E. C. Atkins Co. for a number of years. Mr. Carroll has worked in close harmony with the advertising department through this period and has had an opportunity to learn much regarding the advertising department and its details and therefore will be qualified to handle the relations of the company with its customers and newspaper friends in a creditable way.

E. C. Atkins & Co. express their regret at the severance of relations existing for so many years with H. T. Benham, but as that gentleman had a business opportunity which he believed promised greater returns in the future, they wish him godspeed in his new field.

CO-OPERATION FOR THE EXPORT TRADE.

A recent editorial in the New York Times expressed the sentiment that the passage of the Webb bill would be unnecessary, as present laws would permit lumbermen entering into a co-operative organization, as had been proposed, for the promotion of export trade. For fear that the ideas entertained by the New York Times may imperil the Webb bill and because its position does not represent that of the southern pine manufacturers or of other lumbermen, Charles S. Keith, president of the Southern Pine Association, on October 26 forwarded to the New York Times a telegram setting forth the association's position in the matter of co-operation on export business and the Webb bill. The telegram was as follows:

To the Editor,
New York Times,
New York, N. Y.

Our attention has been directed to a recent editorial appearing in your journal commenting on our proposed plan to combine in the lumber industry for the purpose of extending foreign markets.

We note you infer that it is unnecessary to pass the Webb bill authorizing such combinations, because counsel have advised that such combinations are not illegal. It is true that some of our counsel have advised that such a combination is not illegal when such combination is formed for the purpose of extending our foreign trade, and only to be used for that purpose. It is also true that other counsel have advised their clients, members of our organization, that such combination is illegal; and consequently, in view of the doubt which exists, it will be impossible for us to form such a combination unless the Webb bill is enacted into law.

The Federal Trade Commission has not expressed itself officially or otherwise to us, but we assume from the fact that they have recommended the passage of the Webb bill that they themselves are doubtful and desire the doubt removed. It is extremely essential, in order that we may increase the exportation of lumber, that we should handle same in a co-operative way, as none of the units of production in the industry are sufficiently strong in themselves to develop their foreign markets on account of the great financial risk, lack of sufficient production to satisfactorily fulfill their obligations and carry their overhead expense.

Only a very small proportion of their product will comply with foreign specifications. Our organization has recently completed a six months' study abroad of the probable market conditions following the war and from the reports which we have received, we are determined, providing that the doubt which exists as to the legality of such a combination is removed, to organize to enter into the foreign trade in a broad way, and to that end we are now proparing to take advantage of the situation when the Webb bill shall have been enacted, which, according to the unanimous conclusion of all our counsel, will remove any question of doubt.

In the absence of the passage of said act, we feel it will be impossible for us to proceed any further with our plans.

SOUTHERN PINE ASSOCIATION,
By C. S. Keith, President.

ORGANIZATION OF LUMBER SALESMEN.

It will be remembered that at the School of Salesmanship, held at St. Louis, Mo., in June, steps were taken to create territorial organizations of traveling salesmen, to work in conjunction with the committee on sales and distribution of the Southern Pine Association. This matter was discussed by the board of directors of the association, acting with the committee on sales and distribution, at New Orleans, October 17, and it was decided that steps looking toward the organization of the salesmen in separate territories be deferred until the report of the Federal Trade Commission is made public. It is felt that the report may contain valuable suggestions which may be found advantageous in the proposed work.

A report of the proceedings of the School of Salesmanship is in press, and is expected to be mailed out in a few days.

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General News of Associations and Clubs

AMERICAN OAK MANUFACTURERS' ASSOCIATION.

Memphis, Tenn., Nov. 3.—Plans are rapidly taking shape for the perfection of the organization of the American Oak Manufacturers' Association, Friday, Nov. 10, is the date set for the meeting at which this work is to be done and there have been enough responses to the invitations sent out by the backers of this movement to insure a very large and very representative attendance. Invitations have been sent to 1,250 oak manufacturers in every part of the United States and Canada and this gives some idea of the big territory to be covered.

Application for a charter for this organization has already been made by lumbermen in this part of the country who are behind the launching of the new association and this instrument has already been issued by the Tennessee authorities. The incorporators are: W. A. Ransom, S. M. Nickey, R. L. Jurden, James F. McSweyn, J. E. Stark and Ralph May. No capital stock is shown and it is set forth that the association is for the purpose of exploiting oak forest products and promoting social intercourse among its members.

While very little has been said along this line, it may be stated that the American Oak Manufacturers' Association will be modeled along the lines of the Gum Lumber Manufacturers' Association. No effort whatever will be made to control prices, but the association will secure reports from its members regarding the amount of lumber on hand from time to time and it will likewise secure reports of actual sales made by its members, compiling and distributing this information for the benefit of all identified therewith. It is believed, too, that there will be a number of big problems to be solved in connection with the handling of foreign business after peace comes. The association will also conduct a vigorous and efficient publicity campaign with a view to creating new uses for oak in the United States, thus enlarging outlets in this country.

Among the gentlemen who have signed the call for the meeting already scheduled are: Gayoso Lumber Co., Penrod, Jurden & McGowen, the Green River Lumber Co., the Memphis Band Mill Co., May Bros., the Memphis Veneer & Lumber Co., Nickey Bros., Inc., and James E. Stark & Co., Inc., all of Memphis; the Paepcke-Leicht Lumber Co. of Chicago, the Lamb-Fish Lumber Co. of Charleston, Miss., Mowbray & Robinson of Cincinnati, W. P. Brown & Sons Lumber Co. of Louisville, the Carrier Lumber & Manufacturing Co. of Sardis, Miss., Jonh B. Ransom & Co. of Nashville, and the Himmelberger-Harrison Lumber Co. of Cape Girardeau, Mo.

JOINT CONGRESSIONAL COMMITTEE TO HOLD HEARINGS AT AN EARLY DATE.

Washington, D. C., Nov. 8.—Hearings are to be commenced here on November 20 on interstate and foreign commerce and the necessity of further legislation, by the joint congressional committee which was appointed toward the close of the past session of congress.

The committee, of which Senator Francis G. Newlands, of Nevada, is chairman, has announced that they desire to give ample opportunity to all interested in or having any relation to the subject matter of the proposed inquiry to express their views. The committee is urging, however, that anyone wishing to appear before it give due notice so that the hearings can proceed in as orderly sequence as possible.

It is the purpose of the committee to hear regarding government regulation and government ownership the opinions of economists and publicists of eminence, representatives of the Interstate Commerce Commission, the National Association of State Railroad Commissioners, state railroad and public utility commissions, representatives of the railroad executives and labor organizations, representatives of farming organizations, shippers, and bankers, representatives of chambers of commerce, and other important business and industrial organizations.

CONVENTION DATES.

November 11—Southern California Retail Lumber Dealers' Association, Los Angeles, Cal. Annual meeting.

November 15—Southern Sash, Door & Millwork Manufacturers' Association, Piedmont Hotel, Atlanta, Ga. Quarterly meeting.

November 17-18—Advisory Councillors of the Chamber of Commerce of the United States of America, Washington, D. C. Special meeting.

November 23—North Carolina Pine Association, Norfolk, Va. Monthly meeting.

December 11—New York Lumber Trade Association, Waldorf-Astoria Hotel, New York City. Annual meeting.

January 16-18—Northwestern Lumbermen's Association, Court House, Minneapolis, Minn. Annual meeting.

January 18-19—American Forestry Association, Willard Hotel, Washington, D. C. Annual meeting.

January 23-24—Retail Lumber Dealers' Association of Indiana, Claypool Hotel, Indianapolis, Ind. Annual meeting.

Janauary 23-24-25—Mountain States Lumber Dealers' Association, Brown Palace Hotel, Denver, Colo. Annual meeting.

January 24-26, 1917—Southwestern Lumbermen's Association, Muehlebach Hotel, Kansas City, Mo. Annual Meeting.

January 25-25—Northern Hemlock & Hardwood Manufacturers' Association, Hotel Pfister, Milwaukee, Wis. Annual meeting.

January 30-31—Hardwood Manufacturers Association of the United States, Hotel Sinton, Cincinnati, Ohio. Annual meeting.

January 31-February 1-2—Chamber of Commerce of the United States of America, New Willard Hotel, Washington, D. C. Annual meeting.

February 7-8—Retail Lumber Dealers' Association of Pennsylvania, Fort Pitt Hotel, Pittsburgh, Pa. Annual meeting.

February 7-8-9—Nebraska Lumber Dealers' Association, Hotel Rome, Omaha, Neb. Annual meeting.

February 11-12—National Builders' Supply Association, Hotel Sherman, Chicago. Annual meeting.

February 14-16—Western Retail Lumbermens' Association, Hotel Davenport, Spokane, Wash. Annual meeting.

February 14-16—Illinois Lumber & Builders' Supply Dealers' Association, Hotel Sherman, Chicago. Annual meeting.

February 20-22—Wisconsin Retail Lumber Dealers' Association, Hotel Pfister, Milwaukee, Wis. Annual meeting.

The subjects to be considered are stated in general terms in the joint resolution and cover: "The subject of the government control and regulation of interstate and foreign transportation;" "the efficiency of the existing system in protecting the rights of shippers and carriers and in promoting the public interest;" "and all proposed changes in the organization of the Interstate Commerce Commission and the act to regulate commerce," etc.

FORESTERS EMPLOY PERMANENT SECRETARY.

The New York State Forestry Association has recently employed a permanent secretary in the person of Victor A. Beede, who was formerly assistant state forester of New Hampshire. Mr. Beede will make his headquarters at the Chamber of Commerce, Syracuse, N. Y. In employing a man who will give his entire time to the development of the forestry association and in promoting legislation for the handling of forest lands and production of shade trees, the executive committee of the association believes that the scope and influence of the organization will be greatly increased.

DISTINGUISHED LUMBERMEN VISIT THE PACIFIC COAST.

Seattle, Wash., Nov. 8.—On November 17 a party of lumber manufacturers from the east will arrive in Seattle, and a meeting of the manufacturers, loggers and timber owners has been called to confer with these gentlemen on some of the important problems of the day. The party consists of distinguished lumbermen, led by President R. H. Downman, of the National Lumber Manufacturers' Association. Others of the party are President Charles S. Keith, of the Southern Pine Association; R. B. Goodman, of Marinette, Wis.; A. R. Turnbull, of Norfolk, Va., probably accompanied by C. I. Millard, of Norfolk, and J. W. Blodgett, of Grand Rapids, Mich., and other well known lumbermen.

The lumbermen are glad of an opportunity to confer with Mr. Downman, who has spent much time in forwarding the interests of the lumbermen, especially with reference to the income tax law, and Mr. Keith also has some important and interesting things in connection with markets to discuss with local manufacturers. One subject of special interest for discussion is in connection with the Federal Trade Commission investigation, the proposed sending of men to Europe in behalf of American lumber, the progress of the Webb bill, present and anticipated activities of the National association and other matters of this kind.

Mr. Downman and his party will be the guests of Oregon lumbermen at Portland, November 21, and will spend some time thereafter on the Pacific coast.

ANNOUNCEMENT OF NEBRASKA MEETING.

Lincoln, Neb., Oct. 26.—At a meeting of the board of directors of the Nebraska Lumber Dealers' Association, held here last week, it was decided to hold the next annual convention in Omaha, February 7, 8 and 9, 1917, with headquarters at the Hotel Rome. Secretary Hall reports that a splendid meeting is anticipated, and that preparations for it are already under way.

EXTENSIVE ADVERTISING TO BOOM THE SOUTH.

New Orleans, La., Nov. 4.—A five-year intensive campaign of publicity and general advertising for the settlement and development of the south has been undertaken by the James William Bryan Co., a large publishing and developing institution of New York, with offices also in Philadelphia, Baltimore and Washington. The business men of Mobile met in that city on November 2, among them many bankers and lumbermen, and guaranteed that Mobile county would contribute $125,000 as its share in the proposed campaign, the total amount necessary being estimated at $250,000. Hattiesburg, Miss., business men agreed to contribute $25,000 for that district; Lucedale, Miss., citizens promised $10,000 and Pascagoula, Miss., $5,000. A number of those who have come into the advertising propaganda have been owners of cut over lands and they are contributing to this publicity fund upon the basis of 2 cents an acre a year for five years.

It is proposed that a conference of representatives of each community interested in the proposition be held at Gulfport, Miss., around the middle of November and at this time, it is proposed, the Gulf Coast Publicity League will be organized, and a board of trustees elected to receive and handle the funds which are expected to be raised. John A. Fox, a well known engineer, formerly with the Mississippi Levee Association, and prominently identified with the National Rivers and Harbors Congress, will be associated with the Bryan concern in the general work; also M. B. Trezevant, recently general manager of the New Orleans Association of Commerce.

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CYPRESS MEN MEET AT JACKSONVILLE

Semi-Annual Session of Gulf and East Coast Manufacturers Held in the Gateway City—Trade-Marking and Grade-Marking Chief Topics of Discussion—Trip to Old St. Augustine Follows Business Sessions

The Southern Cypress Manufacturers' Association held its semi-annual fall meeting last week at Jacksonville, Fla., for the second time since the cypress manufacturers of the east coast became a constituent part of the organization. A delegation of twenty-six cypress men came over from New Orleans in a special Pullman car. The party was in charge of E. C. Runte, of New Orleans, district passenger agent of the Louisville & Nashville road. Mr. Runte looked after the welfare of the party to the utmost satisfaction of its members, both coming to and going from the meeting. The party included President Frederick Wilbert, Secretary George E. Watson, Traffic Manager E. W. McKay, Advertising Manager John Bemer Crosby, the latter of Chicago, and Dr. Hermann von Schrenk of St. Louis, the association's technical expert. Another prominent member of the party who contributed materially to the gaiety of the occasion was Gus Drews, of the Brownell-Drews Lumber Co., Ltd., of Morgan City, La.

THE MORNING SESSION.

The meeting was called to order Wednesday, November 1, in the rooms of the Traffic Club on the eleventh floor of the Hotel Mason, Jacksonville, by President Frederick Wilbert, of Plaquemine, La. The call of the roll showed a representation of twenty-three out of the thirty-six members of the association, and of those present sixteen were from the Louisiana district.

PRESIDENT WILBERT'S SEMI-ANNUAL ADDRESS.

In his semi-annual address President Wilbert stated that this was the second time that the cypress manufacturers had met on the east coast since it had established eastern headquarters at Jacksonville, although the manufacturers of Louisiana had made at various times six journeys to that city to consult with their eastern friends.

Regarding the new grading rules President Wilbert said that the meeting a year ago was of particular importance to the cypress men in having taken what many considered to be rather radical action on the question of grading rules. There may have been a feeling of hesitation and some may have thought that the cypress manufacturers were progressing a little too rapidly, but he now believed that practically all agreed that the action then taken was carefully considered and was wise. In some cases, he thought, the cypress association was leading other associations and this was because they had made so few mistakes.

President Wilbert regretted that a number of cypress manufacturers had not affiliated with the association, especially because they are to a certain extent participating in the benefits, while not lending any aid in paying the bills. He said there was an increasing tendency to tighten up on association work, so that it will eventually confine its benefits to members only, which he believed to be only fair. He urged the members to give careful consideration to everything on the program and to be as nearly unanimous in their decisions as possible.

TREASURER SWARTZ' REPORT.

E. G. Swartz, in his report as treasurer, showed receipts during the year of $74,077.62 and disbursements of $72,943.08, leaving a balance on hand of $1,134.54. The report was ordered spread on the minutes.

COMMITTEE ON INSURANCE.

C. S. Williams, chairman of the insurance committee, submitted the report of J. H. McLeod, manager of the new insurance department. The reported stated that as this was a new feature of the association work it had been necessary to build it up on methods of procedure as the inspection of mill plants progressed. Thus far it had not been possible to make more than one visit to plants of the Louisiana members and all but five have been visited. It was regarded as advisable to learn in the first visit to these plants the conditions prevailing and to give advice on any glaring inconsistencies which might be observed and leave the details for a later visit, at which time also the question of rates could be more intelligently considered. After the conclusion of this meeting the same kind of preliminary investigation will be undertaken at the plants of the eastern members of the association and by the time of the next annual meeting in May some thoroughly comprehensive reports can be presented.

Regarding conditions at the various plants, suggestions for improvements were made at four plants and in these cases it was found that the annual saving in premiums would be greater than the cost of the improvements. At nine plants forms were found which were not as liberal as they should have been and suggestions were offered which have resulted in the changing of the forms at a number of these plants and changes will be brought about in the others. At two plants the forms were found in such shape that the only way of handling them practically was to completely rewrite the forms, which was done. At one plant there was a $10,000 policy issued by Lloyds of London, which contained a warranty to the effect that the insurance will be null and void unless there is also a policy on the plant issued by a certain other insurance company. No policy issued by this company could be found, it having been cancelled on account of reduction in the stock of lumber on hand and the manager being unfamiliar with the clause in the Lloyd's policy. At seven of the plants the policies were not concurrent and in most of these cases a loss would have resulted in serious difficulty in getting an adjustment. At four plants an actual reduction in rates resulted and Manager McLeod stated that he believed that the department can be of great service to members in this respect later. At four plants were found overcharges in rates and returns of premiums have been secured in these cases amounting to $34.51, $114.95, $96.35 and about $30. At three plants the department suggested a change in the insurance from stock companies to inter-insurance companies for commissaries and floating equipment for the reason that the inter-insurance rates were lower.

Manager McLeod recommended that some action be taken in the way of preparing standard forms. There are a number of clauses in some of the policies that all did not know about and by examining a large number of policies these advantageous clauses can be learned and the members will be entitled to the benefit.

Mr. Williams stated that the losses of the cypress manufacturers in ten years had not exceeded $30,000, leaving out of the calculation the loss of the two Lutcher & Moore plants, which amounted to $300,000. Up to this time, however, the manufacturers had paid out for insurance in the ten years upward of $500,000.

R. H. Downman said that he recently consulted with a representative of the Liverpool & London & Globe Insurance Co., who said that the cypress men were doing a splendid work and he would support the movement in every way. Mr. Downman called attention to the fact that the companies referred to by Mr. Williams are not mutual companies, but are organized for an interchange of insurance among manufacturers and are operated without profit. Mr. Downman referred to the operations of the National Lumber Manufacturers' Inter-Insurance Exchange, which was under his supervision and said that it was hoped to have at least $10,000,000 at risk at the end of the second fiscal year, which would be in February, 1917.

COMMITTEE ON TRADE-MARKING.

John F. Wigginton, chairman of the committee on trade-marking, submitted the report of his committee. The report will be given in full in these columns at a later date.

When Mr. Williams asked some questions regarding the progress that had been made in establishing the trade-marking, Secretary Watson said that out of fairness to the retail lumber dealers the advertising of the association trade-mark had not been vigorously pushed and would not be until the dealers had had ample opportunity to stock up with trade-marked lumber. In Mr. Watson's opinion he thought the association would have to give about a year's notice before trade-marking is put in force generally.

Dr. Hermann von Schrenk spoke of the attitude of the architects and of the signal engineers regarding the trade-marking question. He said that the American Railway Signal Association had adopted specifications on signal posts, poles and other equipment used in signal work, that it be of black or red cypress grown within 200 miles of tide water. This assured the elimination of the yellow or rapid growth highland cypress. He thought that the only absolute guarantee the railroad men could have that they are receiving genuine black or red tidewater cypress would be to buy trade-marked lumber.

Chairman Wigginton of the trade-mark committee stated that the committee would like to be instructed as to the conclusion of a contract with J. G. McDonough, of Eau Claire, Wis., the owner of the trade-marking device.

R. H. Downman said that the Forest Service, the Federal Trade Commission and the Bureau of Foreign and Domestic Commerce were all watching the progress of the cypress trade-marking movement very carefully.

J. Ray Arnold, of the Edge-Dowling Lumber Co., Groveland, Fla., expressed his opinion that lumber should be branded according to grade, and Secretary Watson expressed himself as believing that this would eventually take place, but he thought such an effort would cause a good deal of trouble now.

It was finally moved that the trade-mark committee be authorized to enter into a contract with J. G. McDonough for the use of his trade-marking device and afterward turn it over to the association when the incorporation shall have been completed. This motion was adopted, there being only one vote against it.

ON UNIFORM GRADE MARKS.

H. B. Hewes offered the following:

"In furtherance of the trade-marking idea and in order that the mills of the Southern Cypress Manufacturers' Association may enjoy the full benefits that may accrue from the use of same, it now becomes necessary to also adopt uniform grade marks for their lumber. This will insure to the purchaser the integrity of the grade as well as the quality of the lumber and will effectively prevent the mixing or substitution of grades that has been a source of some complaint in the past.

"I, therefore, move that it is the sense of this meeting that all mills of this association should and are hereby requested to adopt uniform grade marks for their cypress lumber; and the president is hereby authorized to appoint a committee of three to recommend the grade marks and to adopt and put same into effect just as soon as possible."

The discussion on the Hewes resolution was participated in by L. W. Gilbert, J. C. Remick and H. W. Taylor, and it was adopted without division.

THE AFTERNOON SESSION.

The members re-assembled at 2 o'clock to listen to the report of the committee on grades and specifications, L. W. Gilbert, chairman. Mr. Gilbert prefaced his report with a letter from the editor of an eastern lumber trade paper, regarding the new grading rules. The trade paper editor said that he understood that the association had lately changed all of its grades so as to necessitate a complete revision of the grading rules. Mr. Gilbert stated that a letter of this kind would have been appropriate five or six months ago, but it was rather surprising that some of the people in the trade had not yet heard of the adoption of the new rules.

PROGRESS OF THE NEW GRADING RULES.

Chairman Gilbert said that a great many of the mills have adopted the new grading rules entirely. Some, however, are still using both systems of inspection and there are probably not over a half dozen of the cypress mills which have not adopted the new rules in any way. Altogether he considered the results of the new rules very satisfactory. He said that the changes were radical, but the committee's investigations had demonstrated that a great majority of the dealers are taking to the new rules kindly. Regarding reports on re-inspection, he said that while he did not recall the exact number, he knew that re-inspections that were asked for under the old grading rules during the last six months were fully double the re-inspections on shipments made under the new rules and in the same period a great deal more lumber had been shipped under the new rules than under the old. Dealers, especially those who have given the new rules a fair trial, are pleased with the change

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and are perfectly willing to pay the advanced prices. Some of the dealers have not taken hold because they have been prejudiced, partly by misrepresentation, assuming that any change made is for the interest of the manufacturer and not of the dealer. Further difficulty has been encountered in the fact that some of the representatives of the manufacturers have deliberately misinformed their customers about the new rules, telling them that the only reason for adopting the new grades was to advance prices. A number of representatives of the mills have been allowed to sell both grades and in so doing they made the argument against the new rules more effective by stating: "Yes, I can give you lumber on the new grades if you want it, but you will have to pay more money for it." However, the committee feels very much gratified with the progress made.

With reference to the conference held with representatives of the retail lumber dealers in New Orleans a year ago, Chairman Gilbert said that the retailers seemed delighted with the proposition, but he thought that perhaps the members of the committee at New Orleans were more enthusiastic on the matter than the retail members in general. He said that the use of a common trade-mark by any number of manufacturers in this country is at least unique, but in Mr. Gilbert's opinion there are enough members in the cypress association who will stake their integrity on the proposition. He said: "I entreat those of the members who have not come out squarely for the new grades to do so now. Let us get the sheep together and let the goats take care of themselves." He said that the National Association of Washing Machine Manufacturers had recently appointed a committee to arrange a meeting with the cypress manufacturers' association relative to an agreement on standardizing specifications of material used for washing machines. Mr. Gilbert reported that this conference probably will be held some time in December.

COMMITTEE ON RAILROADS AND TRANSPORTATION.

R. H. Downman reported for this committee, stating that there was nothing of particular moment to report, except the reclassification hearing on I. C. C. 8131, which was held at Chicago during the two weeks commencing July 10 last. In Mr. Downman's opinion the decision of the Interstate Commerce Commission will be in favor of the lumbermen and possibly it will be handed down between now and December 1.

COMMITTEE ON LEGISLATION.

Mr. Downman, as the chairman also of the committee on legislation, made a verbal report of what had been done by himself and Frank G. Wisner, of Laurel, Miss., at Washington during the hot days of summer. Mr. Downman devoted seven and a half weeks of his time in the effort to modify the revenue bill from the way in which it had been originally framed. He said that the principal feature of the bill was the attempt of the revenue department to insert a very drastic provision relative to the income tax. About thirty lumbermen met last summer at the Congress hotel in Chicago and considered the provision and put it up to the National association to handle as best it could. Mr. Downman and Mr. Wisner proceeded to Washington and proposed various amendments to the bill to the ways and means committee, and succeeded in getting every one of their amendments into the bill, which was finally passed by the senate September 8. He stated that Commissioner Luther F. Speer, of the internal revenue department, had stated very plainly that it was intended to include these drastic provisions in the new revenue bill. The work of the committee in securing amendments to the bill before its passage undoubtedly saved the lumbermen of the country many thousands of dollars in unjust taxation.

C. S. Williams moved that Mr. Downman and his associates on the committee be given a unanimous vote of thanks by the Southern Cypress Manufacturers' Association for their splendid work. This was done by a rising vote.

COMMITTEE ON TERMS OF SALE.

Another committee of which Mr. Downman was the head was that on terms of sale, on which he made a verbal report. He said that nothing had been accomplished in a final way. He spoke of the work of Edward Hines on this matter. Mr. Hines had discovered that a man who took sixty days' time on a bill and then discounted it was making the seller pay at the rate of 44 percent a year for money. Mr. Downman said that nobody can buy steel or flour or bacon on the terms on which they can buy lumber and it seemed to him that the lumbermen ought to do something regarding restriction of terms of sale. He said that one of Mr. Hines' companies, the Virginia & Rainy Lake Co., had reported that its supplies cost 62 percent and its labor 28 percent more than last year. In Mr. Downman's opinion the committee on terms of sale should become more active.

Regarding the form of price list H. B. Hewes, chairman, stated that there was no formal report to make, but an early revision of the present form is likely to be submitted to the association at its next meeting.

COMMITTEE ON ADVERTISING.

The advertising committee, E. G. Swartz, chairman, did not present a formal report. Mr. Swartz said that he advised that the association keep everlastingly at it on the present basis of advertising as long as such splendid reults were derived.

Secretary Waton said that the results obtained from the exhibits authorized at the last annual meeting for display at numerous building material exhibits, fairs, etc., had been very flattering. The exhibits were displayed at twenty-two different places, and the interest they had created was shown by numerous expressions of appreciation received from dealers throughout the country.

Secretary Watson said that he had received a letter from Secretary F. D. Torrence, of the Ohio Association of Retail Lumber Dealers, in which it was stated that the interest in the cypress advertising service was growing.

Mr. Downman spoke of having observed personally some of the results of cypress advertising. For instance, at the Raleigh hotel in Washington he noticed that they were putting in a new store front and it was made of cypress. He asked how much the contractor paid for the cypress and was told that it was $100 a thousand feet. In another case a man was putting in some library shelves for which he used 230 feet of cypress at a cost of $37.50, or at the rate of over $150 a thousand.

John Bemer Crosby, of Chicago, talked interestingly on the cypress advertising campaign and the outlook. He said that the high prices of cypress at retail were the natural results of advertising; that the dealer would have to buy the lumber without much regard to its price. He facetiously said that he looked forward to the time when rotary cut "peck" would be sold for lace curtains.

There was considerable discussion on advertising, participated in by H. W. Taylor, J. F. Wigginton and others. It was decided that H. B. Hewes be appointed an additional member of the trade-mark committee to aid in formulating and handling the grade marking of lumber.

As chairman of the committee on utilization of cut over cypress swamp lands, Mr. Hewes said that he had noticed that one company during the last two years had pastured from 200 to 1,000 head of cattle. This can be done without draining the cut over lands, but the lands could be drained under the reclamation law. He said that a very interesting report on this proposition would be made at a later meeting.

INCORPORATING THE CYPRESS ASSOCIATION.

J. F. Wigginton, under the heading of general business, read the opinion of the association's attorney on forming a cypress corporation. He said that the association could become incorporated without capitalizing, should it so desire. One of the main reasons for incorporating, Mr. Wigginton said, was for the purpose of making a contract with J. G. McDonough for the use of his patent device for imprinting the association trade-mark upon lumber.

It was moved and seconded that a committee of six be appointed by the president to confer with the association attorney with the view of drawing up a charter for the organization in accordance with the laws of Louisiana. The committee was also instructed to prepare the constitution and by-laws for the government of the association under the incorporation.

The motion was carried unanimously and President Wilbert appointed the following as members: J. F. Wigginton, L. W. Gilbert, E. G. Swartz, H. W. Taylor, C. S. Williams, Secretary George E. Watson and President Wilbert, ex-officio.

FIRE PROOFING WOODEN SHINGLES.

Dr. Hermann von Schrenk spoke of the recent action of the insurance companies and the altruists on the growing agitation regarding fire hazards where wood construction and shingles are used. He stated that the insurance people are especially opposed to the wooden shingle, which, they say, becomes a fire brand when driven by wind in cases of great conflagration and is the cause of ignition of other roofs. He told of an interesting experiment made in his laboratory in refutation of the false charges made against wooden shingles. He exhibited two samples, one of which was covered with a new kind of paint called "abastine," which had been gotten up in connection with the National Paint Manufacturers' Association. He said that the shingle covered with abastine had been subjected to a temperature of 850 degrees for a period of five minutes and had not been charred in the least degree. The other shingle, which was covered with ordinary paint and subjected to the same temperature for one and a half minutes was nearly destroyed. He told especially of the fire resisting qualities of wood as illustrated by a fire which recently took place at Madison, Ill., where he found that the temperature on the outside of a wooden building, forty-five feet from the fire, had been 186 degrees, while the temperature on the inside of the building was only 86 degrees. He said that he was conducting experiments along this line and hoped to present some interesting conclusions. However, he said that all the investigations that he was making were hampered by lack of funds.

L. W. Gilbert moved that a committee of three be appointed by the president to solicit contributions to the trade extension department of the National Lumber Manufacturers' Association. This was carried and the president appointed as such committee L. W. Gilbert, J. C. Remick and H. W. Taylor.

D. O. Anderson, of the Anderson Lumber Corporation, Marion, S. C., and A. T. Gerrans, a former prominent member of the Southern Cypress Manufacturers' Association, now with the John L Roper Lumber Co. at New Berne, N. C., were introduced to the members as being representatives of the North Carolina Pine Association. Both of the gentlemen expressed their thanks and Mr. Anderson stated that he manufactured some cypress and if he were eligible to join the association he would be glad to do so; whereupon his name was immediately proposed for membership, it transpiring that he manufactured considerable cypress in connection with pine. Another application for membership was presented by J. Ray Arnold, of the Edge-Dowling Lumber Co., of Groveland, Fla., and both of these concerns were elected to membership.

Some remarks regarding the splendid work being done by the National Lumber Manufacturers' Association were made by John Bemer Crosby, in which the work of that association was highly lauded, after which the convention adjourned.

A TOUR OF INSPECTION.

Prior to the meeting a committee of the more prominent cypress manufacturers made a week's tour of inspection among the cypress operations of the east coast. The party comprised Robt. H. Downman, of New Orleans; J. W. Oakford, Scranton, Pa.; D. L. Hebard, Philadelphia, Pa.; H. B. Hewes, Jeanerette, La.; J. F. Wigginton, Bowie, La.; E. C. Glenn, Varnville, S. C.; C. P. Gable, Gable, S. C.; and L. W. Gilbert, Donner, La. J. S. Holloway, president of the Pine Plume Lumber Co., of Savannah, Ga., and D. L. Whetstone, vice president of the same concern, were also members of the party.

THE NEW EAST COAST SECRETARY.

William H. Green, who was installed in his office of assistant secretary of the Southern Cypress Manufacturers' Association, with headquarters at Jacksonville, Fla., put in his first day of active service at the semi-annual meeting of that association held at Jacksonville, November 1. Mr. Green succeeded William Petrie, who has accepted a position with the Pine Plume Lumber Co., the new selling agency of the east coast cypress manufacturers, which has located its headquarters at Savannah, Ga.

Mr. Green started in the white pine business at Buffalo, N. Y., in 1893, where he was connected with the H. M. Tyler Lumber Co. Later he removed to Tonawanda, N. Y., with the same concern and remained there until 1907. He went to Florida in that year and was at various times in charge of three cypress operations, that of the Everglade Cypress Co. at Loughman, Fla., in 1907, and 1908; with the Hunter Co., of Jacksonville in 1909 and with the Hebard Cypress Co., of Waycross, Ga., until 1911 Recently he has been connected with the McNair Lumber Co., of Jacksonville, a concern handling large stocks of pine and cypress at wholesale. Mr. Green has been a resident of Jacksonville for about six years and is thoroughly well posted on the east coast situation. He is married and has two children, both sons.

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MICHIGAN MANUFACTURERS' MEETING

Discuss Grading Rules and Values, Terms of Sale and Wage Question

Detroit, Mich., Oct. 25.—The fall meeting of the Michigan Hardwood Manufacturers' Association, which convened at the Hotel Statler today, was well attended. Much important business was transacted and so many questions came before the meeting that two sessions were held instead of one, as is customary. President Hull called the meeting to order and congratulated the members on the good attendance and interest in the business of the day.

THE SECRETARY'S REPORT.

Secretary Knox read his report reviewing the general market conditions and reported the hardwood situation improved and the general business outlook as exceptionally bright. In comparing business of today with that of a year ago he called attention to the increased demand for construction materials and especially for railroad supplies, and to the fact that building construction throughout rural districts is increasing and that money is plentiful at reasonable rates. He stated that he found improvements going on through the small towns and the rural districts of Michigan and reported a gratifying increase in retail demand.

Secretary Knox called attention to the increased activities of the association, which demand the appropriation of additional funds. After giving details of the requirements, he suggested that a change be made in the constitution permitting an assessment on hardwoods not to exceed 4 cents a thousand feet on actual shipments. He concluded his report by calling attention to the car shortage situation which is keeping down shipments, the question of uniform terms of sale, proposed advances in lumber rates and to the need of funds for controlling the forest fires, and he closed the report with an expression of appreciation for the work of President R. H. Downman, of the National Lumber Manufacturers' Association in behalf of lumbermen, especially in connection with the income tax legislation, and requested a vote of the association as to whether the association should join in the lumber exhibit at the National Complete Building Exposition to be held in the Grand Central Palace, New York City, March 5 to 11, 1917.

ASSESSMENTS TO BE MADE ON ALL SHIPMENTS.

There was an animated discussion upon the matter of raising more revenue and as to whether the assessments should revenue and as to whether the upon cut, and it was decided by the association to name the year's assessment at 2 cents a thousand feet, covering both hemlock and hardwood shipments, there having been up to the present time no regular assessment on hemlock. The assessment of 2 cents a thousand feet on all shipments it is believed will provide ample funds to carry on the work proposed for the coming year.

The association instructed Secretary Knox to write President Downman, expressing appreciation of the Michigan association for his work in their behalf and after Secretary R. S. Kellogg had spoken explaining the character and purpose of the Complete Building Exhibit to be held in New York, the association voted to co-operate in the exhibit.

Chairman Herman Lunden, of the committee on fire protection, presented a brief report recommending the continuance of this work and Chief Fire Warden Morford made a detailed report of the work of his department. His report showed the efficiency of the patrol work and gave statistics of the fire loss.

UNIFORM TERMS OF SALES AND WAGES.

The question of uniform terms of sale was brought up by a letter from President Downman of the National Lumber Manufacturers' Association and led to an earnest discussion. President Hull appointed a committee consisting of O. L. Larson, of Manistee; F. L. Michelson, of Michelson; E. G. Carey, of Harbor Springs, and J. B. Deutsch, of Big Bay, to report on the matter of terms of sale, this report to be sent in to the National association for comparison with similar reports from other associations affiliated with the National.

The members of the association engaged in an animated discussion over the question of wages for men employed in the woods, the subject being introduced by the reading of a letter from a Wisconsin manufacturer suggesting that manufacturers should have a general understanding as to wages paid to men employed in woods operation. The consensus of opinion of the Michigan manufacturers was that no definite understanding would be practicable, as it is necessary to pay higher wages in some sections than in others, notably in the northern peninsula, and it was decided that the association would take no part in any joint action.

MARKET CONDITIONS.

The report of market conditions made by C. R. Abbott, of Cadillac, chairman of the committee, showed satisfactory conditions. He presented detailed sheets covering the increases and decreases with the water and rail shipments separated. The report showed that all No. 2 common and better stock with the exception of ash decreased 17,835,000 feet, as compared with stocks of a year ago. The ash increase was 31,000 feet, leaving a net decrease of 17,804,000 feet. The report showed that rail stocks have not been as fortunate as ash, beech, soft elm and maple, showing increases amounting to 4,798,000 feet, and reductions of basswood, birch and rock elm amounting to 2,650,000 feet or a net increase in the rail stocks of 2,148,000 feet. The report indicated that the market is healthy and that the sales for the last year had been in excess of production, but it is estimated that the hardwood production of 1916 will exceed that of 1915 by 10 percent. "With stocks reduced and steadily being reduced," the report further said, "and in view of the present labor conditions, which indicate considerably higher cost of production, and with the reduced output for the coming winter, we believe the prices, while materially advanced, truly represent the present market value of our product."

Mr. Abbott further stated that better prices must be obtained if the business is continued on a profitable basis.

That part of the market report which dealt with hemlock indicated a strong situation and called attention to the fact that in view of the strong demand hemlock prices were too low, and to the fact that the car shortage situation would force many buyers in the country to turn from yellow pine to hemlock.

NEEDS OF AUTOMOBILE MANUFACTURERS.

The requirements in hardwoods of automobile manufacturers were described by S. M. Stamats, the assistant purchasing agent of the Willys-Overland Co., Toledo, Ohio, who declared that the automobile manufacturers used 50,000,000 feet of hardwoods annually and are among the best consumers of hardwood lumber. He said the automobile manufacturers would gladly buy the new grade of selects relative to maple if the reverse side of the board contained nothing lower than No. 1 common and warned the manufacturers that automobile makers could not use maple under the proposed grade of selects, if the reverse side of the board grades as low as No. 2 common and so they would necessarily seek a substitute.

AFTERNOON SESSION.

At the afternoon session the association took up the report of the grading rules committee. After a thorough discussion certain amendments were made and the report of the committee passed. The discussion dealt chiefly with the proposed grade of selects and as to whether the reverse faces of maple and beech could be below the grade of No. 1 common, or whether they could contain a small percentage of No. 2, with special reference to the demands of the automobile industry. The report of the committee was amended to conform to the desires of the consumer and the committee was instructed to co-operate with the members of the Northern Hemlock & Hardwood Manufacturers' Association if that association decided to make their grades of select include in birch a percentage of No. 2 common on the reverse side.

The report of the grading rules committee was formulated in the joint conference in Chicago on September 15 and amended later, and was presented by Chairman W. L. Saunders, of Cadillac. The report was as follows:

REPORT OF GRADING RULES COMMITTEE.

"Hard Maple and Beech—Firsts and seconds, no change. Selects (new rule): Grade to be made from best face of the piece. Selects must be 4 inches and wider, 8 feet and over long. Pieces 4 inches wide shall have one clear face; pieces 5 inches wide, 8 to 11 feet long, shall have one clear face; pieces 5 inches wide, 12 feet and longer admit one standard defect or its equivalent. Pieces 6 inches and over wide shall grade not poorer than seconds on one face. The reverse face shall not be below the grade of No. 1 common.

No. 1 Common—(changes). Six feet and over long. Not over 30 percent shorter than 10 feet. Pieces 3 and 4 inches wides, etc. (No further change.)

No. 2 Common—No change.

No. 3 Common—No change.

Under Special Inspection.

Hard Maple and Beech—Nos. 1 and 2 common (flooring stock): Shall be graded from the best face, 3 inches and wider, 4 feet and longer. Heart rule does not apply. Percentages of clear face cuttings to be the same as for Nos. 1 and 2 common regular grades; back face of cuttings must be sound.

Standard Inspection.

Ash, Birch and Sycamore—Firsts (no changes). Seconds (change): Seconds must be 6 inches and over wide.

Selects (new rule): Grade to be made from best face of pieces. Selects must be 4 inches and wider, 6 feet and over long. Pieces 4 inches wide shall have one clear face; pieces 5 inches wide, 8 to 11 feet long shall have one clear face. Pieces 5 inches wide, 12 feet and longer admit one standard defect or its equivalent. Pieces 6 inches and over wide shall grade not poorer than seconds on one face. The reverse face shall not be below the grade of No. 2 common.

No. 1 Common—Changes: six feet and over long.

No. 2 Common—No changes.

No. 3 Common—Changes: No. 3 common must be 3 inches and over wide, 4 feet and over long, and must contain at least 33⅓ percent of sound cuttings. Minimum width of cuttings 1½ inches, and no cutting considered which contains less than 48 square inches.

Under Special Inspection.

Birch—Nos. 1 and 2 common (flooring stock) shall be graded from the best face, 3 inches and wider, 4 feet and longer; heart rule does not apply. Percentages of clear face cuttings to be the same as for Nos. 1 and 2 common regular grades; back of cuttings must be sound.

Standard Inspection.

Basswood, Soft Elm, Soft Maple and Buckeye—Firsts: No changes. Seconds (change): Seconds must be 5 inches and over wide.

Selects (new rule): Grade to be made from best face of piece. Selects must be 4 inches and wider, 6 feet and over long. Pieces 4 inches wide shall have one clear face. Pieces 5 inches wide, 8 to 11 feet long shall have one clear face. Pieces 5 inches wide, 12 feet and longer, admit one standard defect or its equivalent. Pieces 6 inches and over wide shall grade not poorer than seconds on one face. The reverse face shall not be below the grade of No. 2 common.

No. 1 Common—Change: Six feet and long.

No. 2 Common—No changes.

No. 3 Common—No changes.

COMMITTEE TO ATTEND MILWAUKEE MEETING.

Secretary R. S. Kellogg, of the National Lumber Manufacturers' Association, and President J. T. Phillips, of the Northern Hemlock & Hardwood Manufacturers' Association, addressed the association during the afternoon session. Mr. Kellogg reported on the various activities of the National association, and Mr. Phillips told of the activities of his association, especially of the recent organization of the sales managers' association, and invited the members of the Michigan meeting to attend the meeting of the Northern Hemlock and Hardwood Manufacturers' Association, which is to be held in Milwaukee, October 27, when the matter of proposed changes in the grading rules will be considered. The committee on grading rules was given authority to attend the meeting and to act with the committee of the Northern Hemlock and Hardwood Manufacturers' Association relative to the changes in grading rules.

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HEMLOCK AND HARDWOOD MEN MEET

In Fall Meeting at Milwaukee Consider Changes in Grades—Uniform Terms of Sale—Better Merchandising and Trade-Marking Lumber

Milwaukee, Wis., Oct. 27.—There was a full attendance today at the annual fall meeting of the Northern Hemlock & Hardwood Manufacturers' Association held in this city at the Pfister Hotel. There were several important subjects up for discussion and several important papers read, but the interest centered around the discussion of the report of the committee on grading rules. This committee was appointed at the time of meeting of the National Hardwood Lumber Association last June when the northern manufacturers were unable to secure the changes in the grading rules they deemed necessary, and have been working to evolve grading rules that will meet the requirements of the northern manufacturers and at the same time be acceptable to the National Hardwood Lumber Association. To this end it has been working jointly with the committee of the Michigan Hardwood Manufacturers' Association, the two committees agreeing substantially on the grades to be adopted.

President J. T. Phillips called the meeting to order at 10 o'clock. All preliminaries were set aside and the question of grades immediately taken up. Chairman G. H. Chapman, of the Bureau of Grades, made the report. In doing so he outlined his own position stating that he believed in the wholesaler and in his place in the lumber industry, but expressed the opinion that if grades were properly divided $5 a thousand might be added to the present price of lumber. He said that he believed the rules as proposed are much better than those in present use and a step in the right direction, but he did not think that they were radical enough; that the chief objection against too radical changes would be the difficulty in putting them through with the National association, but that he did not think too much attention should be paid to this phase of the question. He expressed the hope that if the changes are made in the National hardwood grading rules during the coming year that the question of grades should be allowed to rest for several years in order that they might be thoroughly tried out.

CONSUMER EXPRESSES AN OPINION.

S. M. Stamats, purchasing agent of the Willys-Overland Automobile Co., was invited to state his views on the proposed grading rules and what effect they would have on the automobile industry. In substance he said the automobile manufacturers are willing to pay for grades as they want them; that this was not a question of price, but so far as his company is concerned it can not use material of the select grade that grades only No. 2 common on the reverse side. He said that he represents a buying power of 50,000,000 feet annually of maple and birch and that he is willing to co-operate with the manufacturers in every way possible to bring about the best results.

A. L. Osborn, of Oshkosh, expressed gratification that Mr. Stamats was present to state the requirements of the automobile manufacturers who are large consumers of northern hardwoods. He said that in his opinion the manufacturers should make the grades that the automobile makers demand, but should furnish other grades to meet the demands of the interior finish people and the furniture manufacturers.

C. A. Goodman, of Marinette, offered a motion that the association accept the rules as reported by the Bureau of Grades with certain additions.

Edward Hines, of Chicago, made a motion that on the final acceptance by the Michigan association of the grading rules offered by the Bureau of Grades that these rules stand without further change. A discussion followed, during which W. L. Saunders, of Cadillac, Mich., chairman of the Michigan association's bureau of grades, explained why his association had made certain changes in the rules and thought it wise for the two associations to get together on such rules as will be acceptable to the National association. And M. J. Fox, of Iron Mountain, Mich., expressed the opinion that the manufacturers ought to go slow in taking a definite stand on changes in the grading rules.

A vote was called for on the amendment offered by Edward Hines, and the amendment was lost.

A. L. Osborn, of Oshkosh, then offered an amendment to the Goodman motion that the matter of amending the rules be referred back to the Bureau of Grades for joint action with the Michigan manufacturers who shall report at the annual meeting of the association. After some discussion Mr. Osborn's amendment was adopted.

A vote was then called for on the original motion made by C. A. Goodman, which also was carried.

CHANGES IN GRADES.

As a result the following changes in the hardwood rules were adopted and referred back to the Bureau of Grades to secure an agreement with the Michigan association and then to report to the annual meeting of the Northern Hemlock & Hardwood Manufacturers' Association to be held in January, 1917:

Standard Inspection.

Hard Maple and Beech—Firsts and seconds, no change.

Selects (new rule): Grade to be made from best face of the piece. Selects must be 4 inches and wider, 8 feet and over long. 4, 5 and 6-inch strips shall have both edges free of standard defects; pieces over 6 inches wide shall have one edge free of standard defects. Pieces 4 inches wide shall have one clear face; pieces 5 inches wide, 8 to 11 feet long, shall have one clear face; pieces 5 inches wide, 12 feet and longer, admit one standard defect or its equivalent. Pieces 6 inches and over wide shall grade not poorer than seconds on one face. The reverse face of pieces 5/4 and thinner will admit sound defects and shall be at least 85 percent of the grade No. 1 common and the remainder shall grade not below No. 2 common. The reverse face of 6/4 and thicker shall admit of sound defects, but shall not grade below No. 1 common.

No. 1 Common—(Changes.) Six feet and over long; not over 30 percent shorter than 10 feet. Pieces 3 and 4 inches wide, etc. (no further change).

No. 2 Common—No changes.

No. 3 Common—No changes.

Hard Maple and Beech—Nos. 1 and 2 common (flooring stock) shall be graded from the best face; 3 inches and wider, 4 feet and longer. Heart rule does not apply. Percentages of clear face cuttings to be the same as for Nos. 1 and 2 common regular grades; back face of cuttings must be sound.

Ash, Birch and Sycamore—Firsts, no changes; seconds, no changes.

Select (new rule): Grade to be made from best face of piece. Selects must be 4 inches and wider, 6 feet and over long. 4, 5 and 6-inch strips shall have both edges free of standard defects; pieces over 6 inches wide shall have one edge free of standard defects. Pieces 4 inches wide shall have one clear face; pieces 5 inches wide, 8 to 11 feet long, shall have one clear face. Pieces 5 inches wide, 12 feet and longer, admit one standard defect or its equivalent. Pieces 6 inches and over wide shall grade not poorer than seconds on one face. The reverse face of pieces 5/4 and thinner will admit sound defects and shall be at least 85 percent of the grade No. 1 common and the remainder shall grade not below No. 2 common. The reverse face of 6/4 and thicker shall admit of sound defects, but shall not grade below No. 1 common.

No. 1 Common—(Changes.) Six feet and over long.

No. 2 Common—No changes.

No. 3 Common—No changes.

Birch—Nos. 1 and 2 common (flooring stock) shall be graded from the best face; 3 inches and wider, 4 feet and longer; heart rule does not apply. Percentages of clear face cuttings to be the same as Nos. 1 and 2 common regular grades; back of cuttings must be sound.

Standard Inspection.

Basswood, Soft Elm, Soft Maple and Buckeye—Firsts, no changes; seconds, no changes. Seconds must be 6 inches and over wide.

Selects (new rule): Grade to be made from best face of piece. Selects must be 4 inches and wider; 6 feet and over long. 4, 5 and 6-inch strips shall have both edges free of standard defects; pieces over 6 inches wide shall have one edge free of standard defects. Pieces 4 inches wide shall have one clear face; pieces 5 inches wide, 8 to 11 feet long, shall have one clear face. Pieces 5 inches wide, 12 feet and longer, admit of one standard defect or its equivalent. Pieces 6 inches and over wide shall grade not poorer than seconds on one face. The reverse face of 5/4 and thinner will admit of sound defects and shall be at least 85 percent of the grade No. 1 common and the remainder shall grade not below No. 2 common. The reverse face of 6/4 and thicker shall admit of sound defects, but shall not grade below No. 1 common.

No. 1 Common—(Changes.) Six feet and longer.

No. 2 Common—No changes.

No. 3 Common—No changes.

THE ADOPTION OF UNIFORM TERMS OF SALE.

Edward Hines, of Chicago, addressed the meeting on the subject of terms of sale in which he called attention to the lack of uniformity as to terms and credits among manufacturers and wholesalers of lumber and to the resulting lack of stability in the lumber business. He said that manufacturers as a rule are lax in enforcing their credit terms and in permitting customers to take advantage of cash discount after the time limit has expired, thus causing a loss. He expressed the opinion that trade acceptances which are now coming into use offer lumber manufacturers an opportunity to put their business dealings with their home customers on a better basis. He urged the importance of the adoption of uniform terms of sale and suggested that a committee be appointed by the association to confer with other associations and try to secure through the National Lumber Manufacturers' Association. A motion to this effect was adopted.

CO-OPERATION OF THE TIMBER OWNER.

The publicity and promotion work now being carried on by various lumber manufacturers' associations and especially the hemlock and birch campaigns, conducted by the Northern Hemlock & Hardwood Manufacturers' Association, was discussed in an interesting manner by R. B. Goodman, of Goodman. After calling attention to the necessity for closer co-operation in this work, he directed attention to the fact that the promotion and advertising work of the National association was supported wholly on the basis of production and that the owners of stumpage, who are not manufacturers of lumber, were left entirely out of this thing. The timber owners have been passed over in all assessments because of the difficulties attendant upon the situation, because of large tracts of timber being owned by the government, by railroads and by several large estates. He referred to the proposed organization on the Pacific coast of a Forest Products Federation, which contemplates a federation of associations of lumber manufacturers, timber owners and protective associations now existing and which would unify and augment their work to the end of equalizing the expense in the work and in order that no interest in the industry should be left unorganized or unrepresented.

Following Mr. Goodman's address the convention adjourned for lunch and resumed its work at 2 o'clock in the afternoon and was opened by Secretary Swan reading a paper prepared by M. P. McCullough, of Scofield, Wis., chairman of the bureau of promotion.

BRANDING LUMBER.

Under the title of "Branding Lumber," Mr. McCullough's paper described the branding machine that was recently invented and patented by J. G. McDonough, of Eau Claire, Wis. He told of the success that has followed the adoption of this machine by the Southern Cypress Manufacturers' Association and the installation of an experimental machine of the McDonough make at Laurel, Miss., by the Southern Pine Association, which is also installing another machine at Lake Charles, La., and stated that the Western Pine Manufacturers' Association is now installing the McDonough machine. In closing Mr. McCullough suggested that another committee be appointed to examine into the matter of branding and report at the annual meeting in January, at which meeting special arrangements would have to be made looking to the securing and installation of a trial machine. It was voted that the chairman appoint such a committee.

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AN APPEAL FOR THE NATIONAL.

In an address on market conditions Secretary R. S. Kellogg, of the National Lumber Manufacturers' Association, outlined market conditions throughout the country. He stated that while general business has never been more active and building records have been exceptionally high; bank clearings have set a new record; the export business is tremendous; the railroads reporting satisfactory earnings, and farmers receiving high prices for all crops, the prices received for lumber are far from satisfactory. He stated that there have been some improvements during recent months and he believed that the outlook for the trade was bright and for hardwoods particularly. He closed with an appeal for increased funds for the National to carry on the lumber promotional work in order that it may successfully compete with the substitutes.

INCREASED COST OF LOGGING AND MANUFACTURING.

E. A. Hamar, of Chassel, Mich., delivered an interesting paper on the increased cost of logging and manufacturing. He said that the lumber industry is entering upon a period of high cost of production which will necessitate its receiving high prices for lumber. He called attention to a recognized fact that manufacturers of lumber do not accurately know the cost of production and therefore are unable to regulate the selling price. He reviewed the history of the industry from the day when lumber was rafted down the Wisconsin, Chippewa and other rivers and sold on the market at the buyer's price, and pointed out that the manufacturers of lumber are still prone to permit conditions to regulate the industry. He said the whole trouble with lumber manufacturers is that they do their figuring afterward instead of before. His address commanded close attention.

A NEW PLAN FOR BETTER MERCHANDISING.

Secretary Swan addressed the meeting on the subject, "A New Plan For Better Merchandising," in which he announced the plans of the association to hold the Northern Lumbermen's Salesmanship Congress at Merrill, Wis., December 8, 9 and 10. He said that while the complete program had not been arranged that he could insure its being interesting and important. He said that the conference would be a family affair, to which only the manufacturers and their sales representatives of Wisconsin and Michigan whose problems are similar will be invited and that the plan is to discuss very frankly market disadvantages and advantages in order to bring out constructive criticism, the point of view of each and their ideas concerning the matter under discussion.

Mr. Swan will also at this conference outline the relative advantages and disadvantages of northern woods as compared to woods in competing sections, and the sales managers and salesmen will outline their sales methods. The advertising campaign, sales promotion, market conditions and questions of distribution will be considered.

Secretary Swan then read a letter from W. H. Parry, of the Federal Trade Commission, stating that information had come to the commission of an accumulation of yard stock because of the car shortage and asking for certain information in answer to definite questions. A motion was adopted that Secretary Swan and E. A. Hamar consider the questions and formulate a reply to Commissioner Parry.

President Phillips then announced the appointment of committees and an announcement was made that the annual meeting of the association will be held January 25 and 26 at the Pfister hotel in Milwaukee.

The report of the treasurer was read showing a substantial balance.

TRANSPORTATION AND MARKETS.

A. L. Osborn, chairman of the Bureau of Transportation and Legislation, read his report, which was satisfactory to the members, and Secretary Swan told of the hemlock advertising campaign.

Market conditions were reported by Alfred Klaas, who stated that hemlock stocks were low and badly broken with a good demand at better prices and the report for hardwoods was made by J. F. Halpin, who reported an attractive demand and conditions justifying an advance in present prices. After a discussion of costs and log input the meeting adjourned.

North Carolina Pine Manufacturers Meet

Charleston, S. C., Oct. 26.—The monthly meeting of the North Carolina Pine Manufacturers' Association was held here today at the Charleston Hotel. There were about fifty members in attendance, some of whom were in the city yesterday attending a conference of inspectors from the mills of the membership. This conference was held at the plant of the North State Lumber Co. and the Tuxbury Lumber Co. Twenty-five inspectors were present and they spent a busy day in grading the fifty boards provided for their inspection. These meetings of inspectors are resulting in much good work for the association.

THE BUSINESS SESSION.

The meeting opened this morning at 10:30 with President A. R. Turnbull in the chair. About fifty members were in attendance and business of an important character was transacted. Indeed, so many subjects were up for consideration that the customary discussion of market conditions was necessarily omitted. After opening the meeting, President Turnbull introduced E. C. Harrell, secretary of the Georgia-Florida Saw Mill Association, who briefly addressed the meeting. Then Secretary Roper read the minutes of the last meeting, which were approved. The membership committee presented the application of the Dargan Wagner Lumber Co., of Pamlico, N. C., which was unanimously elected to membership.

Chairman A. T. Gerrans, of the special committee appointed to confer with the committee representing the Pennsylvania Lumbermen's Association, reported that a joint committee met September 28, to consider means of establishing uniform grades and ways of settling claims. The Pennsylvania committee requested that the North Carolina Pine Association furnish inspectors to adjust complaints for their members on lumber purchased not only from the association mills, but from other mills also. This, Mr. Gerrans reported, the committee recommended should not be done. The association, after discussing the report, unanimously endorsed it.

DISCUSS ODD LENGTHS AND SALES REPORTS.

President Turnbull gave a report of the inspectors' conference held yesterday and showed the results of the grading. After discussing the report the association voted that these conferences should be held at least every three months, and the secretary was instructed to write to the members of the association requesting that they send in any questions or suggestions they desire for the consideration of the inspection committee, and at the suggestion of A. T. Gerrans the secretary was instructed to send to all members copies of inspection reports made by the official inspectors.

Secretary Roper read the results of a referendum vote sent out to members on the subject of shipping North Carolina pine in odd lengths, rough and dressed. After a lengthy discussion of the report the association instructed the president to appoint a committee of three to take up the matter with associations of manufacturers and retailers with a view to determining what can be accomplished. The committee appointed consists of J. L. Camp, D. O. Anderson and R. A. Parsley.

There was next discussed the advisability of continuing the daily sales report which the secretary has been issuing for the last month, or returning to the old weekly reports. The meeting voted to continue the daily reports.

INCREASE VOTED FOR ADVERTISING.

Another important matter brought up for discussion was the advertising appropriation for 1917. Chairman D. O. Anderson, of the advertising committee, read his report recommending that the appropriation be advanced from five to six cents a thousand in order that the advertising plans might be extended. After a discussion, in which a number of those present engaged, the meeting voted to spend the six-cents appropriation during 1917, for which plans are not yet matured.

President Turnbull read a telegram from President R. H. Downman, of the National Lumber Manufacturers' Association regarding the meeting to be held at Louisville, Ky., with Commissioner McChord, of the Interstate Commerce Commission on car shortage. It was stated that the railroads request heavier loading of cars, yet, when the loads exceed the maximum weight by more than 4,000 pounds, double freight rates are charged, and the opinion was expressed that if the carriers want heavier loading, this order should be rescinded. The meeting voted that the decision be left to President Turnbull as to whether or not a committee be appointed to attend the Louisville meeting.

DISCUSSION OF THE LABOR SITUATION.

There was an animated discussion of the labor situation, most of the mills in this section having suffered because of the activities of northern labor agents, and attention was called to the proposed protective association of sawyers and filers; measures were considered looking toward the passage of more stringent laws governing the activities of labor agents, but no definite action was taken by the meeting.

Several other questions came up for discussion and decision by the membership. It was left to the discretion of the president and secretary as to whether the association should take space in the National Complete Building Show to be held in March at the Grand Central Palace, New York. And it was decided that the association publish a statement of North Carolina pine similar to that published by the Southern Pine Association, after sufficient support shall have been pledged.

Membership in the Atlantic Deep Waterways Association was continued and a regular committee will be sent to that association, this committee to be appointed later by the president. A committee on national defense composed of A. T. Gerrans, L. A. Baker, D. O. Anderson and Guy I. Buell was appointed in accordance with the request of the Chamber of Commerce of the United States. The association unanimously endorsed the resolution of the Railway Business Association, favoring the investigation authorized by the Chamber of Commerce of the United States on the defects of the system of railway regulation. Then President Turnbull appointed D. O. Anderson, A. T. Gerrans and W. B. Roper a committee to attend the meeting of the Southern Cypress Manufacturers' Association to be held November 1 at Jacksonville, Fla.

While the members of the association did not report all conditions in their districts as satisfactory, little complaint was heard and confidence in future business was expressed.

THE LUNCHEON AND ENTERTAINMENT.

At the luncheon, which followed the business meeting, the members were welcomed by A. G. Snell, secretary of the Charleston Chamber of Commerce, and were addressed by R. G. Rhett, president of the local Chamber of Commerce, and also of the Chamber of Commerce of the United States. Mr. Rhett spoke on the value of co-operation. He is a brilliant speaker and the members thoroughly enjoyed his talk, which was responded to by J. M. Gibbs, of Norfolk, who sustained his high reputation as a speaker.

LUMBERMEN'S CLUB OF MEMPHIS HOLD INTERESTING MEETING.

Memphis, Tenn., Nov. 6.—The regular meeting of the Lumbermen's Club of Memphis, held at Hotel Gayoso Saturday, October 28, was given over largely to discussing traffic and association matters. John W. McClure, president of the Southern Hardwood Traffic Association, gave a full account of his trip to Washington and of his appearance before one of the members of the Interstate Commerce Commission, during the course of which he presented the resolutions adopted at the conference of southern hardwood interests, held here October 20, and during which it was arranged that Commissioner McChord would hold a hearing at Louisville, Saturday, November 4, in connection with the very serious shortage of cars as affecting the southern hardwood lumber industry.

Col. John M. Woods, president of the National Hardwood Lumber Association, thought that the current year promised to be one of the most successful in the history of the association, and said that he considered himself fortunate in having been able to secure the services of some of the most able lumbermen in Memphis on important committees. He believed that the inspection rules committee would have an important report to submit at the next meeting, and that some of the other committees would likewise be heard from in no uncertain manner.

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The Latest News of the Lumber World

COMMISSIONER WILL H. PARRY AND GOVERNMENT OFFICIALS VISIT LOUISIANA LUMBER CENTERS.

New Orleans, La., Nov. 4.—Will H. Parry, Federal Trade Commission, with a party of government officials, returned north today after half a week spent in making a thorough inspection of the lumber industry of this section. Mr. Parry went from here direct to Louisville, Ky., where he will take part in the car shortage hearing now in progress in that city.

Mr. Parry arrived in New Orleans last Tuesday morning from Memphis. He was accompanied by Dr. Wilson Compton, economist of the federal trade commission; Alex H. Axholm, commercial agent of the bureau of commerce, and Walter Parker, chief of the bureau of commerce. These gentlemen had traversed the timber sections of the northwest, the Pacific coast and the northern states, and came down here to get some first-hand information as to conditions in the yellow pine belt.

Accompanied by some of the leading lumbermen of the south, the federal investigators spent Tuesday and Wednesday in Bogalusa, La. As is well known, the Great Southern mills are the largest in the world. Utilization of the mill's waste has been made a special study by the company's officials, and its development was a source of surprise to the visitors.

From Bogalusa the party went on a special train to Lake Charles and other points in southeast Louisiana. At Lake Charles they were met by nearly half a hundred Texas lumbermen, and a banquet and general conference was held. Mr. Parry asked numerous questions concerning mill operations, costs, etc., and thoroughly familiarized himself with the industry.

Speaking of the results of his visit, Mr. Parry said no opposition would be offered to co-operative organizations of pine lumber manufacturers by the Federal Trade Commission. Such organizations, according to the commissioner, will be allowed the widest possible latitude in their efforts to overcome wasteful methods of operation and "cut-throat" competition.

"The commission will encourage co-operative effort," continued Mr. Parry, "but just how far such co-operation may be carried without governmental interference I am not in a position to say. Possibly within the next few months the commission will issue a report, defining in general terms the character of organizations the lumbermen may be permitted to maintain, and how they may exchange information regarding conditions in the industry."

INCREASE IN DEMURRAGE CHARGES.

New Orleans, La., Nov. 4.—Telegraphic advices from Memphis announce that increases in demurrage charges from the present rate of $1 a car a day to $2 for the first day after the expiration of the forty-eight hours allowed for unloading without demurrage penalties, $3 for the second day, $4 for the third day, and $5 for the fourth and each succeeding day the car is detained, are provided in a tariff issued by the General Managers' Association, copies of which have been received there. The new scale becomes effective December 1, and is intended to apply to all railroads in the United States. Free time for export shipments remains at ten days.

The new rates were adopted as an emergency measure to expedite the movement of rolling stock and relieve the present car shortage.

WILL HELP RELIEVE CAR SHORTAGE.

It is reported that orders for freight cars to the total number of 5,605 were placed last week, while inquiries which were expected to be placed the current week, called for 13,038 more cars. Among the orders placed were the following:

The Baltimore & Ohio railroad has ordered 2,000 box cars from the Mount Vernon Car Manufacturing Co., of Mt. Vernon, Ind.

The Erie railroad has placed orders for 1,000 box cars with the Standard Steel Car Co. and for 1,200 box and 500 flat cars with the Barney & Smith Manufacturing Co.

The Chicago, Burlington & Quincy railroad has ordered 500 general service cars from the Pressed Steel Car Co.

Among the inquiries at hand is one from the French government asking for 100 flat cars, 100 gondolas, from 100 to 150 phosphate cars, from 3,000 to 5,000 steel underframes and from 3,000 to 5,000 coal cars.

The Illinois Central railroad has sent out an inquiry for 2,000 gondola, 600 general service and 400 ballast cars.

The Missouri, Kansas & Texas railroad has sent out inquiries for 1,000 stock cars.

The Great Northern railroad has inquiries out for 1,000 refrigerator cars.

The Chicago, Burlington & Quincy railroad has sent out inquiries for 1,500 box cars.

The Carnegie Steel Co. is asking for bids on 119 hopper and 156 gondola cars. The Frick Coal Co. is asking for bids on 1,424 mine cars. There are a considerable number of inquiries out for passenger and baggage cars from the New York Central Lines, the Norfolk & Western, the Erie and the Wabash roads.

LOOK TO YOUR POST AND POLE TRADE!

On Wednesday, Nov. 1, a man appeared at the office of the LUMBER WORLD REVIEW seeking information as to the number of fence posts annually used in the United States, and failing therein, sought advice as to ways, means and methods of arriving at a rough estimate.

The circumstance and the individual particularly attracted one of the LUMBER WORLD REVIEW people, who left the office with the gentleman for the purpose of ascertaining if possible what there was in the wind.

It develops as follows: The inquirer was a special investigator for one of the large steel companies that has been furnishing enormous quantities of war material, much of which is from carbon steel sheets. The requirements have been such as to necessitate shearing a substantial strip from the sides, with the result that a tremendous quantity of these shearings has accumulated.

The steel company has been investigating and experimenting with them to discover some method of conversion more profitable than sending them to scrap, and have hit on the idea of making a T-shaped fence post of them that can readily and inexpensively be driven into the ground. The posts are punched for wire holding purposes; experimental fences have been put up and pronounced satisfactory and money saving, and the gentleman who called was out to develop market information by sections.

According to his statement, in such territory as Iowa for instance, these posts would be sold and delivered in carload lots for from 10 to 15 cents less each than the price of wood posts.

On the whole, with every farmer in the country having wood preservation impressed upon him through all sorts of channels from government bulletins, state and county fair demonstrations, down, it looks as if our post and pole people have something to look into and keep track of in this situation—the steel people seem to have the ground rather thoroughly prepared for them.

ORANGE TO CELEBRATE LANDING OF THE SCHOONER CITY OF ORANGE.

Orange, Tex., Nov. 1.—The citizens of Orange will turn out in force to celebrate the launching of the schooner City of Orange, which takes place November 15. An interesting program has been prepared by a committee, and in the evening there will be a banquet at which many prominent citizens and visitors will be present.

The schooner City of Orange is the first of a fleet of vessels, building at Orange, Texas, on the Sabine river, and is the largest vessel ever built on the Gulf of Mexico or its tributaries. Her dimensions are: Length over all, 247 feet; beam over all, 43 feet; depth of hold, 21 feet 6 inches; draft, loaded, 23 feet 6 inches. She will register approximately 1,500 net tons, and have a cargo capacity of approximately 3,000 tons. She will be a five-masted top sail rigged schooner. She is built of long leaf yellow pine manufactured at Orange.

BRIDGE BUILDERS VISIT BOGALUSA.

Bogalusa, La., Oct. 25.—Two hundred and sixty-seven members of the American Railway Bridge and Builders' Association visited Bogalusa last Friday as guests of the New Orleans Great Northern railroad and the Great Southern Lumber Co. They were escorted by the mayor and a number of citizens through the largest sawmill in the world, and witnessed it producing at the rate of 1,000,000 feet a day of fine Bogalusa brand southern pine structural timbers.

The visitors were escorted through the large mercantile establishments, the hospital and the Young Men's Christian Association building. They were also shown the site of the new $1,000,000 paper plant of the Bogalusa Paper Co., where more than 100 men are at work putting in concrete foundations. The members of the party were given luncheon at the Pine Tree Inn.

Following the luncheon the visitors were shown logging operations of the company at Marston. They visited the plant of the Louisiana Fibre Board Co. and saw the fine quality of paper being manufactured from sawmill waste.

DESTRUCTION OF WHITE PINE BY THE BLISTER RUST.

Washington, D. C., Nov. 6.—Declaring that white pines valued at $261,000,000 are threatened with destruction by the white pine blister rust, the American Forestry Association, of this city, to-day sent a warning broadcast throughout the United States and Canada urging that every precaution be taken to prevent the spread of the disease, which has already found a secure foothold in New England and other eastern states, and in Canada.

The disease is already progressing in Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, New York, New Jersey, Pennsylvania, Wisconsin, Minnesota and in the provinces of Ontario and Quebec in Canada.

New York and Wisconsin have established rigid quarantine, and various state agricultural boards have urged that no infected white pines, or currant and gooseberry bushes, be shipped; that infected bushes and infected pines be destroyed, and in some cases that there shall be no shipment from state to state of white pine seedlings, gooseberry or currant bushes, whether they are known to be infected or not. There is no known cure for the disease. It kills the white pines infected and it spreads steadily. The spores or seeds of the disease are blown from diseased pines to currant and gooseberry bushes. They germinate on the leaves of these bushes. These leaves then produce millions of spores or seeds of the disease which are carried by the wind from the bushes to the pines and trees which are infected, become diseased and die.

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BLOXONEND FLOORING PROVES REMARKABLY SUCCESSFUL.

Kansas City, Mo., Oct. 14.—Bloxonend flooring is a new type of flooring that solves the problem of combining the remarkable wearing qualities of wood blocks with the rapidity, simplicity and economy with which ordinary tongue and groove flooring can be laid. In other words, Bloxenend is a wood block flooring that carries its own base, any carpenter can lay it directly on the joists or over old or unsatisfactory floors of any material. One of its chief merits is this economy and simplicity in laying.

Bloxonend flooring was developed after years of experiment and is the invention of C. J. Carter, president of the C. J. Carter Lumber Co., of this city The blocks have a surface size of 1½"x3½" and are "welded" into solid sections by dove-tailed joints to base boards. These sections are approximately eight feet long and they are grooved so that they can be joined easily with close fitting splines. The splines are furnished with the flooring.

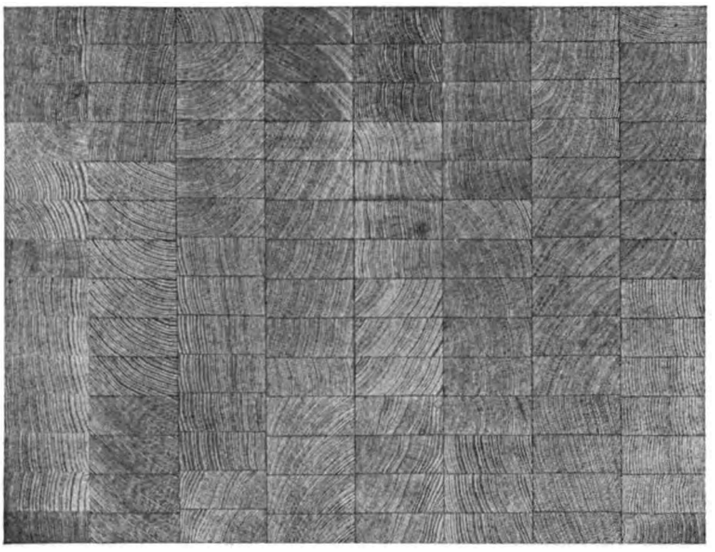
The name—Bloxonend—is descriptive, the blocks are actually on end so that the floor is attractive, durable, smooth, safe, resilient, quiet, sanitary,—and will not warp or sliver. Selected southern yellow pine is used in making this flooring and the tough fibre ends of this proverbially long-lasting, long-wearing wood are presented to wear. Standard sections are built in several combinations. The "two-one" section having two-inch blocks on a one-inch base. Special sizes can be made to order and it can also be obtained in laminated flooring up to 16 feet, with blocks on top edge, thus doing away with the necessity of laying a hardwood floor on top.

About two years ago Bloxonend flooring was laid in front of the elevators in the Emery, Bird, Thayer Dry Goods Co.'s store in Kansas City, Mo. Although this space has to withstand as much, if not more, wear than any other place in the store, Bloxonend has given remarkable service there and has proved to be an attractive floor of very great durability. Bloxonend is easy on the feet of workers and pedestrians and will minimize the loss from breakage when articles fall accidentally. It is especially suited for use in factories, warehouses, store buildings, school houses, school yards, station platforms, freight houses, bridges and docks.

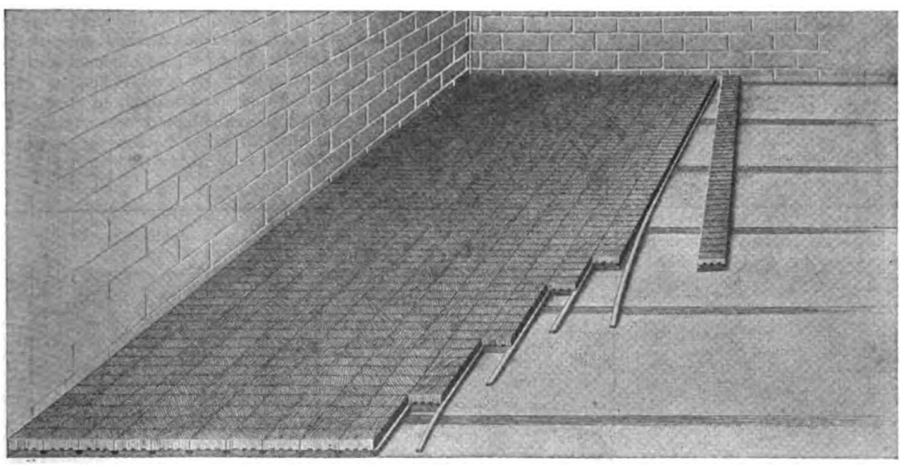
NOVEMBER CROP REPORT.

The government crop report for November 1 was issued November 8, and proved a disappointment to business men, as it showed a reduction in the corn crop of 74,000,000 bushels as compared with the crop estimates of October 1, is 412,000 bushels less than the crop last year and nearly 100,000,000 bushels short of the 5-year average. Most of the reduction in the crop outturn was caused by the dry weather in the states of Indiana, which lost 8,000,000 bushels; Iowa, which also lost 8,000,000 bushels; Missouri, 13,000,000 bushels; Nebraska, 15,000,000 bushels and Illinois, 20,000,000 bushels, as compared with October 1.

The report shows that the potato crop is 71,000,000 bushels short of the 5-year average, being only 288,964,000 bushels. This great reduction in the corn crop as compared with last year, added to a falling off of 404,000,000 bushels in the wheat crop, 311,000,000 bushels in the oats crop, 54,000,000 bushels in the barley crop and 7,300,000 bushels in the rye crop, will conspire to make continued high prices on all these products a practical certainty.



SHOWING WHAT A COMPACT, SMOOTH FLOOR SURFACE CAN BE OBTAINED WITH BLOXONEND FLOORING. BLOXONEND HAS EXTREME WEARING QUALITIES, AS THE TOUGH FIBRE ENDS OF SOUTHERN YELLOW PINE ARE EXPOSED TO WEAR.



BLOXONEND FLOORING, SHOWING HOW IT IS LAID. CAN BE LAID DIRECTLY ON JOISTS OR OVER OLD FLOORS OF ANY MATERIAL. IT IS LAID LIKE ORDINARY FLOORING.

OBITUARY

WM. H. SCHNUTE.

Evansville, Ind., Nov. 8.—William H. Schrute, aged 57 years, secretary and treasurer of Schnute, Holtman & Co., planing mill owners and retail lumber dealers, died Friday morning, November 3, at his home at 1605 Lincoln avenue, here, after a short illness. He was one of the best known lumber dealers in this section, and had many friends, who will regret to learn of his untimely death. The funeral services were held Sunday, November 5, and were largely attended. Mr. Schnute is survived by his wife, Mrs. Fredericka Schnute, one son, William, jr., and one daughter, Sarah. He also leaves one sister, Mrs. C. H. Becker, of Steward, Neb., and two brothers, John, of Fall City, Neb., and August, of Evansville.

DAVID R. SWIFT.

New Orleans, La., Nov. 4.—David Robert Swift, aged 58, widely known as a lumberman, real estate operator and capitalist, died November 2 at St. Patrick's Sanitarium, Lake Charles, La. His funeral was held yesterday afternoon from the residence of his half brother, J. A. Trotti, at Lake Charles.

Mr. Swift was a native of Newton county, Texas. At the age of 18 years he entered a sawmill office at Orange, Texas, and six months later embarked in the logging business. At the time of his death Mr. Swift was the owner of nearly 20,000 acres of hardwood and second-growth pine timber lands in Calcasieu, Beauregard and Vernon parishes. He was identified with Lake Charles banking and other business.

JESSE DAYTON CRARY.

Jesse Dayton Crary, founder, publisher and managing director of the "New York Lumber Trade Journal," and one of the founders of the New York Lumber Trade Association thirty years ago, and its secretary, died November 1, 1916, at his residence in Brooklyn, N. Y., of a complication of diseases. It was a long illness, beginning in March, 1914, and he had attended to business only intermittently since that time. For several months he had been confined to his bed at his home, 410 Grand avenue, Brooklyn. He is survived by his wife, Mrs. Mary D. Crary, and two sons, Paul Stuart Crary and Jesse Dayton Crary, who are young men just recently entered into business in New York.

Mr. Crary was a man of signal ability, and left the impress of his personality upon the local lumber trade, with which he was closely and almost lifelong associated, and also through the trade newspaper, which he had founded and which was devoted to the interests of the lumber industry.

Jesse Dayton Crary was born in Mystic, Conn., January 27, 1853, and was the son of Captain George B. and Catherine Latham Crary. He was educated in the public schools of Mystic, Conn., Mystic Valley Institute, and attended Hall's School, Ellington, Conn., and Schofield's Commercial College, Providence, R. I. He married in New York City on November 24, 1885, Mary Dent Stith.

It was in 1886, ten years after his first coming to New York, that Mr. Crary, together with Tucker David, founded the "New York Lumber Trade Journal," later acquiring the interest of Mr. David, and, together with Mrs. Crary, for about twenty-five years had owned the corporation which conducts the "Journal."

It was in 1886 also, in the month of October, that Mr. Crary took an active interest in founding the New York Lumber Trade Association, and he was one of the fifteen original incorporators. For many years he had been the secretary of the association, and at the time of his death was the only one of the original incorporators in active business, and one of two living. Mr. Crary was also secretary of the Association of Dealers in Masons' Building Materials. He was a director and chairman of the Membership Committee of the Apollo Club of Brooklyn; member of the Emanuel Baptist Church, Brooklyn; member and trustee of Montauk Lodge F. & A. M., No. 286; member of the Hamilton Club, Brooklyn; member of the Mystic Club and Mystic Country Club, beside the Mystic Hook & Ladder Company No. 1, Mystic, Conn., and the New England Society.

Funeral services were held at his late residence, 410 Grand avenue, on Friday evening, November 3, at 8 o'clock. Interment at Mystic, Conn., at the convenience of the family.

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COLEMAN FEED ROLLER WIDELY ADOPTED

Great Merits of the Device Have Given It Remarkably Wide Distribution in One Year

The startling sunburst on our cover shows graphically what can be done in a short time by consistent advertising of a product with merit.

About one year ago the Coleman Feed Roller Co., of Vredenburgh, Ala., put upon the market a new type of feed roller which is used chiefly upon edging machines, but to a considerable extent also on bolters and lath mills. The device is an invention of Thomas A. Coleman, inventor of the Coleman conveyor cleat, which is in almost universal use, as well as other practical sawmill devices.

Mr. Coleman seems to have a rare genius for the creation of mechanical devices, which are not only ingenious, but thoroughly sound and practical to the backbone.

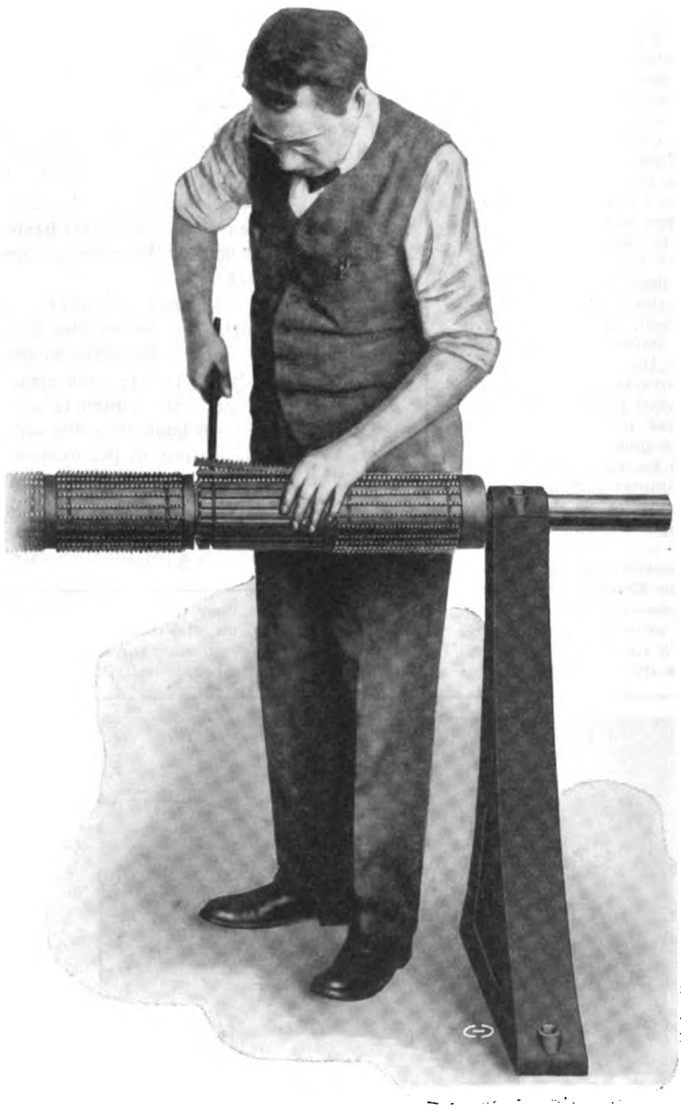
Of course, one of the most important factors in the sawmill is the Edger Feed Roller. Practically every piece of lumber in the average mill goes through the edger, and inefficient rollers which slip and feed crooked are the cause of a very considerable loss in mills which use them, though not all mills are as keenly aware of it as they should be.

The form of feed roller first used consisted of a heavy steel or iron cylinder fluted lengthwise, and this primitive, clumsy device is still used by many sawmills which should have outgrown it long ago. It is not only inefficient when new, on account of the fact that the surface presented to the lumber is always circular (see Figure 3), but it soon wears down at one or more points under use, and consequently is of a variable diameter, which inevitably runs crooked lines and makes bad lumber.

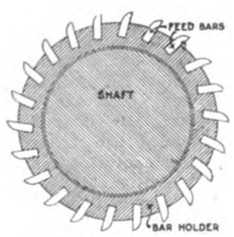
In order to resharpen the edger has to be taken apart and the heavy rollers transported to a machine shop, where they are turned to a uniform diameter and refluted.

This process is so troublesome and expensive that it can only be performed when the mill is shut down, therefore, many mills are running with hopelessly inefficient rollers a large part of the time.

The Coleman Feed Roller, on the other hand, is designed so that the highy efficient feeding members, or field bars, are presented to the lumber at a forward angle, which makes a very positive feed, as shown in Figure 2. The feed bars which come in contact with the lumber are made of hardened steel, and consequently do not wear readily. The most important feature, however, is that when they do wear, the worn feed bars, and the worn ones only, may be easily removed and replaced by new ones without disturbing the edger. The process is so easy that most mills find it possible to sharpen the edger rollers whenever needed during noon hour.



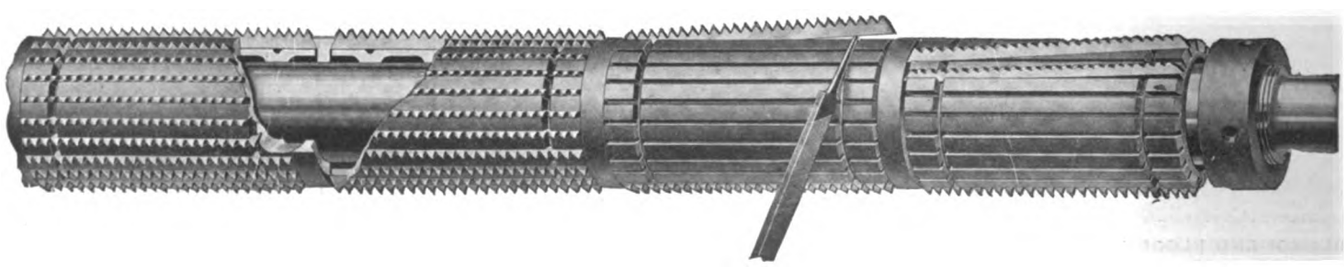
MANNER OF REMOVING AND REPLACING FEED BARS. THE COLEMAN ROLLER IS THE INVENTION OF MR. THOMAS A. COLEMAN, INVENTOR OF THE COLEMAN CONVEYOR CLEAT, NOW IN USE IN MOST OF THE BEST MILLS OF THE UNITED STATES AND CANADA.



SECTION COLEMAN ROLLER, SHOWING PITCHED FEED BARS.

SECTION ORDINARY FLUTED ROLLER, SHOWING ROUNDED SURFACES.

As a result of this the edger rollers can easily be kept always sharp, the edger man is much more efficient, as well as a whole lot happier, and the enthusiasm of the mill men who are using the Coleman Feed Roller consequently knows no bounds. Both the manufacturer and E. C. Atkins & Co., general agents, offer the roller on thirty days free trial, so that it is very simple for any lumber manufacturer to make his own test of the device. For our part we feel confident that the Coleman Feed Roller is destined, in the course of the next year or so, to displace completely, among progressive mills, all other devices at present used for its purpose.



DETAIL VIEW OF THE COLEMAN FEED ROLLER.

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Federal Trade Commission Hears Hardwood Men

Memphis, Tenn., Nov. 4.—The hearing before members of the Federal Trade Commission and other representatives of the government at the Hotel Gayoso, Memphis, October 30, to investigate hardwood conditions is regarded by lumber interests here as the most important step that has been taken in recent years. Those who participated are confident that it set in motion machinery which must work for the good of the hardwood trade throughout the country. The disposition shown by the Federal Trade Commission to aid the lumbermen has been accepted as a most favorable augury for the future.

There were about forty lumbermen present representing practically every association of any importance connected with the hardwood industry and allied lines.

The government representatives were W. H. Parry and Dr. Wilson Compton, of the Federal Trade Commission; Henry S. Graves, head of the Forest Service; Dr. W. Parker, chief of the Bureau of Research, and A. H. Oxholm, commercial agent of the Bureau of Foreign and Domestic Commerce. Commissioner Parry, who presided, ruled that the papers should be presented and that discussion should follow each one.

James E. Stark, representing the National Hardwood Lumber Association, was the first lumberman to testify. He told the commissioners very frankly that lack of interpretation of the Sherman law was one of the great stumbling blocks in the way of organized effort on the part of lumber interests to cut down expense as well as in other directions. He pointed out that the lumbermen were law-abiding and did not wish to run afoul of the federal authorities. In his opinion the situation would be vastly improved if there could be free discussion of the cost of manufacture, methods of marketing and other phases of the handling of lumber from the time it is cut in the woods until it is sold.

Mr. Stark discussed the shortage of cars in its bearing on prices and suggested that there seemed to be no change imminent unless the car shortage extended over a considerable period. He told the commission that prices on hardwood lumber are entirely too low to offer anything like a fair return on the investment, and also that they are failing to keep pace with the advance in the value of stumpage in the cost of manufacture and distribution of lumber. He pointed out that in many instances stumpage had gone up 200 to 300 percent, while a number of items of hardwood lumber were selling lower than 1906 and 1907. Mr. Stark also dealt with the competition which is being met by American hardwoods with Japanese oak.

George D. Burgess, representing the National Lumber Exporters' Association, said that the Japanese are not only gaining rapidly in the American field, but that they have captured the most desirable foreign trade by lowering their prices on oak. He declared that he would not be surprised to find after the war had closed that American exporters had lost at least one-third of their foreign trade.

George C. Ehemann, representing the Lumbermen's Club of Memphis, gave a brief outline of the hardwood lumber industry and showed how it had developed into one of the most important in the whole country and particularly in the south. He emphasized the fact that, by co-operation among the lumbermen, the hardwood business is passing from disorganized individual effort to concerted action on questions involving the interests of all and said that it was to this end that the lumbermen would welcome any aid the government could give in the solution of various problems confronting them.

One of the most interesting papers read was that on taxation, prepared by S. M. Nickey, president of the Lumbermen's Club of Memphis. He showed that the states are encouraging gross waste rather than conservation of the forests by assessing exorbitant taxes against standing timber and presented figures showing that taxes on timber lands owned by his companies in Mississippi have increased from 300 to 500 percent during the past six years, despite the fact that the value thereof has increased comparatively little. He said that the Arkansas holdings of his companies had shown an increase in assessment of 900 percent. Continuing Mr. Nickey said:

"We believe that sentiment should be created against increasing taxation on standing timber. We believe that the ideal way is the Canadian way—taxes on timber of whatever kind or wherever located are due and payable when the timber is cut and made use of."

Elliott Lang, of the National Lumber Exporters' Association, corroborated Mr. Nickey's figures on the increased taxes in Mississippi, and said that on top of these increased taxes on property the owners of timber lands in Mississippi were required to pay a levee tax.

F. S. Chariot, representing cooperage industries and speaking for the slack cooperage trade, emphasized the disastrous effect upon the cooperage industry resulting from unrestrained competition.

Walker Wellford, president of the tight cooperage interests, presented the situation from their standpoint.

Mack Morris, of the Harlan-Morris Manufacturing Co., Jackson, Tenn., said that if the government could give such supervision of the cooperage industries as to enable coopers to realize 6 percent on their investment they would be very happy.

H. B. Weiss, president of the Gum Lumber Manufacturers' Association, reviewed briefly the history of that organization and showed how it had succeeded in bringing gum up from an undesirable and unprofitable wood to one of the finest cabinet materials in the world, and illustrated the importance of what they had accomplished by emphasizing the fact that fully 50 percent of the hardwood stumpage in the south is gum. Mr. Weiss showed how the association was seriously handicapped in doing its work and in securing members because of the fear that its activities would come in conflict with the provisions of the Sherman law. He declared, however, that inasmuch as it had done everything above board and with no effort whatever at concealment, there had been no interference with the association on the part of the government and that fears along this line were no longer entertained.

He said:

"In the interest of public welfare and conservation of the forests, it seems to me that it would be a really great and beneficial work for our government, through your commission, to investigate the necessity of legislation to control the production of our natural resources—overproduction means waste and depression."

John W. McClure, president of the Southern Hardwood Traffic Association, emphasized transportation as one of the most important single factors in the handling of lumber and forest products. He said that the average cost of transportation is 40 percent of the cost of lumber delivered to the consumer. In regard to freight rates he said:

"The freight rate is the measure of distance from the market. Any advance in the rate removes the manufacturer from that market, and any reduction tends to bring the market nearer. Reduction of rates is beautiful from an academic standpoint, but we have been so far unable to convince railroad traffic men that lower rates would enable us to market more of our product and thereby conserve our forests."

One of the most able witnesses for the lumbermen was W. B. Burke, vice-president of the Lamb-Fish Lumber Co., and representing the Southern Hardwood Traffic Association. He filed a bound volume of exhibits in which he gave the commission the benefit of the extensive study and investigation made by his company to ascertain the cost of production, percentage of marketable lumber sawn from logs and much more information along specific lines. A large number of the exhibits filed with the commission were those presented by Mr. Burke in the Harmony conference at Memphis in April, 1915, and in the hearings before the Interstate Commerce Commission in cases I. & S. 520 and I. & S. 745.

Edward L. Davis, representing the Louisville Hardwood Club, discussed the instability of lumber prices, gave his reasons why they were unstable, and showed what the government could do towards bringing about greater stability.

S. B. Anderson, president of the Anderson-Tully Co., Memphis, paid his respects to substitutes. He thought that any substitute which prevented the use of the lower products of the log is not in the interest of the lumber business and was likewise not in the interest of the general public.

Dr. Parker told the lumbermen that the Bureau of Foreign and Domestic Commerce is encouraging the lumber industry to take advantage of the situation that will come with the ending of the war in Europe.

Max Sondheimer, representing the National Lumber Exporters' Association, told Dr. Parker that the exportation of southern hardwoods at the moment is practically negligible because bottoms are so scarce, ocean rates are prohibitive, and there is an embargo, imposed by the allies, on all woods excepting ash and oak. Mr. Sondheimer said that foreigners were in real distress for want of lumber, but that it could not be sent across the ocean because the rate is now $2 a hundred pounds as compared with a normal charge of 21 cents from New Orleans to Liverpool.

Dr. Parker asked Mr. Sondheimer if members of the National Lumber Exporters' Association compete with one another for foreign business and Mr. Sondheimer replied: "Competition is so strong that if we meet each other in Europe we do not speak." Mr. Sondheimer further assured the government representatives that what the exporters want is to get an American merchant marine that will make the handling of lumber shipments to Europe possible.

Commissioner Parry asked what had been done toward the establishment of selling agencies for export business and would efforts in this direction be quickened if the Webb bill were enacted. He was assured that the representatives of the lumber industry would be pleased with the enactment of the measure and that beneficial results would quickly follow.

Interstate Commerce Hearing at Louisville

Louisville, Ky., Nov. 4.—While lumber was scarcely mentioned on the first day of the southern car shortage hearing of the Interstate Commerce Commission, starting here today, and presided over by Commissioner C. C. McChord, a good deal of interesting information was brought out in connection with conditions among the carriers at this time. The opening session was largely given over to coal interests, and the examining of a number of the leading carriers.

The federal court room was crowded at the opening of the hearing with lumber men, traffic men, representatives of the carriers, attorneys, and shippers of various kinds, the coal and lumber interests predominating. The lumber and coal interests were represented by J. Van Norman, of Louisville, who was instrumental to a large extent in obtaining the hearing.

During the examination of the carriers some interesting revelations were made showing that during the past few months the carriers have been paying little if any attention to the regulations of the American Car Service Association, and that some of the roads are holding cars of competing lines indefinitely, and making absolutely no attempt to return the cars to the rightful owners. It was shown that some of the northern roads are short several thousand cars, held by shippers at seaboard terminals, and have made reprisal on cars belonging to southern roads, or any road for that matter, in an effort to hold enough rolling stock to move their freights, which have been abnormally heavy for several months, October having broken all previous records for cars loaded, according to testimony of one carrier.

In the course of the investigation it was found that the carriers had decided conclusively that a change would have to be made in connection with the present car service regulations, and rights in connection with car ownership. High demurrage charges in order to stop the practice of using cars for storage purposes were advocated, and it was further advocated by the carriers that the demurrage and car service matters be placed in the hands of the Interstate Commerce Commission for regulation. Mr. Park, of the I. C., stated that notices had just been sent out, effective December 1, raising demurrage charges on all cars in an effort to guarantee their being loaded and unloaded promptly. Under the new regulations the usual forty-eight hours for loading or unloading is to be allowed, and after that time a demurrage charge of $2 for the first day; $3 for the second day, $4 for the third day, and $5 for the fourth

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and each succeeding day. Mr. Park stated that in this way the company figured upon breaking up the practice of using its cars for storage warehouses.

According to testimony offered at the hearing it would appear that the high demurrage charge, and a high service charge are about the only things which would relieve the situation. Railroads in the south and middle west have their cars tied up in the east, and all roads which have cars so tied up are endeavoring to hold other carriers' cars in an effort to control sufficient rolling stock to accommodate their own shippers, and in addition are using foreign cars extensively for freights going off their own lines. With a high demurrage charge the consignees using cars which are tied up at Seaboard points would be compelled to release such cars, thereby relieving the situation.

The Louisville & Nashville railroad had prepared printed answers and tables for the occasion, and C. B. Phelps was on the stand the latter part of Friday and all day Saturday. W. H. Northcutt, attorney for the Louisville & Nashville, examined Mr. Phelps, bringing out a startling condition of affairs throughout the country. Tables, showing the locations of cars held by the principal roads of the country, showed that the big eastern carriers have far over the number of cars they actually own, while practically none of the southern roads have equipment with which to supply their own system needs.

The condition of affairs was shown to be so bad that Commissioner McChord on Friday wired the Interstate Commerce Commission relative to the matter, and at noon on Saturday received a wire ordering a general and formal probe of the conditions existing, and stating that it would start on Wednesday, November 8. It was decided to take such testimony as had been presented as formal, if no objections were raised. The carriers of the country have been notified from Washington to be represented in Louisville on Wednesday. In addition to the seventeen questions already prepared, a number of additional questions have been framed to further results of the investigation, which will probably last at least a week, and then be continued at other points.

The information which has been brought out has shown conclusively that something has to be done, and done quickly, in order to prevent the traffic of the country from being seriously handicapped. Roads represented on Friday and Saturday, unable to testify, were requested to file their answers with the commission.

In place of a general southern hearing the matter has developed into a general hearing of the roads of the country, and from the outlook a long drawn out investigation will be made, which will eventually result in the Interstate Commerce Commission's regulating the entire matter of car distribution, service, trackage, demurrage and interchange rules.

According to one carrier, rules are of no consequence in emergencies unless there is a policeman to force their observance, and the commission, it is generally thought, will be forced to take over the entire enforcement of regulations.

TO VISIT WESTERN LUMBERMEN.

Robert H. Downman of New Orleans, La., president of the National Lumber Manufacturers' Association, arrived in Chicago last Tuesday and remained over until to-day (Friday), when, in company with R. B. Goodman, of Goodman, Wis., he is intending to leave for a trip to the Inland Empire and Pacific coast country. Although eight or nine prominent members of the National Lumber Manufacturers' Association had been expected to make up the party, several found at the last moment that they were unable to go. However, A. R. Turnbull of Bowden, N. C., president of the North Carolina Pine Association, and Charles S. Keith of Kansas City, Mo., president of the Southern Pine Association, will join Messrs. Downman and Goodman en route. The purpose of the trip, Mr. Downman says, is to forward the interests of the National Lumber Manufacturers' Association and general association activity. The committee will meet at Spokane a committee of west coast lumbermen, consisting of H. D. Langille, of Portland, Ore., chairman; J. H. Bloedel of Bellingham, Wash.; George S. Long of Everett, Wash.; T. J. Humbird of Sandpoint, Ida., and E. A. Selfridge, jr., of Willits, Cal. These gentlemen will accompany Mr. Downman and his associates from Spokane to Tacoma, Seattle, Portland and San Francisco. The eastern committee will reach Spokane Sunday, November 12, and on the following day will hold a conference with the officers and members of the Western Pine Manufacturers' Association, with whom important trade matters will be discussed.

Kirby-Bonner Lumber Co. Organized

Houston, Tex., Oct. 26.—President John H. Kirby, of the Kirby Lumber Co., announces that on and after November 1 its sales will be exclusively handled by the Kirby-Bonner Lumber Co.

JOHN H. KIRBY, OF HOUSTON, TEX.

The offices of the new company are: John H. Kirby, president; B. F. Bonner, vice-president and general manager; C. P. Myer, assistant general manager; J. T. McCarty, treasurer; George R. Christie, general auditor; W. T. Hancock, traffic manager; Harry T. Kendall, general sales agent; W. E. Farnan, assistant general sales agent.

B. F. BONNER, OF HOUSTON, TEX.

Mr. Bonner says of the new company:

"Following the lead of other large industries, and to meet the growing demands of new markets, the Kirby Lumber Co. has decided to place the distribution and sale of its product in the hands of a separate corporation. The new company will be known as the Kirby-Bonner Lumber Co., and has a paid-up capital of $1,000,000. The Kirby-Bonner Lumber Co. will be exclusive sales agent for the Kirby Lumber Co. and the other mills formerly handled by the sales department of the Kirby Lumber Co. This will give the sales company an annual output of 500,000,000 feet, or more than 25,000 cars of lumber a year.

"Marketing necessities have forced the manufacturer to go far afield, and the former simple problems of distribution have been displaced by more difficult ones, brought about by increased production of lumber. It is believed that this new situation can be better studied and handled by a company devoted strictly to selling.

"During the last few years the sales department of the Kirby Lumber Co. has been spreading out over the domestic and foreign markets. It now maintains branch offices in New York, Chicago, St. Louis, Kansas City, Oklahoma City, Indianapolis, New Orleans, Mobile, Galveston, Hattiesburg and Havana, Cuba, and has sales representatives in various parts of the West Indies, South America, Central America and Mexico.

HARRY T. KENDALL, OF HOUSTON, TEX.

"The plans of the old company respecting the European markets held up by the war in the summer of 1914 will be carried forward by the sales company. In addition to branch offices and foreign representatives, a large corps of traveling salesmen work out of the branch offices or report direct to the Houston office. The entire sales organization of the Kirby Lumber Co. will be taken over by the Kirby-Bonner Lumber Co. and an aggressive sales campaign for yellow pine will be carried on, not only in the territories now covered, but new territories will be opened up at once."

BIG YELLOW PINE EXPORT COMPANY.

New Orleans, La., Nov. 7.—Of greatest importance to the lumber industry was the recent formation here of the Yellow Pine Export Lumber Co., organized for the purpose of extending the American lumber markets in Europe and South America.

The company will have a large capital and will include the largest yellow pine mills in the south, assuring its undoubted success. Through the co-operation of all of the mills of the company, a lumber order of any size will be handled by the mills as a collective group with little trouble. The loss of any one mill will have no effect whatsoever upon the balance of the mills in completing an order.

It is the intention of the new company to send special agents to Europe and South America following the declaration of peace abroad to obtain new business for its mills. Assurance is given that orders will be filled with full counts and straight grades and prompt delivery will be made.

J. S. LANDON BECOMES GENERAL MANAGER OF THE MEDFORD LUMBER CO.

J. S. Landon, who has been with the Hatten Lumber Co., of New London, Wis., for some months, and was the sales manager of the Barker-Stewart Lumber Co., Wausau, Wis., was in Chicago last week on his way to Detroit, Lansing and other points. Mr. Landon has resigned his position with the Hatten Lumber Co. to become general manager of the Medford Lumber Co. at Medford, Wis.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

THE LUMBER MARKET AS REPORTED TO THE FEDERAL TRADE COMMISSION.

Washington, D. C., Nov. 6.—"The expansion of business in general and the increase in retail trade continues unabated; while the current tendency seems to be toward even greater activity and higher prices, rather than toward any slackening of demand," according to the monthly bulletin of the Federal Reserve Board just made public here a few days ago. The bulletin makes a number of references to lumber and general building activities, which will no doubt be of special interest to our readers. From almost each district the car shortage is given particular note and special mention is made of the hardship that it is working. From the third district, with headquarters at Philadelphia, comes the following:

"The movement of lumber is about normal, but prices show an upward trend owing to lack of adequate transportation facilities, which renders it difficult to maintain stocks in some grades. The building industry is in fair condition, although the difficulty in obtaining labor and the high prices of materials still occasion delay in the starting of many new projects." From Atlanta, the headquarters of district No. 6, comes the following:

"Yellow pine has strengthened materially as to price within the past 30 days. Demand has been active, reaching at least normal proportions as to volume for the season, and this fact, coupled with the slow shipments, due to the car shortage, is no doubt responsible for the advance in value. Production is evidently considerably below normal, and in view of the fact that the volume of shipments is so seriously restricted by car shortage we doubt if there will be any tendency to increase the output in the next 90 days. The average price, however, is even now at least $1 per thousand below normal. The percentage of increase in cost is more than the percentage of advance in price, notwithstanding the fact of large advances in price in almost every other kind of building material." From Kansas City, of district No. 10, comes the following about lumber:

"Lumber prices are much firmer than they were 30 or 60 days ago, having advanced from $1 to $2 per thousand. It is the supposition that this is largely due to the car shortage and not entirely to the large volume of business. Retailers report the continuance of a very satisfactory business, one important company, operating a number of retail yards throughout the district, advising that as compared with a year ago the volume of business is probably 25 percent larger. They have shown an increase over 1915 for every month this year except two, and express surprise, owing to the fact that in some localities, where the yards are located, crop conditions have been unfavorable. Collections are said to be coming in much more freely than they did last year." District No. 11, Dallas, Texas, headquarters says:

"The retail lumber business is satisfactory and demand is good, with the mills operating five days a week. Car shortage is having a serious effect on the trade and one large manufacturer advises that the shortage is the worst with which he ever contended. He further states that they are unable to ship more than 60 percent of their normal output, while the demand remains equal to a normal production. The firm in question reports that they have had to withdraw entirely from the market temporarily and, unless there is considerable improvement in the car supply, they will cease to accept orders indefinitely. The shipments are being made on sales previously contracted for and, in order to take care of the situation as best can be done, the production is being regulated to conform to such demand as can be reasonably met, with a fair supply on hand, yet with a view to prevent an accumulation of stock to be forced on the market when the car situation is improved." San Francisco, for district 12, on the Pacific coast, says:

"Lack of transportation continues to hamper the lumber industry. Even for interior shipments there is an acute shortage of cars."

EXAMINATION FOR LUMBER TRADE COMMISSIONERS ANNOUNCED.

Washington, D. C., Nov. 4.—The Civil Service Commission has just sent out an announcement of the Lumber Trade Commissioners examination to be held on November 22. In part the commission says:

"At the request of the Department of Commerce the United States Civil Service Commission announces an examination for the position of trade commissioner to investigate lumber production in Europe and European lumber markets, for men only, on November 22. This examination will be held at a number of the larger cities in each state, and applicants will be examined at the most convenient examination point. This position is not in the competitive classified service, but is embraced under Schedule B of the Civil Service Rules. Positions under this schedule are filled by noncompetitive examinations and may be filled without regard to the relative standing of eligibles in the examination. Upon completion of the rating, the papers of all those who pass the examination will be turned over to the secretary of commerce."

Persons who failed in the oral examination held here on October 23 and 24 will not be admitted to this examination. The commission has the following to say relative to the duties of the commissioners:

"The duties of the position of trade commissioner will be similar to those of commercial agents and special agents of the Department of Commerce in foreign countries. They will consist of investigations of foreign markets and foreign production as bearing on the opportunities for American producers and manufacturers—the demand and competition which will be met in European countries. Results of the investigation will be embodied in reports. It is desired that persons appointed to this position shall be good investigators, able to prepare straightforward, readable reports, and equipped with a good knowledge of American lumber and its merchandising."

Experience in connection with the lumber business will be considered of more importance than scientific training in forestry. Practical experience in the manufacture and sale of lumber is especially desired.

The examination will include practical questions covering the three fundamental subjects of the investigation: (a) timber production, (b) manufacture of forest products, and (c) marketing of forest products; education and experience is taken into account; language; and a thesis.

It is hoped that the examination papers will be corrected so that an oral examination may be held during the week of December 9, and that appointments will be made directly following.

It is more than probable that Chicago, or some other centrally located city, will be selected for the holding of the oral examinations instead of holding them in Washington, as the former one.

AXEL AXHOLM APPOINTED LUMBER EXPERT COUNSELOR.

Washington, D. C., Nov. 2.—Axel Oxholm, of San Francisco, has been appointed a consulting lumber expert by the Bureau of Foreign and Domestic Commerce. It is understood that Mr. Oxholm has had wide experience in foreign as well as American lumber markets and that he is thoroughly familiar with many foreign languages.

INTERSTATE COMMERCE COMMISSION HEARINGS

The following lumber arguments and hearings are scheduled on the docket of the commission between now and the date of our next issue:

On November 11, an argument, at Washington, D. C., before the commission in case No. 8967 of the G. H. Evans Lumber Co., et al. vs. the Central of Georgia Railway Co., et al.

On November 13, at Chattanooga, Tenn., before Examiner Fleming, in case No. 8726 of the Cleveland Lumber & Manufacturing Co. vs. the Southern Railway Co.

On November 18, at Montgomery, Ala., before Examiner Bell, in case No. 8969 of the Southern Pine Lumber Co. vs. the Atlantic Coast Line, et al.

On November 21, at Boston, Mass., before Examiner La Roe, in case No. 9031 of the Atlantic Lumber Co. vs. the Toledo & Ohio Central, et al.

On November 21, at Montgomery, Ala., before Examiner Bell in I. & S. Docket No. 913, taking up rates on forest products from Falco, Ariz., and in case No. 9146 of the McGowin Fashee Lumber Co. vs. the Florida, Alabama & Gulf, et al.

On November 22, at Boston, Mass., before Examiner La Roe in I. & S. Docket No. 895, concerning New England lumber rates, No. 2.

On November 23, at New Orleans, La., before Examiner Bell in I. & S. Docket No. 832, concerning lumber rates from Louisiana stations.

On November 24, at Chicago, Ill., before Examiner Worthington, in case No. 8817 of the Peshtigo Lumber Co. vs. the Wisconsin North Western, et al.

INTERSTATE COMMERCE COMMISSION OPINIONS

Following are a few of the interesting lumber opinions that have been handed down since our last issue:

In the case of the Carrier Lumber & Manufacturing Co., of Sardis, Miss., against the Illinois Central, et al., the commissioners had the following to say:

"Defendants' rates on lumber in carloads from Sardis, Miss., to Spokane and Walla Walla, Wash., and Pendleton, Ore., and points taking the same rates, not found unreasonable. Complainant not shown to have been damaged by the discrimination alleged. Complaint dismissed."

In this case reparation was asked on various shipments made from Sardis during the period from June 6, 1913, to November 6, 1914, it being claimed that the rates charged were unreasonable.

The commissioners have also handed down their opinion in case No. 7951 of the Advance Lumber Co., of Birmingham, Ala., against the Seaboard Air Line Railway, et al. In part they say:

"Rate of 9 cents per 100 pounds charged for the transportation of a carload of lumber from Wellington, Ala., to Chattanooga, Tenn., found unreasonable to the extent that it exceeded 8 cents, and reparation awarded."

The commission has also announced its opinion in the case of the J. V. Stimson Hardwood Co., et al., of Memphis, Tenn., against the Chicago, Rock Island & Pacific, as follows:

"Rate charged by defendant for the transportation of hardwood logs in carloads from Proctor, Edmondson and Hulbert, Ark., to Memphis, Tenn., found to have been unreasonable. Reparation awarded."

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until February 22 the operation of item 35-D, supplement No. 17 to Agent Frank Andersons I. C. C. tariff No. 15. The suspended item names increased proportional rates on lumber and articles taking the same rates, carloads, from Helena, Ark., to Thebes, Ill.

The commissioners have suspended until April 29 the operation of certain items appearing in the I. C. C. tariff No. 1003 of R. H. Countiss, agent. The suspended items provide for increased rates on poles exceeding 40 feet in length, in carloads, from points in Montana and Idaho and from points in north Pacific coast territory to destinations in Minnesota, Illinois, Iowa and other states.

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Personal News Notes

P. A. Gordon, the energetic Michigan lumberman, making his headquarters at Detroit, was in Chicago a few days this week. He reported a ready sale for hardwood flooring, of which he is at this time making an exclusive specialty.

J. Burton Webster, secretary of the Arkansas Lumber Dealers' Association and a well known attorney of Little Rock, Ark., has formed a partnership with S. Laurie White for the practice of law in Little Rock. The firm name is Webster & White. Mr. Webster is well and favorably known to many lumbermen, who wish the new firm great success.

E. A. Engler, of the E. A. Engler Lumber Co., McCormick building, this city, had one or two unlucky days this week. On Tuesday morning last he learned of the destruction by fire of the company's office at Beaudette, Minn., together with one of the boarding houses, causing a total loss, though covered by insurance. Tuesday afternoon while taking an automobile ride he came into collision with another machine and sustained the loss of the end of one of his fingers, which made a very painful injury. However, he is well satisfied that nothing worse occurred than the incidents mentioned above.

J. E. Kelly, for some time past in charge of the railway material department of the Stillwell Lumber Co., of this city, has lately gone into business on his own account. In company with L. L. Major and W. J. Sowers, of the Major-Sowers Saw Mill Co., Epley, Miss., he has incorporated the Kelly, Major & Sowers Co., with a capital stock of $25,000 and with general offices in this city. The Major-Sowers Saw Mill Co. is one of the well equipped yellow pine manufacturing institutions of southern Mississippi and has long marketed a part of its product in Chicago territory. Its interests lately, however, have seemed to demand a somewhat closer relationship, and the company decided to establish a more efficient organization for the northern trade. Mr. Kelly has had a great deal of experience in the buying and selling of yellow pine railway stock, as well as in all forms of car material. For some years he was with the Pullman Co., and in that capacity formed a large and enviable acquaintance among mill men. The company is occupying offices at room 747 Peoples Gas building and is already doing as good a business as the somewhat restricted car supply will permit.

DEATH OF MARCUS MARCELLUS DARR.

M. M. Darr, of Buffalo, N. Y., passed away suddenly Saturday evening, November 4, while on a visit to St. Louis, Mo. While Mr. Darr has been an invalid for several years, his death caused a severe shock to his friends in Chicago, among whom he was visiting a week before his demise.

Mr. Darr was born on a farm near West Newton, Westmoreland county, Pa., August 12, 1841. He entered the Union army as a scout in the valley of the Shenandoah. He rose to be chief of scouts on the staff of General Reynolds and was with that officer when the latter was killed at Gettysburg. One of his exploits was the killing of the guerrilla leader, Mobley, who used to raid the valley. He once shot at the better-known guerrilla, General Mosby, but the bullet went through his hat. General Mosby and Mr. Darr met after the war and laughed over the incident.

In 1863, during one of the encounters while he was in the saddle, he was seriously wounded, but within thirty days he was at his post again.

Mr. Darr's lumber career started with a Detroit wholesale lumber concern. A few years later he went to Hannibal, Mo., associating himself with S. T. McKnight & Co., and when Mr. McKnight became president of the Northwestern Lumber Co., Mr. Darr identified himself with that concern.

In 1879 he was a partner in Street, Chatfield & Darr at Chicago and in the latter part of 1880 he moved to St. Paul to become vice-president and treasurer of the C. N. Nelson Lumber Co.

In 1886 the Eastern Lumber Co. of Tonawanda, N. Y., was organized, Mr. Darr becoming treasurer, and the other officers being: Jacob Beidler, president; B. F. Ferguson, vice-president, and Francis Beidler, secretary. After being identified with this company for twenty years, he retired from active business on June 1, 1906.

Mr. Darr has maintained his residence at Buffalo, N. Y., for the past thirty years. He was a liberal contributor to charities, an active member of the First Presbyterian church, and devoted much time and money to the welfare of the Presbyterian Hospital. He is survived by his wife, Mrs. Ella S. Darr, formerly of Springfield, Mass. Burial occurred at Quincy, Ill., on Tuesday, November 7. The Rev. A. V. V. Raymond, D. D., of the First Presbyterian church, Buffalo, conducted the funeral services.

NEW MAN FOR THE PACIFIC COAST.

C. A. STEWART.

HIS is a portrait of the new Pacific coast manager of Clark Bros. Co., of Olean, N. Y. quite recently appointed. C. A. Stewart, sometimes of Portland, Ore., now of Seattle, Wash. — a portrait that was made of Mr. Stewart in the camp of the Polsen Logging Co. on Saturday afternoon, October 27, 1916, at a point about twenty miles from Hoquiam, Wash. This picture of Mr. Stewart was made at the end of a perfect day of excursion enjoyment when he was in attendance as a guest of the Pacific Logging Congress during the recent excursion of that important association, described elsewhere and voluminously in this issue of the LUMBER WORLD REVIEW on pages 60 to 85.

Mr. Stewart has until recently been a member of Stewart Bros. Co., with headquarters in Portland, Ore., at 35 First street, a company known all along the Pacific coast for its very superior "logging blocks." Mr. Stewart sold his interest in the above mentioned company July 1, at that time contemplating affiliation with Clark Bros. Co.

Mr. Stewart is the originator of a "logging block," which he has made very popular during the past five years, from California to Alaska. Logging blocks having different uses under different circumstances, their capacities and purposes require special designing, this special designing having been Mr. Stewart's particular business.

The subject of this brief notice is a native of Ontario, Canada, and came to the United States in his twentieth year, taking up his residence first in St. Paul, Minn., in 1895. In 1898 he became attached to the signal service in the United States army, and was stationed in Manila for fourteen months. After that experience he worked as a stenographer and operator with various railroads, until he joined the forces of the Hammond Lumber Co. in the logging and purchasing department, where he remained for a period of five years.

In 1908 he was appointed manager for S. D. Hickson & Son at Portland, Ore., and after that was sales manager of the Columbia Engineering Works, manufacturing the "Skookum" logging block. In 1911 he severed his connection with the above named concern to form Stewart Bros. Co.

In assuming his duties with Clark Bros. Co. Mr. Stewart will have charge of all the territory west of the Rocky mountains, for this institution and will handle all of its products, which are chiefly sawmill machinery, logging blocks and logging equipment. After the first of the year Mr. Stewart will establish a branch in Portland, Ore., for Clark Bros. Co.

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Business Changes, Incorporations and Fires

New Concerns

Pueblo, Colo.—The Pueblo Lumber Co.; $10,000 capital. W. J. Prout.

Lake Charles, La.—The P. E. Hammons Co.; $25,000 capital. P. E. Hammons, president; T. E. McNamara, vice-president and general manager; Clyde Oldham, secretary and treasurer.

Chicago, Ill.—The Rocona Cooperage Co.; $15,000 capital. L. C. Hollingshead, L. B. Hollingshead and F. Grismore.

El Paso, Tex.—The Gaston Lumber Co.; $35,000 capital. W. H. Gaston, Thomas M. Jones and A. R. Grambling.

Macon, Ga.—The Southern Lumber & Timber Co.; $3,000 capital. Horace A. Wright, W. A. Roush and Bert F. Delk.

Celeste, Tex.—The Celeste Lumber Co.; $10,000 capital. L. H. Hoard, president; A. J. Fraley, secretary-treasurer; W. H. Dunn, manager.

Huntington, W. Va.—The Huntington Hardwood Co.; $100,000 caital. C. T. Thurmond, president; A. B. Neighborgall, vice-president; A. K. Kessler, treasurer; W. W. Smith, secretary.

Houston, Tex.—The Kirby-Bonner Lumber Co.; $1,000,000 capital. John H. Kirby, B. F. Bonner and Frank Andrews, all of Houston.

Seattle, Wash.—The Yerrek Logging Co.; $40,000 capital. A. S. Kerry, Frank R. Van Tuyl and John H. Powell.

Alsea, Ore.—The W. E. Earnest Lumber Co.; $10,000 capital. W. E. Lottie and others.

Absher, Mont.—The Gunnary-Collins Lumber Co.; $50,000 capital. Benjamin L. Gunnary and Fred F. Murray of Absher, and R. R. Collins of Lavina.

New York, N. Y.—The Surinam Trading Co.; $100,000 capital. Commission merchants, agents, etc., in lumber, wood, paper pulp. G. R. Foody, L. J. Ingevine and W. H. Thomas.

Bristol, Va.—The White Oak Veneer & Lumber Co.; $50,000 capital. H. L. Spencer, president; F. A. Jackson, secretary.

L'Anse, Mich.—The Superior Timber Co.; $15,000 capital.

Biltmore, N. C.—The Swannanoa Lumber & Flume Co.; $25,000 capital. I. E. L. Gaston, D. H. Gaston and W. C. Pryor.

Eldorado, Okla.—The Walker Coal & Lumber Co.; $5,000 capital. S. E. Walker, U. G. Wighsonger and J. E. Bordermon.

Oklahoma City, Okla.—The Grant-Sprague Lumber Co.; $25,000 capital. J. W. Sprague, C. A. Dodge and L. B. Grant.

Guin, Ala.—The Guin Cooperage Co.; $12,000 capital. Wiley Basket, of Fayette, president; J. J. Pope, of Guin, vice-president, and R. R. Wright, secretary and treasurer.

Chicago, Ill.—The Chicago & Riverside Lumber Co. has increased its capital from $10,000 to $300,000.

Groom, Tex.—The A. C. Morgan Lumber Co.; $10,000 capital. J. J. Petty, J. J. Hill and Mrs. Mary Elizabeth Morgan.

Newark, N. J.—The S. Beyer & Co., to deal in lumber and conduct construction firm; $5,000 capital. Abraham Yam, Simon Beyer, K. Werksman.

Timmins, Ont.—The Hendun Lumber Co.; $40,000 capital. Frederick A. Day, Wesley A. Gordon and Edna M. Reilly.

Aberdeen, Wash.—The Hyat Logging Co.; $200,000 capital. J. E. Uridil.

Radford, Va.—The Enterprise Manufacturing Co., to manufacture veneers; $50,000 capital.

Waco, Tex.—The Waco Cooperage Co.; $1,650 capital. J. C. Gwyn, J. Wernert and Abe Gross.

Bend, Ore.—The Gardiner Wilkinson Lumber Co.; $5,000 capital

Alexandria, La.—The A. J. Higgins Lumber & Export Co.; $15,000 capital. W. M. Cady, president; J. G. McNary, vice-president; A. J. Higgins, secretary and treasurer, and J. C. Blackman.

Harlan, Ky.—The Hubbard Lumber Co.; $10,000 capital. J. A. Creech, Emma Creech and W. P. Hubbard.

New Mills

Velie, Ark.—The Moline Lumber Co. is building a new 25,000 foot mill here to cut its low grade logs.

Green Cove Springs, Fla.—Dowling-Shands Lumber Co. will rebuild mill reported burned at $150,000 loss.

Kona, Ky.—The Valley Creek Lumber Co. will install mills on timber tract on Millstone Creek.

Kola, Miss.—The Kola Lumber Co. will rebuild kilns, planing mill and dry shed reported burned.

Colon, N. C.—John L. Thomas will establish sawmill with daily capacity of 8,000 feet.

Guin, Ala.—The Basil E. Kenney Lumber Co., of Frankfort, Ky., will build plant here with daily capacity of 75,000 feet.

Plaquemine, La.—The C. F. Liebke Hardwood Mill & Lumber Co., of St. Louis, Mo., purchased cypress mill and equipment on Bayou Plaquemine; contemplates improvements to include practically entire new mill to cut hardwoods.

Magnolia, Miss.—C. A. Sanders will rebuild sawmill and planing mill lately burned.

Kingsport, Tenn.—The White Oak Veneer & Lumber Co. will establish plant to manufacture flitches, sawed quarter oak veneers, etc.

Sutherlin, Ore.—The Roach Timber Co. will build a sawmill which will have capacity of 15,000 feet per day.

Marion, Ala.—W. L. Hall, of Tuscaloosa, and associates have erected a stave mill near here.

Monroe, Wash.—A. H. Buck, of the Monroe Mill Co. is erecting a new shingle mill on the Suislaw river. The mill will be modern and have a capacity of 200,000 shingles a day.

Bay Minette, Ala.—Shollar & Crockett will install a veneer plant in connection with hamper factory.

Hope, Ark—Talbot Field, of the Hope Lumber Co., will reconstruct mill, add circular saw equipment and later install band saw.

Minden, La.—W. A. Turner will rebuild sawmill and cotton gin lately burned at a loss of $16,000.

Bend, Ore.—The Gardiner-Wilkinson Co. will erect a one-band sawmill near here to be modern in every detail.

Kingsport, Tenn.—The White Oak Veneer & Lumber Co. will establish an electric driven plant to manufacture oak veneers, flitches, etc.

Business Changes

Safford, Ariz.—Geo. P. Jacobson has sold out to J. D. Halstead Lumber Co., of Phoenix.

Saybrook, Ill.—L. J. Easterbrook & Co. have sold out to Krum & Krum Lumber Co., of Elliott.

Webster City, Ia.—Young & Clifton Co. has sold out to C. H. Clifton & Son.

Stithton, Ky.—The Stithton Supply Co. has sold out to G. A. Scheible.

Riverside, Wash.—The Riverside Lumber Co. has sold out to the Columbia Valley Lumber Co., of Seattle.

Coleman, Tex.—The J. P. Dodson Lumber Co. has sold out to the South Texas Lumber Co., of Houston.

New Albany, Ind.—The Roberts & Connor Co. changed name to Roberts Veneer Co.

Nodaway, Ia.—W. D. Jarman has sold out to the Green Bay Lumber Co. of Des Moines.

Holcomb, Kans.—R. J. Carpenter has sold out to the Lindas Lumber Co. of Larned.

St. Louis, Mo.—The Griffith Walsh Tie & Lumber Co. changed name to Walsh Tie & Lumber Co.

Asheville, N. C.—The Biltmore Lumber Co. of Newark, N. J., has opened an office here.

Fairfax and Winner, S. D.—The Superior Lumber & Coal Co. has sold out to Jas. A. Smith Lumber Co., of Osage, Ia.

Seattle, Wash.—The L. R. Fifer Lumber Co. now the Western Lumber Sales Co.

Milwaukee, Wis.—The Maxson Lumber Co. has increased its capital to $65,000.

Emeryville, Cal.—The Emeryville Planing Mill Co. now Emeryville Lumber & Mill Co.

Baton Rouge, La.—The Capital Lumber Co. has sold out to the Delta Lumber Co., of New Orleans.

Cedar Rapids, Nebr.—The Yost & Asmus Lumber Co. sold out to F. P. Schmidt Lumber Co.

Lebanon, Mo.—S. A. Austin has sold out to the Sheets Lumber Co., of Beaver City.

Coal Grove, O.—The Yellow Poplar Lumber Co. will increase its capital from $125,000 to $225,000.

Holbrook, Ariz.—The Carbon City Lumber Co. has been succeeded by the Cooley Lumber Co.

Hartford, Conn.—The Hooker-Baird Lumber Co. is out of business here.

Boston, Mass.—The George W. Gale Lumber Co. has sold its stock of lumber to the Blacker & Shepard Co.

Chesaning, Mich.—F. G. Swartzmiller has been succeeded by Swartzmiller & Stuart.

Custer, Mich.—Briggs & Booth have been succeeded by E. M. Briggs & Son.

Detroit, Mich.—John Beyster & Sons have been succeeded by John Beyster & Sons Co., Inc.

Hudsonville, Mich.—B. & T. Hughes have been succeeded by Earl Peasley.

Lapeer, Mich.—The Wilcox Lumber Co. has sold its yard and business to F. R. Cutting.

Poplarville, Miss.—J. E. Williams has been succeeded by the Wells Lumber Co.

Fillmore, Mo.—C. H. Spicer & Son are closing out their lumber business here.

Kansas City, Mo.—The Kansas City Column & Panel Co. has increased its capital stock to $65,000.

Mineola, N. Y.—George B. McCord has been succeeded by McCord Lumber Co.

New York, N. Y.—The Coastwise Lumber & Supply Co. has moved from 11 Broadway to 17 Battery Place.

Asheville, N. C.—The Boner-Mills Lumber Co. has increased its capital to $15,000.

Pittsburgh, Pa.—The Johnston-Davies Lumber Co. has dissolved partnership and P. H. Johnson continues under same name.

Coleman, Tex.—The J. P. Dodson Lumber Co. has been succeeded by the South Texas Lumber Co., of Houston.

Fires

Dallas, Tex.—Coleman Planing Mill burned; loss $5,000.

Thornton, Ark.—Warehouse of the Stout Lumber Co. burned; loss, $18,000.

Hoquiam, Wash.—Hoquiam Sash & Door Co.'s plant damaged by fire to extent of several hundred dollars.

DeFuniak Springs, Fla.—Sawmill and much lumber at the plant of the W. B. Harbeson Lumber Co. burned; loss approximately $100,000, covered by insurance.

Shreveport, La.—Mill of the Krause & Managan Lumber Co., damaged by fire to extent of $2,000.

San Francisco, Cal.—The modern sawmill of the Swayne Lumber Co. destroyed by fire together with a quantity of lumber estimated at from 3,000,000 to 4,000,000 feet; loss about $150,000, covered by insurance.

Evansville, Ind.—Fire in the lumber yard of Maley & Wertz caused loss of $30,000, mostly covered by insurance.

Duluth, Minn.—The sawmill of the Mullery-McDonald Lumber Co. burned; loss, $80,000.

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The News Miscellany of the Lumber World

Southwestern News

Kansas City, Mo., Nov. 7.—There has been much to encourage lumbermen in the recent local news here. Real estate and building projects are on a larger scale than in many months. The Harding creamery interests of Omaha have decided to establish a branch here that will produce 3,000,000 pounds of butter annually. This announcement, following immediately after the announcement that the Maxwell Motor Car Co. has decided to locate a big assembling plant here, and that the Sinclair Oil Co. plans a big refinery here shows the rapidly growing importance of this city. The Maxwell plant will have a capacity of 20,000 cars annually. The Sinclair oil refinery will represent an investment of $1,000,000.

KANSAS CITY, MO.

Real estate sales are showing weekly gains. Bank clearings also are improving steadily. Among recent announcements of residence sales are the purchase of additional land near his home site in the Rock Hill district by Henry N. Taylor, vice-president of the Central Coal & Coke Co. and the purchase of a Mission Hills site by J. B. Rust, president of the J. B. Rust Sash & Door Co.

* * *

Malvern, Ark., Nov. 8.—The latest development of the yellow pine situation in this region is the withdrawal of two large producers from the market. The Arkansas Land & Lumber Co. and the Wisconsin & Arkansas Lumber Co. have issued instructions to salesmen and representatives to the effect that no new business is to be solicited and that old customers will be looked after with all possible despatch dependent upon the car supply. The Rock Island railroad has prohibited the use of flat cars for lumber loading, which puts a new crimp in the lumberman's output.

MALVERN, ARK.

A new mill will be built at Velie, on the Camden branch of the Rock Island by the Moline Lumber Co. of Malvern for the purpose of sawing low grade logs which cannot be freighted to the Malvern plant at reasonable cost. The mill will cut about twenty-five thousand feet daily of hardwoods, will be under the management of the larger organization, and the lumber which will be carried on a yard at the side will be handled through the Malvern sales office by the present sales manager, W. W. Beatty. Larger accommodations for workmen are now under construction, while the commissary also will be enlarged and both woods and mill crews will be taken care of in the mill town. With a wealth of fine timber the company is assured of a long run. The Malvern plant will continue to handle the better grades of logs and within sixty days the new mill is expected to take up its burden of working up the lowers.

* * *

Little Rock, Ark., Nov. 4.—Fire that started from a hot box on a planer at noon on October 28 destroyed the big planing mill of the Stout Lumber Co. at Thornton, Ark., causing a loss of approximately $100,000. The loss was protected by insurance.

LITTLE ROCK, ARK.

This same company suffered a loss on Friday, October 20, when fire of unknown origin destroyed its warehouse, causing a loss of about $5,000.00.

A new warehouse is now being erected, and it has been announced by company officials that the planing mill will be rebuilt at once. The mill had just shut down for the day when the fire was discovered on the 28th. Shavings were ignited by the flames from the hot box and the fire spread so rapidly that it was impossible to save the planing mill. Employes fought hard against the fire, giving particular attention to keeping the flames from spreading to the other buildings at the plant.

Joel Taylor, the owner of a saw mill at Rector which was destroyed by fire caused from the sparks from a locomotive, was on October 27 given a judgment in the Clay County Circuit Court against the Cotton Belt and Iron Mountain railroads for $8,250.

Middle States News

Buffalo, N. Y., Nov. 8.—There is promise at last of the wood block pavement on Chapin parkway, over which so much difficulty was had when it was first laid, becoming a final success. The pavement was very imperfect at first, on account of something that went wrong with the foundation. The sand cushion over the concrete base proved defective. The users of it appear to be most pleased with it. There remains only one more test, and that is durability. If that is satisfactory quite likely Buffalo will see considerable of this sort of pavement laid in the near future.

BUFFALO, N. Y.

Taylor & Crate will move their downtown office to their new yard on Elmwood avenue as soon as the latter is completed. This will mean that practically all the yard offices downtown will be gone, whereas they were fairly numerous a few years ago. During the past year or two Hurd Bros., the A. G. Hauenstein Lumber Co. and the McNeil Lumber Co. all gave up their downtown offices to be at their yards.

The Atlantic Lumber Co. will soon have a new lumber storage shed, to replace the one which was burned recently with a large quantity of valuable hardwood lumber. The company leases the yard at 1055 Seneca street from J. N. Scatcherd, who formerly had a hardwood business there.

* * *

North Tonawanda, N. Y., Nov. 8.—The lumber receipts at the Tonawandas during October were 27,643,100 feet, as compared with 33,805,900 feet in the same month last year, a decline of 18 percent. Besides the lumber, 1,857,050 pieces of lath and 2,652 tons of pulp wood were unloaded. The Tonawandas will not have as much stock on hand as expected this winter, owing to the scarcity of vessels, and it is predicted that white pine prices will be higher. The demand has been good and shipments over the canal have been the largest in years this season, all available boats being pressed into service.

NORTH TONAWANDA, N. Y.

South Atlantic News

Pensacola, Fla., Nov. 6.—Pensacola is becoming a ship owning port, for besides the several small vessels that are owned here and two engaged in the lumber trade, the Lutz Shipping Co. has entered the business on an extensive scale and has produced seven vessels, all of them schooners, but of large carrying capacity. These vessels it is understood are to be placed in the gulf lumber trade. The Lutz Shipping Co. was formed several months ago; E. Lutz well known in the shipping circles, is at the head of the company and is also the principal stockholder. Other stockholders are John A. Merrit and R. H. Turner.

PENSACOLA, FLA.

The Alabama & Florida Tie Co., a new corporation, of Pensacola, has made application to the governor for letters patent. The company will be ready for business of manufacturing, selling and exporting sawn and hewn cross ties as soon as the charter is granted.

* * *

Jacksonville, Fla., Nov. 4.—According to the report of the customs collector for September, 240,000 feet of mahogany logs, valued at $10,607, and 220,000 feet of cedar logs were shipped from Florida during that month. Exports were heavy, the total amount being $3,212,449, a gain of $1,500,634 over the same month in 1915, and a gain over August of this year of $442,316. Imports were valued at $729,373.

JACKSONVILLE, FLA.

The tug Admiral is in port and will carry to Port Sagua la Grande, a cargo of yellow pine lumber from the Carpenter & O'Brien Lumber Co. at East Port, Fla., to Reed & Moore, of Sagua. At present the Dewey does not bring a return cargo from Cuba, but it is hoped that in a short time mahogany and lignum vita will be imported through this port.

Thousand upon thousand acres of cut-over timber land in the extreme western part of this state are being converted into great cattle ranges, and when present plans are carried out that section will be the largest and richest cattle producer of the United States.

Gulf Coast News

Hattiesburg, Miss., Nov. 6.—The Kola Lumber Co. at Kola, which lost its kilns and planing mill by fire last week is making preparations to rebuild them at once.

HATTIESBURG, MISS.

L. G. Sears of the Arkomiss Lumber Co. of Cleveland, Ohio, and a stockholder of the Tallahatta Lumber Co. at Montrose, Mississippi, has leased the Montrose mill and is operating it under the name of the Montrose Saw-Mill Co. R. M. Wood, secretary and treasurer, who has been manager at Montrose, is now located with the Tallahatta Lumber Co. at Hallsell, Ala.

The J. J. Newman Lumber Co., which has been operating its planing mill at Sumrall on day and night shift, has cut the night run off on account of the car shortage.

The Bond Lumber Co. at Bond, Miss., which is one of the Dantzler mills, is having fifteen log cars repaired and equipped for main line work and will use them in getting its export timber from the mill to Gulfport.

The K. C. Lumber Co. at Lucedale, which closed its saw-mill some time ago, is running the planing mill and cleaning up all of its rough stock and in a short time the entire plant will be closed down for good, as the timber supply at that point is exhausted."

* * *

Beaumont, Tex., Nov. 6.—W. A. Priddie of the Beaumont Lumber Co., who has been some time at Battle Creek, Michigan, and who visited New York, Boston, Pittsburgh and other points recently, has returned to Beaumont. He declares the prospects for the lumber trade to be the best in years.

BEAUMONT, TEX.

That the shippers of Beaumont, by co-operating with the railroads, can materially relieve the present car shortage situation, which is now a very serious problem, is the opinion of Traffic Manager Bland of the chamber of commerce. Mr. Bland Saturday issued a letter to local shippers, asking them to co-operate by unloading all cars as promptly as possible. Also he asks them to report any instance where a car was not moved promptly after being unloaded.

With the arrival yesterday morning of W. A. Stark, president of the W. A. Stark Lumber Co., of Memphis, plans began to take definite shape for the establishment in Beaumont of a big hardwood lumber manufacturing plant. Mr. Stark comes, it is understood, to close a deal for a site. The British admiralty will furnish a number of vessels for the shipment of a part of 30,000,000 feet of southern yellow pitch pine for Europe, a large amount of which will go to the British government, according to an announcement today by the Standard Export Lumber Co. here. This company stated it had booked the orders for the lumber and that it would be exported from Gulfport, Miss., and Beaumont, Tex., by January 1.

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Northern States News

MINNEAPOLIS, MINN.

Minneapolis, Minn., Nov. 8.—Fire destroyed $250,000 worth of poles, posts and ties in the big yards of the Valentine-Clark Co., Como and Buford avenues, St. Paul., Nov. 6. The fire started in an old barn, and, fanned by a high wind, spread to the 10-acre yards of the company, where great destruction was wrought. It was a hard fire to fight and the flames were not under control for twenty-four hours.

The state timber sale conducted Oct. 30, by State Auditor J. A. O. Preus disposed of approximately 16,000,000 feet, mostly pine, and netted the state $100,000. The record price of $16 a thousand feet for pine was paid by Larson Brothers of Winthrop, Minn. The Trout Lumber Co., Duluth, was the biggest bidder for pine, and also bought a quantity of cedar at $3 per thousand. The T. M. Partridge Lumber Co., Minneapolis, was successful bidder for a section of cedar in the northern part of the state, adjoining its holdings there.

More than 100 retail lumbermen of the Twin Cities had a meeting last week in the St. Paul Athletic club. E. M. McMahon of the St. Paul Association of Commerce spoke on the necessity and benefits of co-operation between the dealers of the two cities.

Preparations are being made by Minnesota lumber manufacturers for big logging operations this winter. Despite the scarcity of laborers, the Crookston Lumber Co. is fitting out camps that will require 700 men.

Inland Empire News

COEUR D' ALENE, IDA.

Coeur d' Alene, Ida., Nov. 4.—Territory in northern Idaho bearing 100,000,000 feet of white pine timber is tapped by a 10-mile flume just completed by the O'Neil - Irving Co., into which water was turned last week. The flume will deliver the logs down Mica creek into the St. Joe river, in Idaho, whence they will be towed down the St. Joe to Coeur d'Alene lake and up the Coeur d'Alene river to the Rose Lake Co's mill at Rose Lake, Idaho. The flume is triangular, with 50-inch sides and 70 inches across the top. It will have a carrying capacity of two million feet of logs in a 10-hour day when used to capacity. It has an average drop of 3 percent. The logging operations will begin immediately.

The logging road which is being built for the Cascade Lumber Co. in the Teanaway district of eastern Washington will be ready for operation within two weeks, and A. Guthrie & Co., of St. Paul, who built the road and have the contract for logging the holdings of the company in that section, will begin delivering logs for the mill. The company owns four townships of timber in the Teanaway basin, and the contract for logging it will extend over the next 15 years.

The Bonners Ferry Lumber Co.'s mill has been closed for the season. R. H. McCoy the manager, stated that the work of logging will begin at once for next season's cut. The company has already let several contracts for logs and will continue the camp that has been running during the summer.

* * *

SPOKANE, WASH.

Spokane, Wash., Nov. 4.—"More money is passing through Spokane banks, more business is being done, more new accounts are being opened than ever before," states Thomas H. Brewer, president of the Fidelity National bank. "With the large amounts accumulating, it seems to me inevitable that real estate and building will be helped. With no interruption or exception to the rule, Spokane bank clearings week after week continue to show heavy gains. Last week they were $7,778,637. In the corresponding week last year they were $4,919,718, a gain of 58 percent. Total transactions of Spokane banks last week were $16,982,974 and one year ago they were $13,241,025."

A number of big lumber manufacturers and logging jobbers held a conference recently at the Davenport hotel in Spokane. The manufacturers assembled in the morning, and in the afternoon they were joined by the jobbers. The time of the meeting was taken up in a discussion of a standardization of the logging camps of the region, the main plan being to adopt schemes of sanitation and furnish better sleeping quarters to the employees. Those present practically agreed that in order to get a better class of help in the woods, they must get together in all the camps of the region and provide better accommodations, and it is probable that the result of the meeting will be extensive changes in the conduct of the camps in the near future.

* * *

ST. MARIES, IDA.

St. Maries, Ida., Nov. 4.—A timber sale of between 10,000,000 and 12,000,000 feet that brought the highest price ever paid to the state of Idaho for standing timber, according to C. A. Fisher, state land agent, was held at St. Maries last week. Bidding for the timber, 80 percent of which is yellow pine, was very spirited, said Mr. Fisher, five companies contesting. The Export Lumber Co. of Harrison was successful, paying $2.75 per thousand feet for the live yellow pine, $1.75 per thousand feet for the dead yellow pine, $1.65 a thousand feet for the live larch and fir and $1.15 a thousand for the dead larch and fir. The timber is to be paid for on a log scaling basis, the first time the state of Idaho has sold timber that way.

Sawmills at St. Maries will cut 100,000,000 feet of lumber this season, according to J. G. Fralick, vice president of the Lumbermen's State bank of St. Maries. "There is a good demand for lumber and the mills are behind in their orders," said Mr. Fralick. "They have been running night and day all season."

Ohio Valley News

LOUISVILLE, KY.

Louisville, Ky., Nov. 8.—While building operations slumped somewhat during the summer months there has been a general revival in building, both locally and out through the state during the past two months, and there is a good demand for yard stock of nearly every kind. Poplar siding, shingles, lath, pine and mill work are all in fair demand, and the yard men are well satisfied with orders, the only complaint being in the slowness with which they are obtaining cars for deliveries.

The Mowbray & Robinson Co., a large lumber corporation of Cincinnati, Ohio, is preparing shortly to start some big development work on its timber holdings in eastern Kentucky districts, the company holding large timber boundaries in Perry, Knott, Leslie and Clay counties.

The American Cabinet Manufacturing Co., of Chicago, is establishing a branch plant at New Albany, Ind., and according to J. J. Quinn, the company may move its entire business to that point.

In addition to other contracts the branch plant will be busy for some time in filling a large order for talking machine cabinets, placed by the Edison company.

* * *

CINCINNATI, OHIO.

Cincinnati, Ohio. Nov. 7.—Building operations in Cincinnati during October were about the same as last year, although receipts from permits issued by the building commissioner show considerably higher, owing to the new schedule of rates now in force. In October, 1915, 1,357 permits were issued at an estimated cost of $865,574, compared with 1,344 permits in October, 1916, the estimated cost of which was $823,880. Comparison of the first ten months in 1916 shows the total cost far in excess of the first ten months of this year, due largely to the fact that the new $2,500,000 courthouse is included in the 1915 figures. The comparison is as follows:

1915, 13,659 permits; receipts, $28,084.60; cost, $12,121,258.

1916, 13,931 permits; receipts, $30,323.80; cost, $9,058,840.

The Acme Box Co. finds that its fast growing business is too large for its present quarters, and last week leased the two-story building 75 x 120, at the corner of Western avenue and Dayton street, for five years at $1,200.

The Norwood Sash & Door Co., one of the largest mill work concerns in this section, is looking out for the future in planning to increase its facilities for storing cut stock material. Plans will be placed on the market immediately for the building of a large new warehouse, the dimensions of which will be 36 x 213 feet.

As was predicted some time ago, Cincinnati lumbermen were advised last week that the lum-

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and

RED OAK

Plain and Quartered

AND OTHER HARDWOODS

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1310 Northwestern Bank Bldg.

NEW ORLEANS
1213 Whitney-Central Bldg.

ber mills at Baskin, La., of the West Virginia Lumber Co., headquarters at Charleston, W. Va., would be closed indefinitely after January 12. The concern announces that it has plenty of orders, but the shortage in freight cars makes it impossible to guarantee shipments with any degree at all of regularity. Several other big Louisiana mills already have quit operations for the season, it is announced here.

The Cincinnati Manufacturing Co. last week purchased the Kinngar-Gager Metal Door Co., of Columbus, Ohio. The plant will be moved to this city in the near future, and will employ more than three hundred men. The J. K. Nickerson Co. will have charge of the selling output of the concern. H. H. Suydam is president of the company.

Among the new incorporations of interest to this section is the Federal Box Co., at Cleveland, Ohio, authorized capital stock of $20,000, F. A. Shepard, R. G. Morrison, J. Vanderhoof, Lawrence G. King and J. A. Kingsley, composing the directorate.

* * *

EVANSVILLE, IND.

Evansville, Ind., Nov. 7.—The building permits for Evansville during the month of September broke all records for that month. The permits also exceeded the permits for any other month of the present year.

Evansville shippers are feeling a car shortage of national scope at the present time. The heavy shipment of military supplies to the east, grain movements and coal shipping is calling for a major part of the available rolling stock into service all over the country.

The next meeting of the Evansville Lumbermen's club will be held at the New Vendome hotel on Tuesday evening, November 14, and a large attendance is looked for by President Daniel A. Wertz and Secretary Mertice E. Taylor. The various standing committees that were recently named by President Wertz will make their reports.

D. B. MacLaren, of the D. B. MacLaren Co., who recently returned from a business trip through the southern states, says the business outlook in that section is most promising.

Fire on Wednesday, November 1, destroyed white and red oak lumber in the yards of Maley & Wertz here at a loss of from $30,000 to $40,000. The loss is covered by insurance.

Plow manufacturers say that reports from the southern states, where the cotton crop was good, are most encouraging, and they are looking for a fine business in that section during the coming year.

Pacific Coast News

SEATTLE, WASH.

Seattle, Wash., Nov. 4.—With a better demand for almost all items on the list, and with a continued car shortage the lumbermen of the Pacific northwest are in a dilemma. Prices have stiffened considerably, and are now on the average $1.50 higher than two weeks ago. The unfilled orders on the books of lumber concerns in this section now exceed those at any time in the history of the industry. Not even during the severe car shortage of 1907 were orders piled so high as they are now. It is estimated that at least 9,000 carloads of lumber and shingles have been ordered and could be shipped if cars were available. The enormous business now in sight from the west, and also the great amount of freight that has been moving through Puget sound ports to the Orient has caused eastern railroads to take added interest in this section of the country. Many eastern lines that never before have sent their representatives here have had men in the northwest in the last few weeks.

Shingles are one of the strongest items on the list. Almost any price can be had for shingles in cars. Stars are quoted around $1.75 and clears at $2.35. The demand is good.

Another factor in the firmer market is the better condition of the cargo trade. Shipments were fairly free in the last two weeks, and exceeded new orders received by more than 8,000,000 feet.

* * *

SAN FRANCISCO, CAL.

San Francisco, Cal., Nov. 7.—Headquarters of the Douglas Fir Exploitation & Export Co. will be established at once at San Francisco, Cal., under the management of A. A. Baxter. Branch offices will be opened later at Seattle and Portland.

The White & Friant Lumber Co. plans to construct a flume from Friant, Cal., to the mountains to flume lumber from its large timber holdings.

F. M. Thatcher has closed the Stirling mill at Stirling City, Cal., the cut for the season having exceeded 13,000,000 feet. A logging road for next season's operations is now being constructed.

The Benson Logging Co., which brought four log rafts from the Columbia river this season to San Diego, Cal., is preparing to construct five for next summer.

R. G. Gracy has purchased the Euer Bros. mill near Truckee, Cal., and will operate it at Deep Creek next season.

The Davies Box & Lumber Co. has practically completed the erection of its plant at Blairsden, Cal., and will commence operations in November.

The Swayne Lumber Co., whose plant and yards near Oroville, Cal., were destroyed by fire on October 25, with a loss of $500,000, will rebuild the mill as quickly as possible.

The C. A. Smith Co. has disposed of 11,000 acres of redwood timber land near Eureka, Cal., to the Sage Land & Improvement Co., the largest owner of redwood timber in the world. The company owns 45,000 acres in Humboldt county and 20,000 acres in Mendocino county.

* * *

GRAYS HARBOR, WASH.

Grays Harbor, Wash., Nov. 3.—Some idea of the effect of the car shortage in the Grays Harbor district as it pertains to the shipment of lumber may be gleaned from a statement made by Clarence G. Blagen, manager of the Grays Harbor Lumber Co., who says that fully 80 percent of the lumber that usually goes direct from the mill to the car is now piled up so that it must be handled again when the supply of cars is normal. Concessions from buyers is making it possible to ship considerable quantities of lumber in flat cars although contracts call for box cars. This concession has relieved the situation somewhat. No relief from shortage of cars is in sight, lumbermen say.

Five foreign bound vessels will clear Grays Harbor this month, carrying cargoes totalling 5,170,000 feet of lumber. At least five wind-jammers chartered to load foreign cargoes are en route to Grays Harbor and will arrive here prior to the middle of next month. The present month should record a total lumber shipment equal to that of any recent month and perhaps even better. So far eighteen vessels have cleared, five others are loading here and a number are due.

Plans have been drawn by C. G. Blagen and his father, N. J. Blagen, of the Grays Harbor Lumber Co., contemplating increasing the capacity of the plant to about 1,250,000 feet for a 21-hour run, according to information given out. The cost of the improvements would mean an outlay of $75,000 it is understood. The plans call for a distinct departure from the usual mill design and arrangement.

Central Southern News

BIRMINGHAM, ALA.

Birmingham, Ala., Nov. 6.—The city council has adopted an ordinance creating a new fire district in which wooden shingles may be used on residences. The shingles must be five and one-half by sixteen inches and not more than four and one-half inches must be exposed to the weather. The city building inspector will pass upon the requirements of the ordinance. Further requirements are that the shingles are to be painted with a fire retarding paint. A great fight was made for the ordinance by property holders and lumbermen. The matter has been before the commission for four months and its passage is considered a great victory by the lumbermen.

One of the largest contracts for lumber that has ever as yet been made in Chilton county was entered into by the Pine Tree Lumber Co. at Clanton, Ala., and the L. & N. railroad company. This contract was the sale of 3,000,000 feet of lumber, the delivery of which will require some time, and has already been commenced.

Lumber mills at Baskin, Louisiana, of the West Virginia Lumber Co. will be closed indefinitely by January 12. The company has plenty of orders, but shortage of freight cars prevents shipments with any regularity. Several Louisiana mills have already quit operations for this reason.

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The Current Trend of the Lumber Market

General Market Review

At least two factors have conspired to restrict the lumber movement, one of them the ante-election agitation and the other—and greatest—the scarcity of cars. Complaint is heard from every section of the country and in spite of the best efforts of shippers and consignees to promptly load and unload and of carriers to expedite their equipment, nothing has been of avail to alleviate the general situation. In fact, it has been helped in some quarters and correspondingly tightened in others, but the result is a widespread scarcity of cars that is entering into the calculations of lumbermen to a greater extent than ever before. The election is no longer a factor and those whose attention was distracted by politics for the few weeks before last Tuesday have rolled up their sleeves and returned to work with the determination to give their business every available ounce of their energy.

It cannot be expected that demand for lumber will increase very considerably at this season of the year, as this is the time when a natural falling off of consumption takes place in building lines, as well as in some others. However, the interior finish mills are quite busy and their trade is keeping up remarkably well and may continue at full tilt throughout the winter.

The export trade is rather uneven, there being only an occasional opportunity to send lumber out of the country, either hardwoods or pine. The scarcity of bottoms is also a dominating factor on the Pacific coast, where foreign shipments have been decidedly few in number and small in volume. There is somewhat more animation in the yellow pine trade from gulf ports than there has been lately, as a number of vessels have been loading lately for neutral countries and for the European allies, but the total of this movement has not served to materially relieve the situation in exports.

As to lumber prices, there is no visible tendency in either direction, nor is there especial firmness shown in any item, with one or two exceptions. Western and northern pine are inclined to be quiet, without much demand or uncomfortable supply. Southern pine is picking up to some extent in price, but has shown no substantial gain over the situation existing a fortnight ago. Cypress is one of the few woods that is holding its own, and this is due in large measure to the magnificent advertising campaign which its producers have inaugurated. Hardwoods are generally unchanged in demand and price, there being only a few items of the list which show any activity whatever, movement being generally hampered by car shortage.

NORTHERN AND WESTERN PINE.

There is considerable talk of expected business in soft pine in the near future, but up to the moment no evidences of increased demand are visible. Manufacturers are selling northern pine, they say, without being obliged to force it on the market and orders on their books and inquiries coming in make the future look rather satisfactory. Western pine shippers have been greatly handicapped by lack of cars. Apparently the market there has held its own and holders are adhering rigidly to the price level that has existed for some weeks, namely, around $40 to $42 for No. 1 shop; $30 to $32 for No. 2 shop, and $25 for No. 3 shop, these quotations being on the 5-4 and 6-4 thicknesses only. Considerable spruce shop has made its appearance in the eastern markets lately and No. 1 shop in that wood is quoted around $32 for 8-4 and $30.50 for 5-4 and 6-4. The large supply of spruce shop has been caused, it is said, by heavy demands for aeroplane stock, which takes the best of the product, leaving a large quantity of No. 1 and No. 2 shop for eastern distribution.

SOUTHERN PINE.

Distributers of yellow pine say that they are having an especially good call for lumber from the car building industry, which has revived materially within the last two or three months. However, there is not so much demand for yellow pine as the manufacturers would be able and willing to supply, but it is sufficient to strengthen values, or at least steady them. For some time the mills catering to this industry have been fairly well supplied with orders for sills as well as for decking, framing and siding, it appearing that most of the steel items have been too high in price and too distant in delivery to make it possible for car builders to buy them to advantage.

The car shortage is interfering very materially with the movement of yellow pine—more so perhaps than in any other wood and whenever any cars are available the shipment brings satisfactory figures. As a rule a majority of the yellow pine concerns who are equipped to ship to the yard or industrial trade will not accept orders unless they are able to see their way clear to make delivery within a reasonable period. A scarcity of fuel is bothering some of the plants and the car shortage in addition has caused the closing down or shortening hours of more than one operation. A few transit cars are occasionally shipped from the mills and these are bringing high prices, sometimes as good as $4.50 to $5 off the list.

NORTHERN AND SOUTHERN HARDWOODS.

Birch is in steady demand at the northern mills and the supply is not at all large. In fact, the demand for good birch is considerably above the ability of the mills to supply, and consequently it is bringing satisfactory prices. Even low grade birch is in better position, as the box trade has recently become more active. Inch maple has continued in fair request and thick stock is in somewhat improved demand. The piano and furniture industries are taking considerable of this material in the better grades, while the flooring trade remains fairly active. Soft elm, rock elm and basswood are moving only in normal quantities, but prices are being well upheld.

In the southern woods the principal attraction continues to be red gum, for which demand has shown little, if any, lessening. In fact, the position of gum has become steadily enhanced and it has beyond question attained the goal which its promoters have been seeking so long, in that it is now recognized as one of the most active and substantial staples. Considerable low grade stock is going into box making and this industry has recently undergone a pronounced stimulation.

Red and white oak move rather indifferently but there is nevertheless a continued inquiry and shipments are being made right along at satisfactory figures. However, the southern car situation is a serious obstacle in the way of any pronounced movement into consumption and if cars were plentiful perhaps values of oak would not be so well maintained as they are. Quartered white oak is in only fair demand and prices are not holding as well as they should. Ash has been decidedly active and continues to be in good request at satisfactory quotations. Stocks of dry ash are not at all heavy. The entire situation as regards the staple southern hardwoods is largely controlled by the ability to ship, and anything that can be moved to destination within a reasonable period may be assured of a ready market at fairly profitable prices.

There is some call for black walnut, cherry and the other high class hardwoods, and this is being met with an ordinary degree of promptness. All of the factory hardwoods, especially those used in interior trim, are foremost in the movement into consumers' hands.

CYPRESS.

The cypress industry is in much better shape as regards demand and supply than almost any of the softwoods industries. There is a good call for mixed cars of cypress at mill and distributing points, and also from those industries which use straight cars. The car supply in the cypress territory is reported as being better than at other points in the south, as empties appear to be much more plentiful west of the river than in the eastern south. Tank lumber is selling in excellent volume and is bringing the usual firm prices. Considerable stock is going into eastern territory in the way of shop and tank grades, as well as mixed cars. Unusual interest has recently been caused by the demand for pecky cypress for interior trim because of its decidedly beautiful and novel effects. In some instances high prices have been paid for peck and people of taste in the use of finish woods are looking upon pecky stock with great favor.

HEMLOCK.

Prices on hemlock have been steadily hardening and, although the car shortage is affecting shipments, hemlock producers, by reason of their usually short haul, are able to get cars where their yellow pine competitors find it impossible. At latest accounts sales of hemlock were being made mostly around $1.50 off the list on yard stock, which indicates a right firm market. There have been some advances on small dimension and as high as $1 off the list has been paid for 14 and 16 foot lengths. The stocks of hemlock at the northern mills are only of restricted proportions, and the condition of the market remains decidedly firm. Logging operations thus far entered upon indicate that there will be very little, if any, increase in the stock of hemlock available next spring, although the extent of northern logging operations is not yet clearly defined.

SHINGLES AND LATH.

The market on Pacific coast red cedar shingles has been rather wild in the last few days, sales of clears having been made all the way from $3.56 to $3.71, but the ordinary run of the market is nearer the lower than the higher quotation named. The demand for clears has been good and the transit supply has not been heavy. Stars are quoted at from $2.87 to $2.92 and the market is easy, this being a slight falling off from two weeks ago. In clears, however, the advance ranges from 5 to 20 cents. The scarcity of red cedars has had a favorable effect upon northern white cedars, which have lately sold as high as $3.15, as against $2.90 Chicago delivery last month for extras. There is also a slight advance on standards. Lath are in good inquiry, recent sales being made on the basis of $4.50 for No. 1 hemlock f. o. b. mill. No. 1 mixed pine lath are quoted at $4.20 at the mill.

Gulf Coast Markets

NEW ORLEANS, LA.

"Cypress continues to rule strong, according to local manufacturers and sales agents, with a steady and substantial demand from all parts of the country. In spite of car shortage, which continues extremely bad, shipments are going forward in a fairly satisfactory manner, and inquiries are heavier than for some weeks.

"The unusually good business done this fall is a reflection of the extensive building operations going on everywhere, and the general prosperity of the country.

"Conditions in the labor market continue unsatisfactory. There has been a very heavy movement of negro labor to the north and east recently, and while Florida and Georgia appear to have been hit hardest by this exodus the work of the labor agent is beginning to be felt severely in Louisiana now. There is always at this period of the year a general movement of negroes to the plantations, which they appear to prefer at crop harvesting time, and this natural loss has been intensified by the demand of the north for additional help.

"Cypress manufacturers have been doing everything possible to lessen the stringency of the car shortage, but see little betterment in the near future. Charges of agents for the carriers that empties are frequently allowed to remain idle for an unreasonable time, have aroused protests on the part of millmen. Lumber operators point out that the carriers frequently let loaded cars remain on siding for two or more days after they are notified to get them.

"Hardwoods show a falling off in both orders and inquiries recently, and gum, which for some

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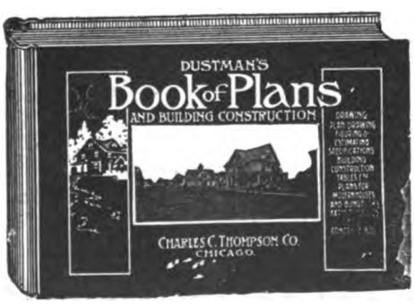

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The Lumber World Review

608 South Dearborn St. Chicago, Ill.

time has been the strongest item on the list, is weaker than ten days ago.

"So serious has become the car shortage that indications are for a shutdown of two or three dozen good sized yellow pine mills during the next few days, unless there is an unexpected improvement in the situation. Business has been cut down fully 50 percent by the scarcity of rolling stock, and at many points it is reported almost at a standstill.

"Many mills have been out of the market for nearly a month, and except for the fact that they have entered on a period of extensive curtailment lumber would be piling up in the yards to an alarming extent. As a matter of fact, however, pine manufacturers have learned so many bitter lessons from overstocking during a temporary stringency that they are in no danger of burdening the market. Most mills are manufacturing just what they think they can dispose of, even if it is on a delayed delivery basis. Best grades of cypress shingles are now selling at the mills at $4, which is indicative of the strong tone prevailing in the market. This is an increase of 25 percent over quotations of six weeks ago. Most mills are unable to take care of orders for the large number of shingles demanded. Lath is firm, with orders plentiful. Little is doing in yellow pine shingles of late."

South Atlantic Markets

We have received this from a well known manufacturer in Florida: "We find the demand for both pine and cypress exceptionally good.

LIVE OAK, FLA.

In fact, we are getting more orders for some items than we can handle to advantage.

"We are securing good prices and have every reason to believe prices are going to improve right along.

"All the mills in this territory are well supplied with orders. The only trouble now is the matter of getting cars, and it looks now as though the car shortage is going to get worse."

* * *

These views on the cypress market were expressed by a leading cypress man of Florida in a letter to us: "As to our views on the

PERRY, FLA.

market conditions and the outlook for the present and immediate future, we will state that we see nothing at present that does not indicate that cypress prices will remain firm for the balance of this year and the early part of next.

"Nearly everyone, so far as we hear, is shipping more or less stock that is not thoroughly dry, at least not as dry as the cypress people usually like to ship. Most of their stocks are below normal. The low grades which compete with other woods to a greater or less extent are pretty well cleaned up. We see nothing to change the values of cypress very materially in any direction in the very near future."

* * *

From a North Carolina manufacturer we have the following: "As to market conditions here, we have had a little revival

WILLIAMSTON, N. C.

in the lumber business during the past thirty days for the first time since March of this year. We are hoping conditions will continue to improve. However, our car shortage is giving considerable trouble."

* * *

A manufacturer of cypress writes from South Carolina as follows: "As to our opinion of the lumber market, present and the immedi-

GABLE, S. C.

ate future, we wish to state that the cypress market is apparently steady with an increasing number of orders.

"It looks to us as if the car shortage will very much interfere with the movement of lumber for the next sixty days."

Pacific Coast Markets

A correspondent writes us as follows: "Almost every manufacturer and wholesaler is optimistic over the outlook for business. It is

SEATTLE, WASH.

felt that when the seasonable freight of the west has been moved that cars will again be freed and available for the lumber trade. It is declared that spring business should be exceedingly heavy, owing to the large amount of building planned in the middle west and east.

"As a direct result of the car shortage curtailment has become greater among the mills. Although all the yard space has not been filled by the mills, space is becoming tighter, and the manufacturers feel that they should operate at smaller capacity rather than run full time and be forced to close entirely later."

* * *

A correspondent reports conditions in San Francisco as follows: "The demand for lumber in the San Francisco Bay district

SAN FRANCISCO, CAL.

has shown a slight gain during the past two weeks, as weather conditions have favored building operations, and work is being rushed on structures now in course of erection in anticipation of the rainy season, which will commence shortly. Building permits indicate a gain in construction work, as compared with last year, in almost all the cities of the state. The light crop of fruit has reduced the quantities of box shooks needed, so that just about the same amount of lumber is being used as last year. Larger quantities are being shipped out of the state, however, despite the scarcity of cars and vessels, and this is largely responsible for the greater activity being shown in lumbering.

"The handling of lumber at San Francisco is not being affected in the least by the fact that the strike of lumber handlers is still supposed to be on. Ten retail yards are being boycotted, but these are doing business as usual, and the lumber trade scarcely knows that there is any labor trouble. The strike is not curtailing the demand for lumber, nor is it interfering with receipts or shipments.

"The demand for redwood lumber continues to be stronger relatively than the demand for fir, due to the energetic campaign being carried on by redwood interests.

"There is a good demand for redwood lumber for shipment to Hawaii, but it is impossible to secure vessels to care for shipments. A large fleet of lumber schooners is being built on the coast, and it is believed that by next spring sufficient of these will be ready, and that lower freight rates will prevail."

Central Southern Markets

A manufacturer of yellow pine writes us from Louisiana as follows: "Beg to advise that the present outlook indicates that the

KENTWOOD, LA.

shortage of cars will continue until after the New Year. We have our files well filled with orders calling for stocks we have on hand, ready for shipment, but which are being delayed on account of shortage of car supply.

"We find the market advancing almost daily on all items in the list, and we believe prices will remain strong for the balance of the fall and the coming winter, and there will undoubtedly be a heavy curtailment in the output of yellow pine."

* * *

A correspondent writes us from Memphis as follows: "The car situation has shown no improvement, so far as the manufacturers

MEMPHIS, TENN.

of lumber are concerned. The majority of those in this city and throughout the Memphis hardwood territory are unable to secure more than 25 to 50 percent of their requirements. The head of a large firm, which operates a big plant at Isola, Miss., is authority for the statement that it has not been able to obtain a single car for loading with lumber during the past three days, whereas its normal requirements are five cars a day. Other manufacturers with mills at outside points, say that they are not getting more than 25 percent of the number of cars wanted. It is emphasized by all members of trade that there is an exceptionally good demand for hardwood lumber, that the stock is available for filling them, that orders are obtainable on a profitable basis, and that everything is all right, with the exception of the necessary cars for handling it.

The situation is reported somewhat better from the standpoint of flat cars for the handling of logs. An official of the Valley Log Loading Co. said today that his firm was receiving about 70 percent of the cars necessary, and that it was operating on the basis of approximately 70 percent of its capacity, as compared with 50 percent ten days ago.

"The hardwood market is in exceptionally healthy position. A prominent member of the trade said today that he could sell every stick of dry lumber on his yards at prices that would yield a good return, and from every direction come reports that

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there is nothing whatever the matter with the demand for lumber, or with the prices obtainable therefor. It is further emphasized that dry stocks are available in large enough quantities to insure a big business, if the cars could be had, and that transportation conditions alone are responsible for the difficulties being experienced at the present time, by both manufacturers and wholesale handlers of hardwood lumber."

* * *

The crippling effect of the car shortage on the Louisiana trade is indicated in this letter from a yellow pine mill man: "The inadequate car supply makes conditions such that we can hardly talk anything but about how many cars we are short. If a man had plenty of cars now, he could promise immediate shipment and get his own prices for anything he had to offer in the lumber line.

ELIZABETH, LA.

"There seems to be a particularly healthy condition throughout the country, and we feel that even with a liberal car supply, we would still be getting a better price for our lumber than formerly maintained, and we cannot help feeling that we will have a strong spring trade and at materially better prices.

Northern States Markets

A correspondent writes us as follows: "Buying of northern pine and hemlock has been active, the majority of retailers taking from northern mills because car shortage makes it difficult to get quick action from the western and southern districts. Prices are firm and well up to full list. Dealers are short on many items and are filling in, as both country and city building is active, owing to the fine weather. Country yards are finding heavy calls from farmers who have gathered in their crop and have about finished fall plowing.

MINNEAPOLIS, MINN.

"Hardwoods of all kinds are moving briskly at good prices. The most active demand is for thick stock of birch, maple, basswood and elm. Maple and birch flooring is becoming harder to get, manufacturers saying they can make better profits on rough materials. The demand for southern stock, especially hickory and red gum, is good. Furniture factories are running at capacity, and sash and door factories are busy filling orders for city and country building lines. Glazed goods are somewhat higher in price, and all finished goods are well up in that respect."

* * *

A letter from one of the best informed men in the lumber industry gives us this information: "Car shortage is seriously interfering with our shipments. Prices, while nominally higher for all grades of lumber, are actually lower now than at any time during the past two years.

MARINETTE, WIS.

"With the index value of all commodities around 135 on basis of 1914 prices, and with lumber prices advanced about 20 percent, we are getting 15 percent less for our lumber than two years ago. In other words, the labor and material that enter into the production of our lumber has advanced 35 percent and the prices for our product only 20 percent, leaving a smaller margin for the tree than we obtained two years ago.

"The demand for all grades is steadily increasing and the visible supply steadily decreasing. Prices will be much higher during the winter and early spring, particularly No. 3 birch, maple and hemlock."

Ohio Valley Markets

Conditions in Cincinnati are reported as follows: "The general tone of the yellow pine market is rather deceiving, inasmuch as the actual volume of business is quite large, although many of the big southern producing centers have been forced to abandon operations, owing to the car and labor shortage, and stocks are piling up in their yards. The retail trade, not only in yellow pine, but most of the hardwoods is very good, and judging from the present rush of business will finish the season with their stocks pretty well thinned out. The rural trade is much better than a few weeks back. In the hardwoods the larger retailers in the city district are having a big run of business, many of the large consumers who formerly bought direct from the producers diverting their orders to the large retailers, on account of the inability of the southern mills to ship their stock. Oak is beginning to regain some of its normal activity, white quartered being especially active within the last couple weeks. Red birch continues to be a big factor in the market, easily leading the northern hardwoods. Poplar is moving in fair volume, while ash is in better request than for some time back. The furniture factories are ordering in somewhat increased volume, especially in oak, although their requirements in gum still feature their trade. Thick tank stock cypress is selling well and lath is scarce, readily moved when available."

CINCINNATI, OHIO.

* * *

A man well informed on the hardwood lumber situation in Evansville and southern Indiana, writes as follows: "Trade with the hardwood lumber manufacturers in this section has been very good for the past few weeks, and indications are that this year will finish with a bigger volume of business to the credit of the local manufacturers than last year. All of the uptown mills are being operated on a steady schedule, while the river mills report that trade is better than it was this time last year. Collections are good, and prices are holding up very well.

EVANSVILLE, IND.

"The demand for quartered white oak and red oak is strong, and, in fact, has been for some time past, while red oak is also moving along briskly. Hickory is strong, as well as ash and gum.

"The various furniture factories in Evansville continue to operate on steady time, and the plants have been in the market for a great deal of gum this season. Elm and quartered sycamore are in fair demand. The river mills have been receiving a good many inquiries for quartered sycamore.

* * *

Conditions in the Louisville district are described as follows: "While August and September were fairly active months with the hardwood lumber industry of Louisville, there has been an added snap to the buying during the past month, and there are about five orders being booked for one that is being shipped. This condition is due to the shortage in cars. As predicted shortly after the summer furniture shows the furniture manufacturers have been extremely busy, and have been buying heavily all fall.

LOUISVILLE, KY.

"An encouraging feature of the market is the steadiness of prices, and it is claimed that prices will continue as firm, if they do not become firmer, until next summer, and it is also thought that the demand will hold up until that time.

"Prices are now strong on almost every variety of hardwood timber, and such lines as were moving slowly are now in good demand. Collections are fairly active, and no trouble is being experienced on this score. The demand for gum, in both red and sap, continues to feature the market. Oak, in plain red and white, has shown a vast improvement, while cottonwood, elm, cypress, ash and walnut are all in good demand. The mahogany demand is good, and some chestnut is moving. Good reports are received from veneer and panel mills.

Inland Empire Markets

One of the leading lumbermen of the Inland Empire writes us as follows: "At the present time, in fact, for the whole year, our volume of business has been very satisfactory, indeed. Our shipments have exceeded our cut by approximately 30 percent, and the demand right now is better than it was a year ago.

SANDPOINT, IDA.

"While the farmers in the middle west have not harvested as large a crop as they did last year, a great many of them were fortunate enough to carry over last year's crop until this year. As a result, this year they are disposing of the products of two crops at what one might say almost fabulous prices. The farmers in this western country, therefore, generally speaking, are prosperous. They will do a good deal of building; the supply of lumber in the hands of the retailers is not large. The supply in the Inland Empire is very materially less than it was a year ago.

"The input this winter will not exceed the input last winter; possibly will be not so much.

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A manufacturer writes as follows from Spokane: "The lumber business is good and customers are all anxious for quick shipments. Owing to the extreme and serious car shortage, they cannot all get their lumber as fast as desired, but nevertheless about the same amount of lumber is being shipped as usual, and the railroads are taking better care of the lumbermen this year than usual, giving them their full share of cars as compared with other industries and products shipped. We find considerable complaints from our customers on account of slow movement of cars.

SPOKANE, WASH.

"We believe there will be a better demand than usual the balance of the year and in consequence anticipate somewhat higher values for all of our lumber products."

* * *

A manufacturer of Idaho white pine writes us as follows: "We will say that the lumber trade has been quite satisfactory to us so far this year, excepting on mixed timber. All the mills out here are up against a hard proposition in disposing of their red and white fir, cedar and larch lumber at a profit. I do not think there is a mill in the Inland Empire making a dollar on this product, and most of the mills have cut from 50 to 75 percent of it. Scarcity of labor affected a good many mills, so they were compelled to take off the night shift, and even now the cost of logging is much more than a year ago.

ST. MARIES, IDAHO.

"We are all handicapped for want of cars, which I think is having something to do in stimulating the demand. The mills here are not getting more than 50 percent of the cars they need to fill their orders, and we are informed by the railroads that we have not seen the worst. There is a great call for cars in the handling of fruit. If labor continues high lumber has got to advance or the mill men will be working at a loss."

Middle States Markets

Conditions in the Buffalo district are described as follows: "The demand for lumber continues good in almost every line, but the difficulty is to get prompt delivery of the stock, if it has to be brought from the mill. Buffalo has a fair number of cars right along, owing to the large number of railroads entering here, as well as the lake boats, though the latter freight route is hampered by a shortage of boats, so that the lumber moving by water this season is much curtailed. Prices held firm, and in some cases advances are looked for.

BUFFALO, N. Y.

"The yellow pine market displays much firmness, and mill representatives and wholesalers are obliged to turn down orders, simply because they are unable to promise any early delivery from the mills.

"Hemlock is in strong demand, and prices are fully holding their own, with a prospect of advances soon. Some sizes are getting low at the mills, and there is no abundance of anything.

"White pine has been displaying more strength during the past couple of months, and trade has shown improvement. The situation in this wood points to higher prices next year, as the result of greatly curtailed supplies.

"The shingle market is bare of supplies from the Pacific coast, and stocks will be light here this winter. The last of the lake-and-rail shingles will be here soon, and there are not enough to go around."

* * *

A well known lumberman writes us from Pittsburgh as follows: "Every one knows from experience, and actual knowledge of the lumber industry, that it matters little whether a shortage of supply is caused by the lack of equipment, or a shortage in production, the effect with the consuming trade is practically the same. We believe the car shortage now is as acute, and as serious, if not more so, as our country has ever known, and it looks as if it would be worse before there is any material relief.

PITTSBURGH, PA.

"Hence, we believe we can hardly hope for much of a change for the better before the first of January, if at that time. That will be in the dead of winter and much will depend upon weather conditions as to whether or not the railroads will be able to give us much relief.

"In addition to the car shortage, we are confronted with the shortage of labor, and the exorbitant demands made by such men as we are able to get. Inasmuch as we are unable to get more than 50 percent efficiency as long as these conditions last, we see little chance of there being any surplus in production, therefore, the shortage in production, coupled with the car shortage, seems to indicate that no relief is in sight.

"In fact, it looks as if there would be demand enough for immediate consumption to more than take care of the lumber that can be moved on cars that are available for that purpose.

Southwestern Markets

A sales manager of one of the largest companies eparting in the south, with headquarters at St. Louis, writes to us as follows: "As regards the lumber market at the present time, and the prospects for the immediate future, we can say that conditions at the present time are, of course, very unsatisfactory on account of the car shortage which exists with all mills throughout the south. We are only receiving about 40 percent of our empty equipment requirements, although there is a heavy demand for material. We have a big order file and prices are fairly good, but as stated above, we cannot take advantage of the situation on account of our inability to ship. We look for increasing demand and advanced prices throughout the fall and early winter.

ST. LOUIS, MO.

"As regards the conditions for the immediate future, this is pretty hard to say as it appears as though there will not be very much relief in the car situation for some little time to come. Demand, however, seems to be quite strong, especially for railroad material.

"The stocks in the hands of the dealers are very light generally, while some of the mills have pretty good stock, at the same time, there are any number of mills that are curtailing even at this time and their stocks are badly broken, which is the case with practically half of our mills."

Another St. Louis lumberman writes as follows: "We believe the lumber market will be very strong for the next sixty days at least. The car shortage has been a serious problem for the lumber people and there is no immediate prospect for improvement. We are behind on our shipments and if supplied with plenty of cars believe it would take us sixty days to catch up with our orders under normal conditions.

"We have a good volume of business on our books, our inquiries are increasing and we consider the prospects for the next three or four months are very good indeed."

* * *

Conditions in Kansas City are reported as follows: "Yellow pine business here is greatly handicapped by the severe car shortage. Most mills are receiving only about one-third of the box cars that they need. With this condition prevailing prices are fluctuating rather sharply. The retailer who has to have stock is paying unusually high prices to get deliveries. The wholesaler who can positively guarantee that the stock will arrive in some cases can name his own price. Of course, the man who can make good on such promises now is scarce, but prices from $2 to $4 higher than prevailed a short time ago have been paid for yard stock recently here.

KANSAS CITY, MO.

"There is an excellent demand for lumber of all kinds in this territory. Perhaps it should be said for lumber of any kind. Sales of heavy timber are not exactly in the same position as other items, because there has been little trouble so far in getting flat cars to carry this kind of stock.

"Cypress has been in excellent demand, both in mixed cars and in larger quantities. The delivery problem has been acute recently, and no relief is in sight. Cypress lath is still scarce.

"Hardwoods generally are in worse position than other woods, as regards the car shortage, because they require closed cars.

"West coast woods are in good request and selling at unusually high prices, owing to scarcity and the car shortage."

* * *

A manufacturer writes us from Arkansas as follows: "The present yellow pine market is exceedingly strong, orders are plentiful and prices are advancing. It would be extremely difficult for any one to state accurately how long this condition will last, because it is at least in part due to the excessive car shortage—one more severe than has ever been known to us in the past.

BIGELOW, ARK.

"However, we do not look for any weakening in the market in the next sixty days."

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Advertisements will be accepted for this department at the following rates.

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Count 8 words to the line. A heavy type heading counts two lines. No insertion for less than $1.00 Cash must accompany the order.

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The plant has a capacity of about 500 doors and 800 sash per day, and an additional capacity for other mill work.

Coos Bay is the home of Port Orford cedar, generally known as white cedar, which is the best known wood for doors, sash, and inside finish. Tributary to this location is also a large quantity of fine old growth fir, spruce, and red cedar.

The Southern Pacific Railway has just completed its line into Coos Bay and has granted us a Pacific Coast Terminal rate. This will enable the manufacturers to ship to all Eastern points at as low a rate as any factory situated on the Pacific Coast.

This plant is not a run down proposition, having lately been thoroughly rebuilt, and with our terminal rate, deep water shipment, and low cost of raw material, we know of no better location on the Pacific Coast for a sash and door factory.

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Applications will be considered for position of National Secretary. Duties will entail organization work, travel and office work. Must have business experience, ability to address meetings, be a good correspondent and have some knowledge of the lumber business.

Applications, giving age, experience, salary and references should be addressed to

FRED J. ROBINSON, National President, care Lowrie & Robinson, Detroit, Michigan.

WANTED—POSITION AS SALESMAN.

In Chicago or adjacent territory in hardwoods. Knowledge of both trade and markets. Twenty years' experience. Address "F. I.," care LUMBER WORLD REVIEW.

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Experienced (over twenty years) sales manager would like to correspond with a view to position as sales manager. Has handled southern pine, white pine, cypress and Pacific coast woods. About 40, married, and will go to any section. Address "MO," care LUMBER WORLD REVIEW.

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With moderate capital for new screen door factory in Michigan. Experience in sales department necessary. Position will be open this fall. Correspondence invited. Address "T. M." care LUMBER WORLD REVIEW, 1740 Transportation Building, Chicago, Ill.

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Lumber concerns desiring traveling salesmen will do well to correspond with T. H. Nelson, secretary Central Association of Traveling Lumber & Sash & Door Salesmen, State Life Building, Indianapolis, Ind.

PLAN FOR THE UTILIZATION OF LOGGED OFF LANDS IN THE STATE OF WASHINGTON.

Spokane, Wash., Nov. 2.—In an effort to work out a satisfactory solution of the logged off land problem of eastern Washington, an important conference was held at Spokane, October 21, which was attended also by Professor H. K. Benson, of the University of Washington, and Professor Ira D. Cardiff, of the Washington State College. The meeting was supplementary to a previous conference of western Washington lumbermen, that had been held in Seattle.

The program outlined by the lumbermen for the state of Washington provides:

1. The creation of a state forest reserve, through the withdrawal from sale of logged off lands of a non-agricultural character now owned by the state and by the gradual acquisition of similar lands now owned by private individuals, corporations or counties.

2. Adoption by the legislature of the county unit plan for furnishing powder and land clearing equipment to settlers.

3. The adoption by the people of the state of a constitutional amendment providing for the classification of property for purposes of taxation, as now in operation in Minnesota.

4. An educational campaign urging the formation of wood lots or small forested areas by farmers; the opening of large tracts of logged off land now in private ownership for settlement at the lowest prices and reasonable terms.

In carrying out this plan a tentative draft of the so-called "powder bill" has been prepared, and will be submitted to the legislature next winter. This provides for the creation of agricultural development districts, the limits of the district to be co-extensive with the limits of the counties; these districts to acquire land by purchase; to manufacture or purchase powder, caps and fuses and land clearing equipment; to sell of same to any owner; to borrow money and issue bonds not to exceed $250,000 outstanding at any one time; to raise revenue by taxation not exceeding one-fourth for improvement at not to exceed $5 per acre and to enter into contract to sell back to the vendor such land on long time payments; the price to be equal to the purchase price, plus the cost of improvements, etc.

Washington, owing to the extensive lumber operations, is developing large areas of stump land, most of which makes fine agricultural land when once cleared. The lumbermen have been co-operating actively with state authorities and commercial bodies in placing these lands upon the market at such low prices with long time payments as to interest homeseekers.

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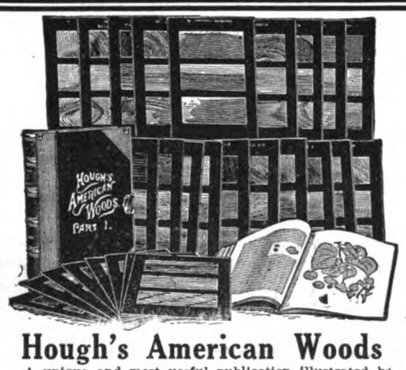

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Continental Lumber Co.
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Krause & Managan Lbr. Co.
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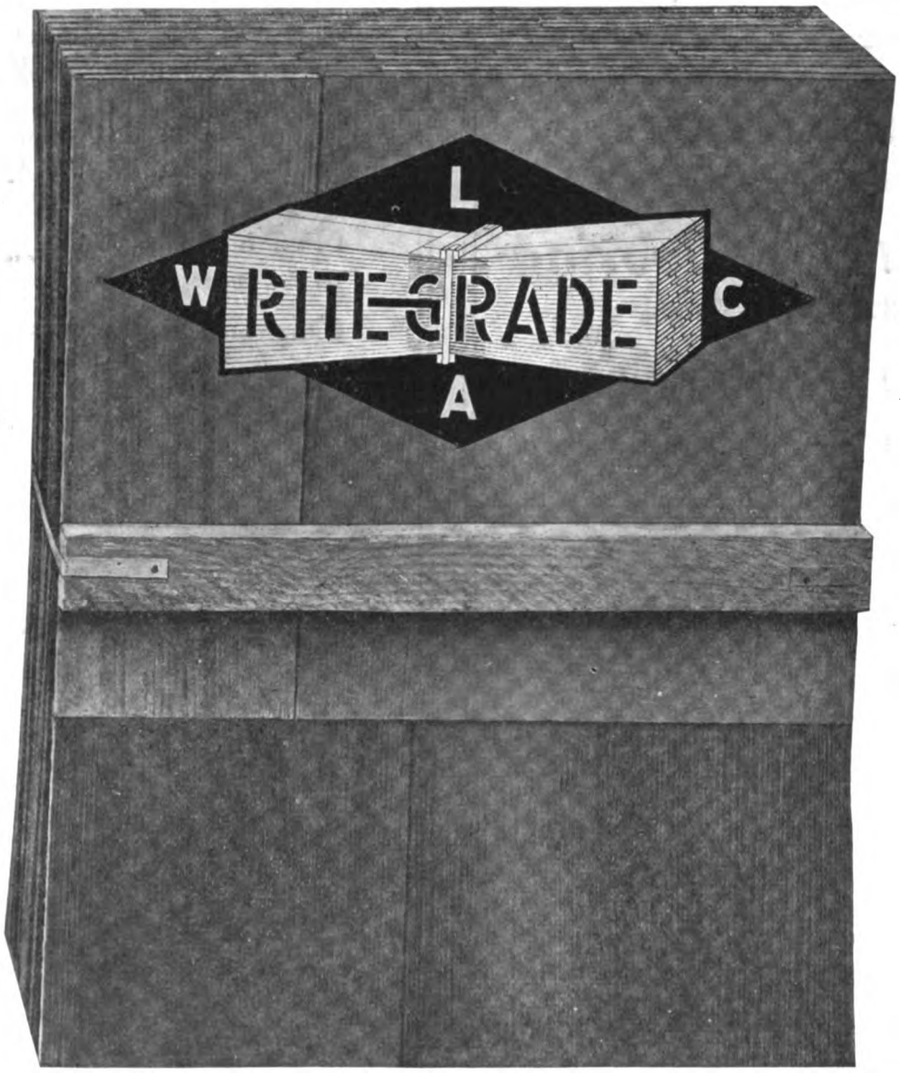

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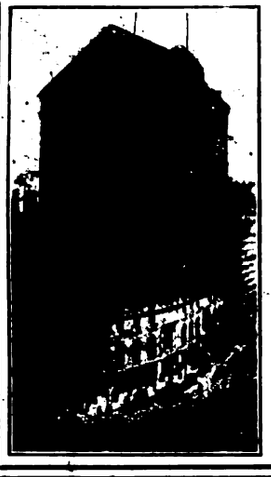

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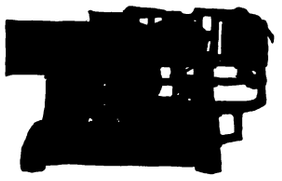

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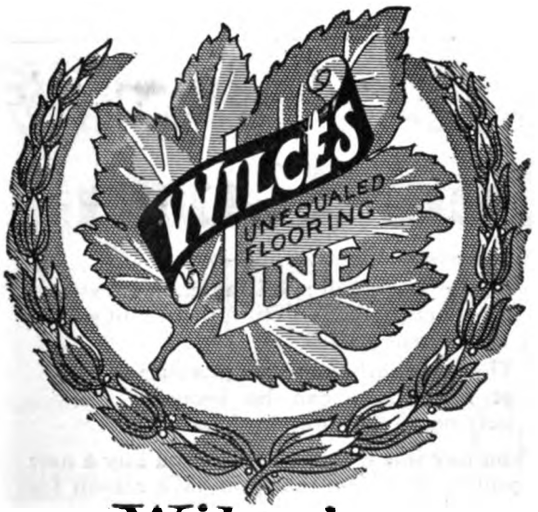

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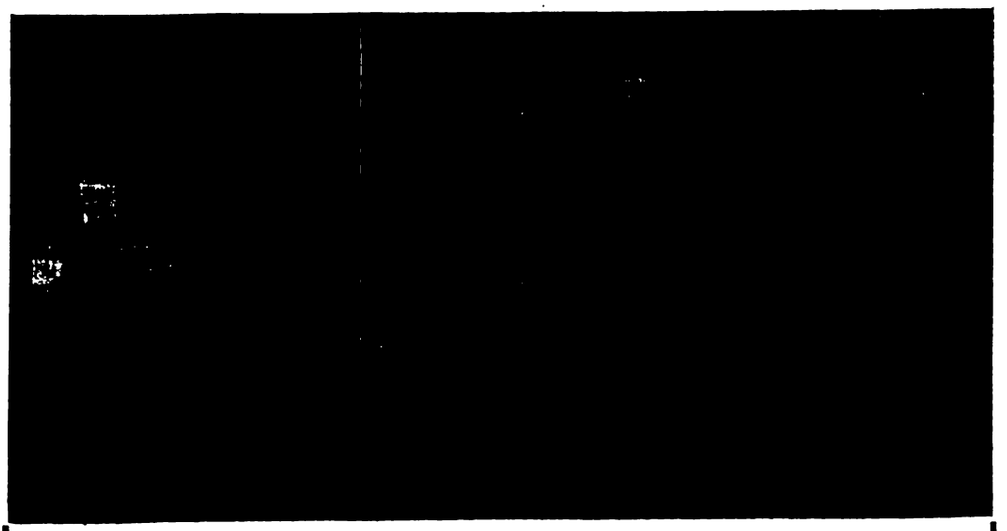

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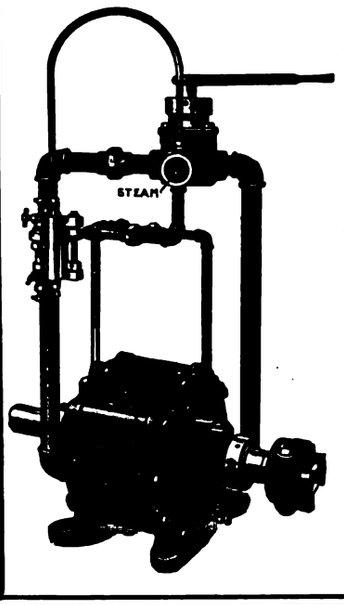

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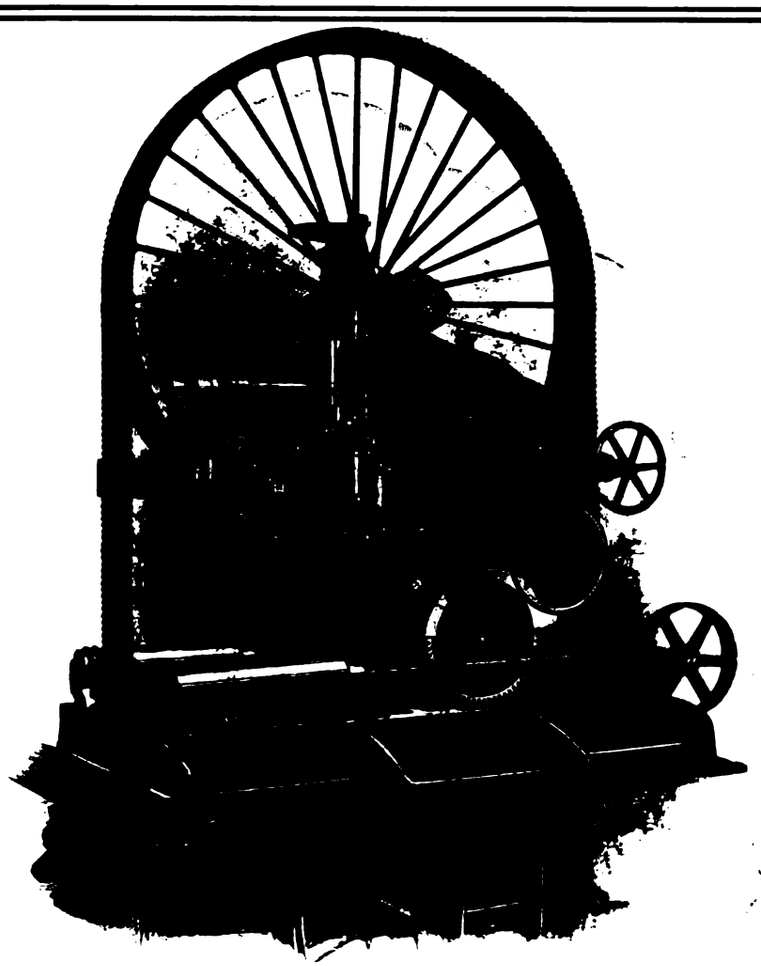

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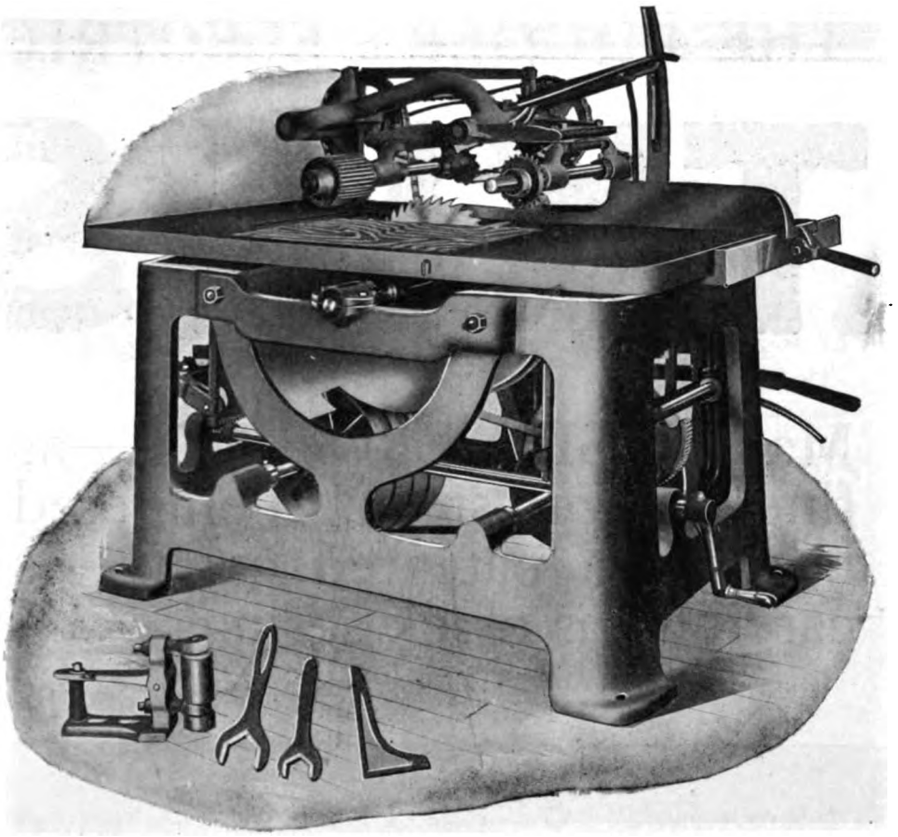

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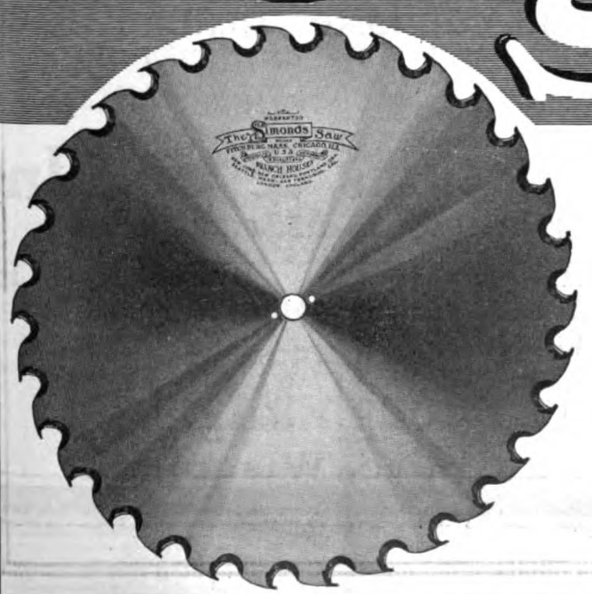

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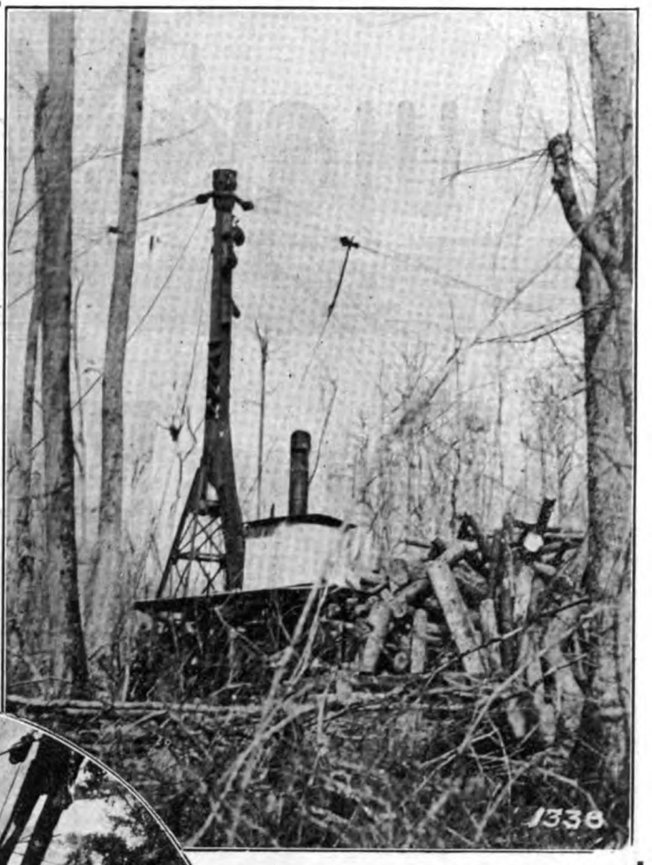
We build Overhead Portable Steel Spar Skidders, Semi-Portable Tree Rig Overhead Skidders, Portable Ground Skidders, and Semi-Portable Tree Rig or High Lead Ground Skidders.

One of these types will meet your requirements whether you have to skid over level ground, up hill, down hill, across canyons, or over intervening ridges.

We will send our expert logging men to look over your timber lands, and advise you what type of machine is best adapted to your work.

We build a machine to meet every condition.

Therefore our recommendation is unbiased, and covers the machines best adapted for your operation.



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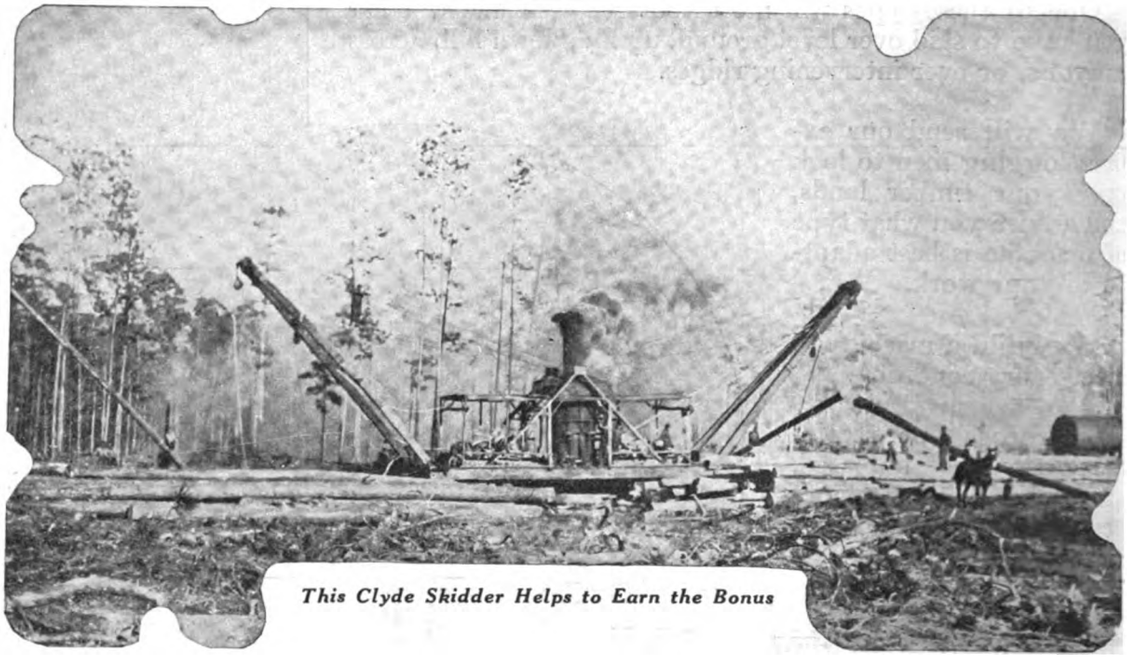
A Bonus Plan for Skiddermen

is the subject of the leading article in LOGGING for September, '16. It has worked out well and is worth your consideration



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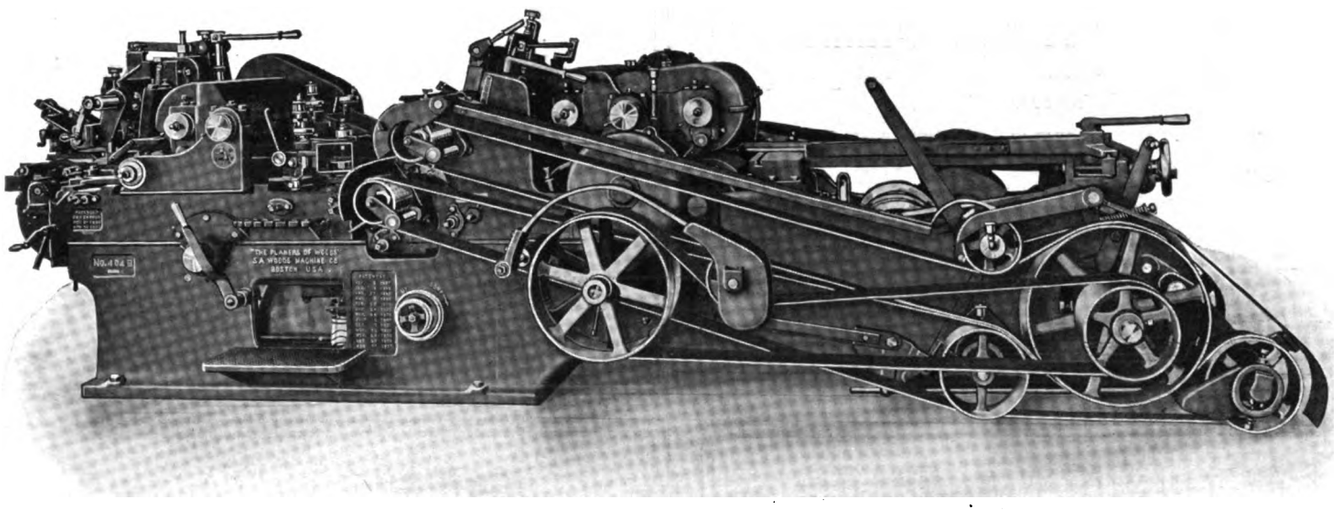
Our engineers build for the future. Therefore with a Woods 404-B Rapid Feed Matcher in your mill you get quality production under the most efficient manufacturing methods for the greatest length of time.



View of the Front Side
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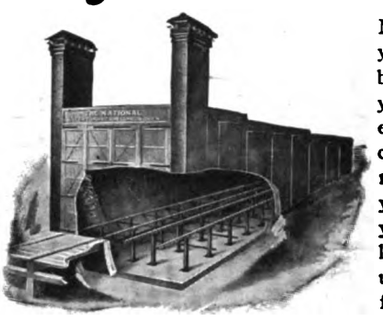

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Lumber World Review

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FOUNDED 1897

CONSOLIDATED JANUARY 1912

THE LUMBER WORLD
FOUNDED 1905

Volume XXXI
Number 10

CHICAGO, NOVEMBER 25, 1916

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Turn over a few pages and see what some of the retailers say about it.

(*Continued on pages 8 and 9*)

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Send for our list which quotes prices on all grades of yellow pine lumber DELIVERED to any railroad point.

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TRADE-MARK

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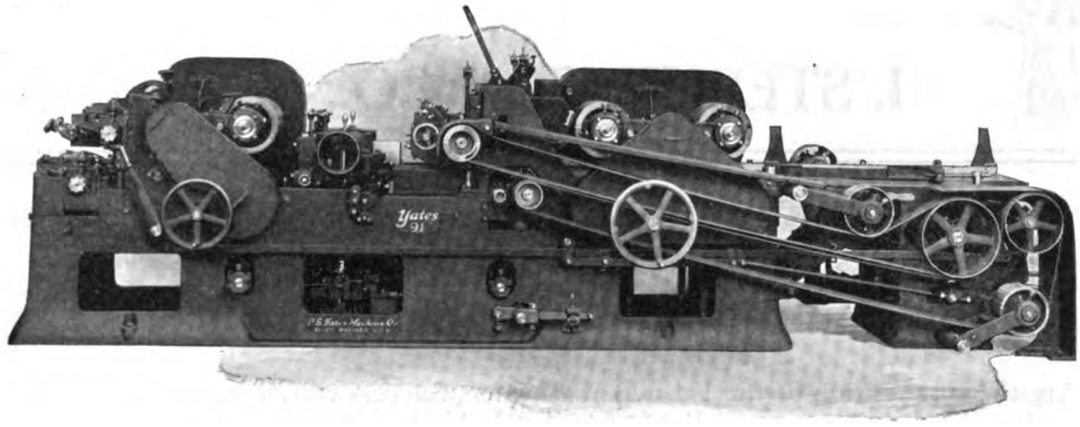

There's a Yates (formerly BERLIN) "Ninety-One"

IN the Yellow Pine of Georgia, the Cypress of Louisiana, the White Pine of the North and Northwest—at Bend, Tacoma or Bogalusa or any of the great lumber producing centers where daily output runs into or close to the million mark, one invariably finds the Yates No. 91 Planer and Matcher.

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All of which spells the Highest Quality of Output, the Greatest Production, and the Lowest Manufacturing Costs.

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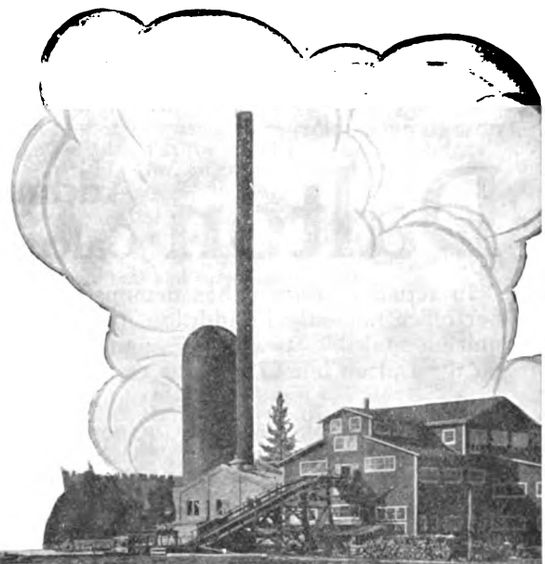

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39,947 lbs.		
Rate 14.25 cwt.		$ 56.92
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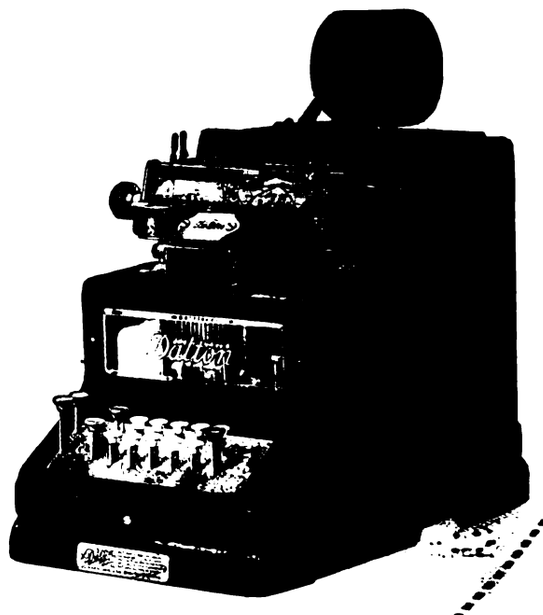

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Norwood, Cincinnati, Ohio

Fill out coupon attached and mail today for further information regarding use of the Dalton in the lumber office.

I should be glad to know more about the DALTON adding machine and welcome some further information on the subject, without obligation to us.

.....

.....

.....

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Hardwood "Electric" Flooring

MAPLE 3/8", 1/2", 13/16"
BEECH 3/8" and 13/16"
BIRCH 3/8" and 13/16"

The Reliable Kind

We are members of the Maple Flooring Manufacturers' Association

Send Us Your Inquiries

COBBS & MITCHELL (Inc.,) Cadillac, Mich.

EVERYTHING IN

Louisiana Red Cypress

250,000,000 Feet in Stock All the Time

No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.

WE WANT YOUR ORDERS

Shipments by rail or sea

Cable Address, "REDCYPRESS"

Louisiana Red Cypress Company

Hibernian Bank Bldg, NEW ORLEANS, LA. Frank N. Snell, Sec. & Gen. Mgr.

Our Trademark "Rockhard" is imprinted on underside of our flooring.

We are members of the Maple Flooring Manufacturers' Association.

"How to Get Best Floors"

is the title of our new Booklet which contains practical information for the lumber dealer, builder, and prospective user of hardwood flooring.

It describes—
Best Floors for Business Buildings.
Best Floors for Educational Buildings.
Best Floors for Factories and Warehouses.
Best Floors for Houses.

Its purpose is to promote a larger demand for Maple and Beech flooring.

May we send you a copy?

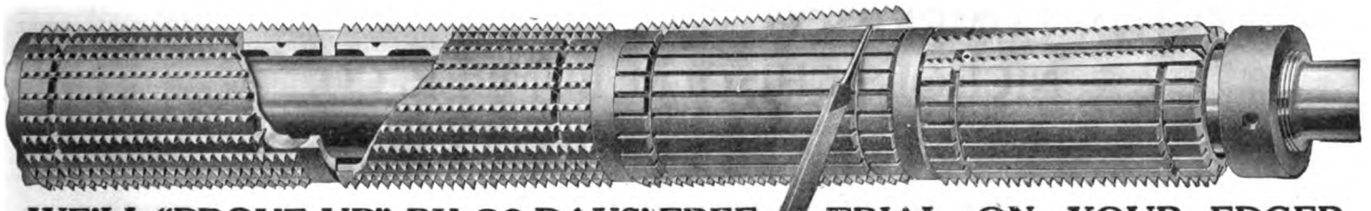
Mitchell Brothers Co.
Sales Department, CADILLAC, MICH.

COLEMAN FEED ROLLER
(that never wears out)

What good is *speed* at the expense of *quality?*

With the invention of the shot-gun feed, steam loader, steam nigger and power set works the sawyer got speed without sacrifice of quality. WHAT DID THE EDGERMAN GET? Well, he got *speed.* He *had* to. But just as sure as you're alive a part of the speed which the sawyer has gained is now wasted at the edger by lower percentage of high grade lumber. If his feed rollers are dull the edgerman must help the stock along by hand, and has just time to "grab another board and run 'er through." *Down go his grades*—of course.

It's a rotten job to sharpen old style feed rollers, so most mills run them dull much of the time. We can show you surprising figures on what this means to YOU in dollars. Coleman Feed Rollers (saw tooth or plain bar) are always sharp because they can be resharpened any day AT NOON while in their bearings. Their "sawhook section" makes them *the most* efficient roller. They *do not* mar the lumber and they keep your grades up. They cost about what you pay for ordinary rollers and they last a lifetime.



WE'LL "PROVE UP" BY 30 DAYS' FREE TRIAL ON YOUR EDGER

Send for booklet of sense facts and figures

COLEMAN FEED ROLLER COMPANY, VREDENBURGH, ALA.

For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.

On exhibition at their branch houses { Atlanta, Ga. Chicago, Ill. Memphis, Tenn. Minneapolis, Minn. New Orleans, La. Hamilton, Ont. New York City Portland, Ore. San Francisco, Cal. Seattle, Wash. Vancouver, B. C. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

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SHEVLIN PINE

(SOFT AND WHITE)

BEND

THE SHEVLIN-HIXON COMPANY
BEND, OREGON

REPRESENTATIVES

WYOMING, UTAH, COLORADO
G. W. Gates & Co., Denver-Portland-Salt Lake City

NORTHERN IOWA
Wilson-Rex Lumber Co., Perry

KANSAS, NEBRASKA, SOUTH DAKOTA
Bradford-Kennedy Co., Omaha

MINNESOTA, SOUTHERN IOWA, NORTH DAKOTA
Crookston Lumber Company
900 First National-Soo Line Bldg.
Minneapolis

MINNEAPOLIS
N. H. Morgan
First National-Soo Line Bldg.

PITTSBURGH, PHILADELPHIA
Forest Lumber Co.

CHICAGO, DETROIT
A. W. Lammers, Continental Commercial Bank Bldg., Chicago

NO ARGUMENT Is Necessary to Sell

WHITE AND NORWAY PINE

Their long lasting, easy working and readiness to take paint, qualities, recommend them to all discriminating consumers. The wise dealer sees to it that his stocks of both are always complete.

CROOKSTON LUMBER CO.
NICHOLS-CHISOLM LUMBER CO.
SHEVLIN-CLARKE CO., Ltd.

solicit your trade and assure you of courteous treatment, even grades, and as prompt service as is consistent with present conditions.

Try Us With Your Next Car.

SHEVLIN-CARPENTER CO.
1986 Continental & Commercial Bank Bldg.
CHICAGO, ILL.

We Can Please You.

CROOKSTON LUMBER CO.
Sales Dept., 903 First National—Soo Line Bldg.
MINNEAPOLIS, MINN.

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BIG CHIEF

THE BEST SHINGLES IN THE WORLD

When you order BIG CHIEF brand British Columbia Red Cedar Shingles, you will receive shingles not equaled in quality by any other brand of shingles manufactured anywhere.

BIG CHIEF brand Shingles are DRIED—NOT COOKED—and are otherwise prepared so that when finished, they are as nearly perfect as experience, skill and equipment can make them.

Note the packing and uniform thickness

BIG CHIEF
BRAND
BRITISH COLUMBIA RED CEDAR SHINGLES

SPECIFICATIONS: 16 inches long; 5 butts measure 2 inches and each bundle measures full 10 inches in thickness when dry, and they are 100 per cent vertical grain, 100 per cent clear, 100 per cent heart and 100 per cent covering efficiency. Contain positively no sap; random widths, but no shingle less than 3 inches wide. Smoothly sawn, squarely jointed, and otherwise perfectly manufactured.

Straight cars always enroute to Minnesota Transfer and available for diversion to points taking through rate from there. Mill shipments to any point can be made on 24 hours notice.

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES: VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONT.

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

J. E. TUCKER, President
Long Beach, Cal.

A. L. CLARK, Vice-Pres.
Dallas, Texas

E. C. KNIGHT, Sec'y and Treas.

E. S. SANDERS, Manager

LIGGETT N. THOMPSON,
Sales Manager

R. L. ANDRES, Agent
343 S. Dearborn St., Chicago

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BIG CHIEF

Fir and Cedar Products That Give Substantial Profits to Retailers and Real Satisfaction to Users Everywhere

BIG CHIEF
BRAND

Red Cedar Shingles — Red Cedar Siding

ALSO

Fir Flooring — Fir Ceiling
Fir Finishing Lumber
Fir Construction Material

BIG CHIEF brand Shingles are made of timber from the great cedar forests of British Columbia, acknowledged the finest cedar timber grown in the world. These shingles are manufactured on upright machines specially designed to produce a vertical grain shingle, which is the only shingle made that will lay flat and smooth on the roof and not "cup" or "curl up" on the edges.

LOOK FOR THE
BIG CHIEF
LABEL ON EACH BUNDLE

The development of this company has been accomplished by strict adherence to the broad principle of giving all purchasers the full worth of their money.

Our organization and equipment are such that orders can be executed rapidly, and we aim to give every order, no matter how large or how small, prompt and careful attention.

Trade-Mark

This label is on every bundle of our BIG CHIEF brand shingles. It is your guarantee of real shingle quality.

Address Orders or Inquiries to Nearest Office

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES, VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONTARIO

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

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THE KAUL KIND

# of Yellow Pine

has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.
BIRMINGHAM, ALA.

"Potlatch Quality Lumber is the Standard With Which All Other Lumber Is Compared"

We Ship Via All Trans-Continental Lines

Idaho White Pine, Western Pine, Larch, Cedar and Fir Lumber

Straight or Mixed Cars

IDAHO WHITE PINE MFRS. MEMBER AGENCY

POTLATCH LUMBER COMPANY
General Sales Office
Potlatch, Idaho

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He Who Looks Before He Leaps

Here is what some of the retail lumber dealers say about the CYPRESS exhibit which is described on the first page. These letters are samples, as we have not space to print many. Some of the exhibits were made in downtown stores and others were set up in the retail lumber offices and the whole thing handled as a plan to help the retail dealer.

We are willing to help you in the same way, if you will let us do it.

Butler, Ind.

We appreciate the sending of the bungalow nd, from the expressions made by those who aw it, we believe it will help us in our business. We had a lot of boosters for it among the business men and we received a number of inquiries in regard to CYPRESS, which we are taking care of.

(Signed) S. Q. Lamm & Son.

Danville, Va.

Enclosed we are handing you check for $15.00, it being the First Premium on our booth at the fair, and as we secured this on your exhibit we are passing it along to you. This exhibit has created a great deal of interest—in fact, it was one of the features at the fair and will result in increasing business for all of us.

(Signed) Danville Lumber & Manufacturing Co.

(Editor's Note.—We returned the check to these people as it was their exhibit.)

Perry, Iowa.

Well, we have had the bungalow exhibit and were very much pleased with it and the advertising results obtained through its use. It brought to our attention several prospective builders of whom we would not have otherwise heard.

(Signed) C. D. Markres & Company.

Xenia, Ohio.

This is the first opportunity I have had to tell you what a hit the model CYPRESS bungalow made at our Green County Fair. We were told dozens and dozens of times that it was the most interesting exhibit on the Fair Grounds. I feel that the exhibit was the best piece of advertising ever done by the lumbermen in this locality. It was of a character that was of mutual advantage to all of the lumbermen in the country, although it was exhibited under the auspices of McDowell & Torrence Lumber Company. Almost every person who came in to see the exhibit wanted to discuss his own individual building plans and we made up a nice little list of prospective customers.

(Signed) Findley M. Torrence.

Augusta, Ga.

I will not wait until the close of the Fair to express our appreciation and to congratulate you on the exhibit we have, by your assistance, at the Georgia-Carolina Fair. Our exhibit has been the toast of the town. This plan you have adopted of putting CYPRESS before the people is one of the most effective schemes we have ever come in contact with and I am satisfied that the beneficial effects will begin almost immediately.

(Signed) Augusta Lumber Company.

Toledo, Ohio.

We wish to say that we are entirely and thoroughly satisfied with the results obtained through the assistance of this exhibit. We have something in the neighborhood of one hundred and fifteen names which we took during the course of this exhibit, some of which are immediate prospects, while others are in the course of development. We expect to close three jobs immediately.

(Signed) Swan Creek Lumber & Supply Co.

Newton, Iowa.

This was by far the most attractive exhibit on the grounds and was noted and commented upon very favorably by at least fifteen thousand people. Some of these people came back three and four times to study this CYPRESS bungalow. This educational work will mean that it will be easier to sell CYPRESS for the purposes for which it is best adapted.

(Signed) Jasper Lumber Company.

Cleveland, Ohio.

You inquire as to whether we feel that this exhibit was a benefit to us. We say very emphatically that it certainly was. In fact, we do not believe that we could have devoted the same amount of space to any better advantage. By watching the crowds we estimate that ninety per cent. of the people attending came over and examined this bungalow very closely. The comments were all very favorable and enabled us to secure a great many prospects, as well as a few direct orders.

(Signed) The A. Teachout Company.

Be One of Those Who Are Helping T

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Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Baker-Wakefield Cypress Co., Plattenville, La.

CYPRESS S 77 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Baxter, G. S., & Co., Jacksonville, Fla.

CYPRESS S 4 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Bowie Lumber Co., Bowie, La.

CYPRESS S 6 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Burton-Swartz Cypress Co., Burton, La.

CYPRESS S 78 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Cummer Lumber Co., Jacksonville, Fla.

CYPRESS S 11 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Cummings-Moberly Cypress Co., Moberly, La.

CYPRESS S 13 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Dibert, Stark & Brown Cypress Co., Donner, La.

CYPRESS S 66 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
East Coast Lumber Co., Watertown, Fla.

CYPRESS S 20 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Albert Hanson Lumber Co., Garden City, La.

CYPRESS S 68 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Hebard Cypress Co., Waycross, Ga.

CYPRESS S 23 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Jeanerette Lumber & Shingle Co., Jeanerette, La.

CYPRESS S 26 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Lutcher & Moore Cypress Lumber Co., Lutcher, La.

CYPRESS S 31 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT.
Opdenweyer-Alcus Cypress Co., Sorrento, La.

CYPRESS S 33 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Ramos Lumber Co., Ramos, La.

CYPRESS S 74 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Standard Lumber Co., Live Oak, Fla.

CYPRESS S 43 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
Whitecastle Lumber & Shingle Co., Whitecastle, La.

CYPRESS S 46 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE
F. B. Williams Cypress Co., Patterson, La.

'ut The PRESSure Behind CYPRESS

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The Virginia & Rainy Lake Company

GENERAL OFFICES AND MILLS :: :: VIRGINIA, MINNESOTA

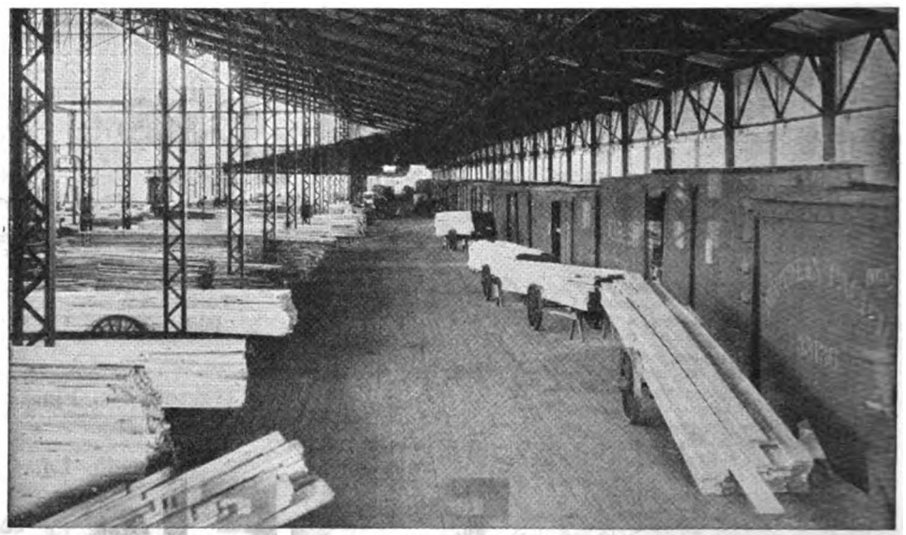
The Largest, Most Modern and Complete

WHITE PINE

Lumber Plant in the World

Annual capacity 300,000,000 feet.

Shipments by Rail or Water



Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily.

BRANCH SALES OFFICES:

1510 Otis Building Chicago

First National Bank Building Milwaukee

Lumber Exchange Minneapolis

Lyceum Building Duluth

EDWARD HINES, President
M. W. TEUFEL, Ass't to President

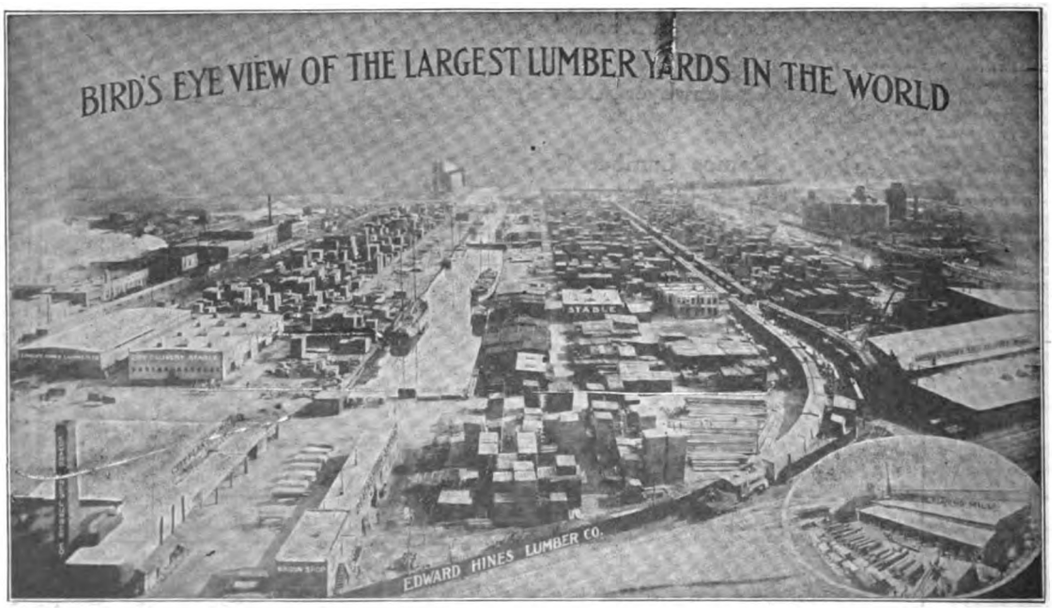
L. L. BARTH, Vice-President

C. F. WIEHE, Secretary
EDWARD H. THOMAS, Ass't Treasurer

Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office.

TELEPHONE "CANAL" 340

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THE RETURNS ARE IN!

N. C. PINE

Is Re-Elected

The Popular Favorite for Home Building
Unexcelled for Interior Trim
Artistic Effects in Stained Finishes
Lasting Results in Enamel Work
Attractive and Durable for Floors
Fine for Millwork, Doors, Etc.

Join the procession and send your orders now for

NORTH CAROLINA PINE

ANDERSON LUMBER CORPORATION . Marion, S. C.
FOSBURGH LUMBER CO. . . . . Norfolk, Va.
GREENLEAF JOHNSON LUMBER CO. . Norfolk, Va.
MONTGOMERY LUMBER CO. . . . Suffolk, Va.
JOHN L. ROPER LUMBER CO. . . . Norfolk, Va.
ROWLAND LUMBER CO. . . . . Norfolk, Va.
WACCAMAW LUMBER CO. . . . . Bolton, N. C.

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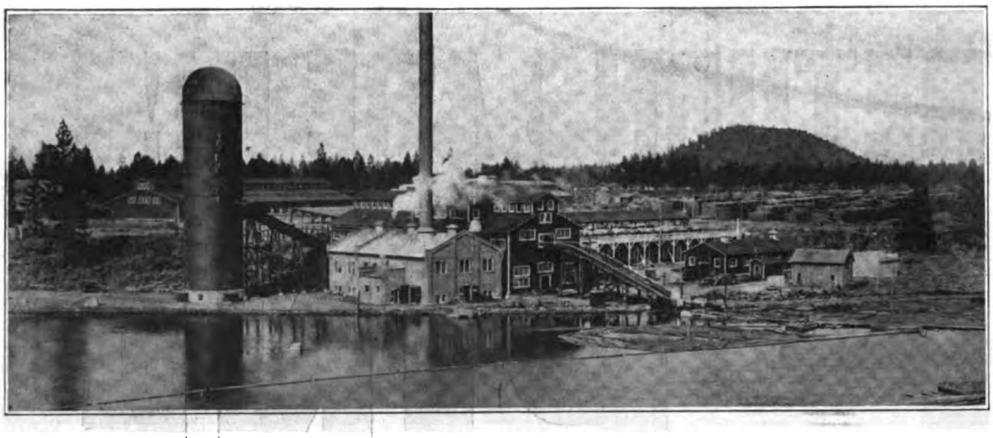

RETAILERS who desire to handle a White Pine of high quality will find it to their advantage to order

Deschutes (Oregon) White Pine

This beautiful wood from the West is distinguished by softness and lightness, an ideal wood for general building and interior trim.
Everything in yard stock, factory lumber and box shooks.

BROOKS-SCANLON LUMBER CO.
BEND, OREGON

Yellow Pine, Oak and Gum Lumber

Retailers can get from us Rough Oak Wagon Material for reaches, tongues and general repair work and gum box boards in the same car with Yellow Pine yard stock.

We have three Yellow Pine Mills; one at Pineland, Tex., and two at Diboll, Tex., which manufacture 150,000,000 feet of lumber a year. At Diboll we manufacture hardwood entirely separate from yellow pine; both operations being conducted by competent men. This enables us to furnish mixed cars of pine and hardwood manufactured in the proper way.

SOUTHERN PINE LUMBER COMPANY
TEXARKANA, TEXAS

B-S CYPRESS Co.

In the Heart of The Best Cypress District

THE following from the National Retail Lumber Dealers' Association's declaration of business ethics—

Branding Lumber

Sec. 3. This association heartily endorses and will support the efforts of all associations of lumber manufacturers which are devising ways and means for the branding of the product of their members and thereby assuring, within a reasonable variation, the integrity of the grade, as well as making possible the identification of the stock, with consequent protection to the retail dealer and the consuming public.

Advertising Lumber

Sec. 5. The retail lumber dealers recognize that their interest lies in the sale of lumber and they are directly benefited by the advertising campaigns which are being conducted by the National Lumber Manufacturers' Association, and by the several associations of lumber manufacturers. This association, therefore, most heartily endorses all efforts directed to the promotion of the use of lumber and commends those manufacturers who are aiding such promotion.

We solicit your inquiries and orders

Burton-Swartz
Cypress Co. of Florida

Our Location ←

Perry, Fla. Our Mark → CYPRESS "THE WOOD ETERNAL"

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Alexandria Lumber Co.,Ltd.

LONG LEAF YELLOW PINE LUMBER

Alexandria :: :: Louisiana

Long Leaf Yellow Pine

We have facilities for the manufacture of
Export and Domestic Stock
Lath and Shingles
Prompt Shipment Good Grades

The Alger-Sullivan Lumber Co.
Century, Florida

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our luxuriant timber.

Edward Rutledge Timber Co.
Coeur d'Alene, Idaho

Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

KIRBY-BONNER LUMBER CO.
EXCLUSIVE SALES AGENTS
KIRBY LUMBER CO.
HOUSTON CHICAGO ST. LOUIS KANSAS CITY OKLAHOMA CITY
NEW YORK INDIANAPOLIS NEW ORLEANS MOBILE HAVANA

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ACCOMPLISHMENT

THE STORY OF ACCOMPLISHMENT:

To standardize lumber by making an international reputation for the manufacture of **quality** lumber.

To successfully operate ten great sawmills located in the heart of the finest forests in the South.

To produce the maximum capacity of one million, five hundred thousand feet of **quality** lumber per day.

To market all over the world four hundred and fifty million feet of **quality** lumber per annum.

To deliver to dealers, wholesale buyers and export trade twenty-four thousand, three hundred and sixty cars of **quality** lumber per annum.

To build up and maintain a selling organization of able Salesmen, meeting the lumber trade in all parts of the United States and some foreign countries.

To mass this gigantic organization, the largest lumber manufacturing institution in the world, under one administrative head, directing the growth, development and consummation of its phenomenal success, all in a short twenty-five years—**Is nothing short of a Titan Task.**

Just twenty-five years ago the company started to manufacture lumber in a small way, with three objects in view, namely:

1. The standardization of lumber which meant **quality** lumber.
2. The production of **quality** lumber in sufficient volume from several localities to take care of extensive orders, so that shipments could be made on record time.
3. And last, but most important, to build up an institution so trustworthy as to its method of business conduct as to inspire every dealer or buyer of lumber, or any commercial institution, with absolute confidence, wherever the name of The Long-Bell Lumber Company went forth.

With these three principles in mind, Mr. Long welded together the great interests which have grown from the almost forgotten miniature nucleus in 1891, into not one, but ten enormous sawmill institutions under one head. These ten sawmills, located in the States of Arkansas, Louisiana and Texas, have succeeded in standardizing lumber, placing upon the market **quality** lumber unassailable as to its uniformity and superiority. And today, when the name of The Long-Bell Lumber Company is mentioned, it is understood that the delivery of **quality** lumber will be exactly in accordance with the agreement of time of shipment and quality of the lumber, plus the satisfaction of dealing with an institution that lives up to every contract it makes.

To have accomplished this splendid task is a satisfaction to the management of The Long-Bell Lumber Company's operations, but that satisfaction of accomplishment is only an incentive to further development. An institution founded upon the principles that have made The Long-Bell Lumber Company, world famous in the production of **quality** lumber, is in an enviable position in the lumber markets of this and foreign countries.

The work is just begun. The accomplishment already made demonstrates conclusively that this organization can at all times take care of all orders for long and short leaf yellow pine and oak flooring **quality** lumber, both in this and foreign countries.

As long as the lumber industry of America will supply the trade, so long will The Long-Bell Lumber Company endure and deliver its **quality** lumber to the trade.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company

KANSAS CITY, MO.

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SEPTUM and SHORTLEAF

Assume yourself in the consulting room of a nose specialist:

Specialist—"Your trouble is in the Septum."
You—"Is that so. What's a Septum?"
Specialist—"The partition between your nostrils."
You—"Now I get you. You're speaking my language."

Assume a prospective layman homebuilder in your office.

P. H. B.—"What do you recommend for interior trim?"
You—"Shortleaf."
P. H. B.—"What's Shortleaf?"
You—"Well, Shortleaf ——" then for fifteen minutes you try to explain.
P. H. B.—"Oh yes, well, I'll let you know." (Exits).

Now assume you watch your step. Enter the P. H. B.

P. H. B.—"What do you recommend for interior trim?"
You—

Arkansas Soft Pine

P. H. B.—"So you handle the Satin-like Interior Trim? I read about it last week in the *Literary Digest*, and *House Beautiful*. The manufacturers recommend it for stains or white enamel and I have written for their literature. Let's go out and look at some of it."

You, to yourself, as you go out the side door together towards the shed —"This fellow is already half sold on Arkansas Soft Pine. I'll make him a customer when he sees the stuff."

Look Here, Mr. Dealer

We are offering you Profits on the Silver Platter of National Advertising. Our stock is known to legions of prospective homebuilders as Arkansas Soft Pine, Trade Marked.

Are you still calling it Shortleaf?
If so—why?

Do you drive a "horseless carriage"—or—an automobile?

On what shall we quote?

Edgar Lumber Company	Wesson, Ark.
Freeman-Smith Lumber Co.	Millville, Ark.
Fordyce Lumber Company	Fordyce, Ark.
Gates Lumber Company	Wilmar, Ark.
Southern Lumber Company	Warren, Ark.
Stout Lumber Company	Thornton, Ark.
Wisconsin & Arkansas Lbr. Company	Malvern, Ark.
Arkansas Land & Lbr. Co.	Malvern, Ark.
Arkansas Lumber Company	Warren, Ark.
Cotton Belt Lumber Co.	Bearden, Ark.
Crossett Lumber Company	Crossett, Ark.
Eagle Lumber Company	Eagle Mills, Ark.

To secure quotations with the least delay, price inquiries should be sent direct to any of the above companies. Literature, samples and information will be supplied promptly on request, by the

ARKANSAS SOFT PINE BUREAU

LITTLE ROCK, ARK.

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All timbers and heavy planking will bear the ***Calcasieu Long Leaf*** Trade-Mark brand shown in this advertisement.

We carry 35 million feet of well assorted one and two inch stock in all sizes and grades.

Industrial Lumber Company

Elizabeth, La.

Edw. E. Krauss Sales Manager

You Will Be Satisfied

with our high grade lumber and superior shipping facilities at your service. We ship 30 cars every 10 hours.

Our Selling Organization.

Minneapolis—C. M. Rhone.
Denver—Dwight H. Elder.
Sioux City—J. D. Merrill.
Pocatello—R. C. Angell Co. (E. T. Sturgeon).
Salt Lake City—R. C. Angell Co. (R. C. Angell).
Walla Walla—W. E. Murphy.
Grand Island — McCormick & White (T. P. White).
Omaha—McCormick & White (F. P. McCormick).
Chicago—Geo. T. Mickle Lbr. Co. (Wilber Hattery, Jr., Mgr. Western Dept.).

Douglas Fir Lumber Company

Manufacturing Merchants **Portland, Oregon**

The MANAGER of a South Carolina Lumber Plant whose Company is a policy carrier in the

Lumbermen's Underwriting Alliance

recently remarked that he was more interested in receiving the ALLIANCE MONTHLY FIRE BULLETINS than anything aside from his salary check. He realizes that the manager who **reads** and **heeds** the warnings and suggestions along FIRE PREVENTION lines contained in these BULLETINS is more likely to continue to have a **going mill** to manage than the man who does not receive them and who is kept in ignorance of the lessons they teach each month.

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 10

CHICAGO, NOVEMBER 25, 1916

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FOR THE SECOND TIME THIS YEAR, and undoubtedly the last, "Our Wide East Windows" look out upon an open court of a western city, the court itself opening to the west; but that does not matter, for it is the exact center of the most important happenings in the lumber world—because it is a station by the wayside on the line of march of the National Lumber Manufacturers' Association's evangelistic tour of the Inland Empire and the Pacific Coast.

If the forty or fifty people who originally promised R. H. Downman that they would make this trip with him had actually made good, it is rather difficult to imagine just what might have happened when we have, in front of us the result of what four men have done.

On many pages elsewhere in this issue we print an epitomized account of this tour of the National Lumber Manufacturers' Association officials, and although it is greatly boiled down and actually epitomized it even then fills nine full pages of type matter.

Up to the time of writing this editorial leader, the trip is finished up to and including the Grays Harbor country, but the "by mail" story is supplemented by telegrams covering Portland and San Francisco, so that we will actually have the entire story in this issue of our publication.

On the face of it, it looks as if the Western Pine Manufacturers' Association and the West Coast Lumbermen's Association are about to increase their appropriation for the support of their associations to such an extent that they can give substantial support to the business of the National Lumber Manufacturers' Association, but there will have to be a considerable adjustment of IDEAS and IDEALS in both of those associations before such a thing will be possible.

We have not the slightest opinion as to what will happen in this regard, but can only hope that the rank and file of these associations have seen the light to such extent that they will be readily willing to levy such assessment for their support as will make them invincible in their local work and also of substantial benefit to the National Lumber Manufacturers' Association.

There appears to be a very decided sentiment in favor of these two associations making their contributions direct to the National Lumber Manufacturers' Association, instead of private individuals making their contributions to the Trade Extension department of that association.

The Western Pine Manufacturers' Association for a long while has been contributing the money as an association which its individual members in the first place subscribed direct.

The Western Pine Manufacturers' Association and the West Coast

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Lumbermen's Association appointed committees which reported in each case favorably upon increasing the dues per thousand on the production of lumber to such an extent that the National Lumber Manufacturers' Association should receive a cent and a half a thousand on the cut of the members of both of these associations and Charles S. Keith, president of the Southern Pine Association and A. R. Turnbull, president of the North Carolina Pine Association, have pledged themselves to do what they can to increase their appropriations as well.

It has been figured that the amount of increase suggested would give the National Lumber Manufacturers' Association an annual income of $210,000.

It is high time that the associations in the impersonal should be shamed into lifting the burden from the individual few who have given it out of their pockets direct and if this is accomplished it will be directly due to this evangelistic trip of R. H. Downman, Charles S. Keith, A. R. Turnbull and R. B. Goodman.

Mr. Downman's history of the rise and progress of the National Lumber Manufacturers' Association, Mr. Keith's paper on the subject of the proposed new law which is to permit the combination of institutions which manufacture natural resources; and R. B. Goodman's paper on western timber are printed elsewhere in this issue and are deeply worth while in every particular.

We rather fancy that Mr. Downman's very plain statement concerning what the National Lumber Manufacturers' Association has accomplished will set at rest a lot of speculation on this subject which has been buzzing up and down the lumber world for the last three or four months.

A National Lumber Advisory Board.

AT LAST IT HAS BEEN PUBLICLY revealed by W. B. Greeley, assistant forester of the United States—as his personal view at least—that there should be a National Advisory Board or sort of perpetual council to look after the welfare of the lumber trade of the United States and out of which might grow a National Forest Policy; an advisory board to consist of two lumbermen, one from the western side and one from the eastern side of the Rocky Mountains, a member of the Forest Service, a member of the Federal Trade Commission and a member of the Department of Commerce.

And, by the way, we are promised very soon the series of reports on the lumber industry that have been in the making during the last three years and which have been prepared by such experts as W. B. Greeley, addressing himself to a general review of ALL the OTHER reports under the title of "Forest Conservation and the Lumber Industry"; C. Stowell Smith, in a monograph entitled "Timber Ownership and Lumber Production in the Southern Pine Region"; Austin Cary on "Timber Ownership and Lumber Production in the Douglas Fir Region"; David T. Mason, relative to "Timber Ownership and Lumber Production in the Inland Empire"; C. Stowell Smith on "Timber Ownership and Lumber Production in California"; W. B. Greeley, regarding "Public Timber and Its Use"; Ovid M. Butler on "The Distribution of Softwood Lumber in the Middle West"; Howard F. Weiss on "The Utilization of Low Grade Lumber and Mill Waste"; Rolf Thelen on "The Substitution of Other Materials for Wood"; Herbert S. Betts on "The Adaptation of Lumber Manufacture and Grading to the Requirements of Consumers," and by Dr. Edward E. Pratt, chief of the Bureau of Foreign and Domestic Commerce, on "The Exportation of American Lumber."

We have no idea what this investigation has cost the government but it has certainly been a heavy expense; and in this connection we are wondering with a deep and ever present and CONSCIOUS wonderment whether or not it will ultimately be discovered that this painstaking and scientifically wrought result will have been considered worth while!

In contemplating such work as this and the unwholesome and unsavory manner in which the government of the United States serves up its literary dishes there always rises in contemplation that long since famous drawing of W. W. Denslow,—the skull in the center of the table with the forearm bones across the front and the slogan underneath—"What is the use?"

In this statement in the paragraph above there is not the least reflection on the Forest Service nor on any OTHER bureau of the government at Washington, but there is a vast pity that the great reports of the sort which are about to be issued in the interest of a better knowledge of the lumber business in this country are not served up in a palatable way, beautifully illustrated, so they may make attractive reading to the MASSES of the PEOPLE that they are SUPPOSED to reach!

We do not suppose that this protest will help the least little bit in cementing the relations between the LUMBER WORLD REVIEW and the Forest Service, because as usual we probably will be misunderstood, but we DO protest NEVERTHELESS that the simple writing out of a scientific document and then throwing it into type and feeding it out to the public in an unattractive manner is not only a slip-shod way of doing things, which no BUSINESS man would tolerate—and is an EXTREMELY bad use of the public's money. Having seen this wonderful series of reports mentioned above—"in the making"—as it were—having had the privilege of reading some of them in type-written form before they went to the printer, we can say PERSONALLY that we believe it would be a splendid investment for the National Lumber Manufacturers Association, to issue them in a semi de luxe edition so that they would be attractive to the people to whom they are supposed to carry information.

We certainly do approve highly of the campaign for advertising these wonderful reports which seems to be fathered by J. R. Moorhead of the Southwestern Lumbermen's Association and to show our appreciation of these reports even in advance of their coming out in the government form, the LUMBER WORLD REVIEW will be glad to carry a page advertisement of those reports in its columns for three months following their issuance without cost to the Forest Service—IF the Forest Service will write the "copy."

Salvation Is In Co-operation.

THE "PORTLAND OREGONIAN" OF MONDAY, November 20, uttered some sensible sentiments under the above caption.

It is so seldom that a daily paper rises to lumber situations that we reprint herewith the editorial from the "Oregonian" as an evidence that our slogan, "Co-operation and not Competition is the Life of Trade," has become a living, pulsating principle of National Business Life. Herewith the "Oregonian's" editorial statement:

"Adversity is bringing the lumbermen of all sections of the United States together to work for the common interests of their industry. There may appear to be more conflict than community of interest among the lumbermen of Maine, of the middle west, of the yellow pine belt of the south, of the cypress belt of Florida, of the white pine belt of the Rocky mountains and of the fir belt of the Pacific coast. In fact, they have a common interest in promoting the increased use of lumber and in the elimination of waste. They will all benefit more by uniting to encourage the use of lumber in general and to prevent the waste of any forest product than they would if each section were to work independently for the use of its own particular class of lumber and to save its by-products. Having in concert established a demand for lumber, they can then extol the merits of each class of lumber for any particular use.

"This is the purpose which prompted a party of eastern lumber manufacturers to come west for conference with western manufacturers on methods of improving the industry. They ask the western men to join them in saving the industry by a great national advertising campaign, designed to teach the people to use lumber where best. By thus expanding their markets they expect to eliminate waste and generally to improve conditions.

"Successful competition of other building materials, especially concrete, and unfriendly tariff legislation have caused a decrease in lumber prices during a period when the price of every commodity, including those which lumbermen use, has been advancing. The federal census bureau shows that lumber prices were 10 percent less in 1915 than in 1906 and that the general level of commodity prices has advanced 33 percent in seven years. Many staples have advanced much more—potatoes, 71 percent; beans, 75 percent; canned goods, 100 percent; 26 grades of metals, 107 percent; iron bars, 117 percent; copper, 115 percent, and so on down the line. Lumber is the sole exception. In order to keep his head above water, the lumberman must raise money quickly and he can do this only by cutting the cream of the forest and wasting the rest. This hand-to-mouth policy destroys the forests, and with them the industry.

"Elimination of waste is necessary to save the industry, but this is possible only if scientific merchandising assures a larger market. By co-operation alone can the market be materially broadened to cover by-products from material which is now wasted. Combination, such as has taken place in many other industries, is necessary to utilize all material and eliminate waste. The small lumberman, who has a mortgaged plant and is driven to borrow on his shipments as soon as they are made, is financially unable thus to expand his business. The industry needs to be transformed from the lumber industry to the forest products industry, with large capital, scientific managers and chemists engaged in search of new processes to make new products, just as the pork packer has learned to use the whole hog. But large capital and expert brains cannot be enlisted in the industry until it is on its financial feet. Lumbermen can save themselves by working together for expansion of their market, for by so doing they can rise from the verge of bankruptcy to a position where they can command the credit to broaden their operations."

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The National Lumber Manufacturers' Association

Being an Address Entitled "What It Has Done; What It Might Do," Delivered at Spokane, Washington, before the members of the Western Pine Manufacturers' Association, November 13, 1916

By R. H. DOWNMAN, President, National Lumber Manufacturers Association

The activities of the National Lumber Manufacturers' Association cover a wide field, and many diverse interests. In addition to three distinct departments—Credit, Insurance and Trade Extension—the association undertakes to handle, so far as its means permit, many problems which affect the general interests of the industry throughout the United States. During the past year these problems have been more varied, greater in number and of more direct financial importance to lumber manufacturers and timber land owners than during any previous twelve months in the history of the association.

Briefly sketched, they have been along the following lines:

CO-OPERATION WITH THE GOVERNMENT.

Whether we like it or not, the day is here when the lumbermen must keep closely in touch with congress and the various departments at Washington. If we wait in each case until something injurious to our interests has occurred, we will have little or no chance to rectify mistakes. If we co-operate fully and freely with the Washington officials at all times, it is very much less likely that detrimental measures and policies will be adopted without our having an opportunity to give them consideration. This has been strikingly exemplified during recent months.

INTERSTATE COMMERCE COMMISSION.

Following a twelve months' preliminary investigation, the Interstate Commerce Commission held in Chicago on July 10 to 22, 1916, a general hearing upon the classification of forest products throughout the United States. Briefs by counsel will be filed with the commission this month. Oral arguments will be made on December 15 and a final decision is expected from the commission some time in 1917.

The original intention of the commission was to hold hearings at various points throughout the United States, which would unquestionably have taken a considerable period of time, and developed many divergences of opinion. Moreover, most of the hearings would have been held by examiners for the commission. Due to co-operation through the National, the commissions and the lumbermen agreed to one hearing of the case, and that at Chicago, where interests were harmonized and a united front presented, upon the basis that there should be no reclassification that will prevent the shipment of all the customary and ordinary products of lumber manufacturing plants in one car at one rate. The entire hearing was presided over by Chairman Meyer himself, who took a keen personal interest in the case.

For the first time in history every branch of the lumber manufacturing industry presented a unanimous front upon a traffic question of great importance, and the outcome of the case will be much more satisfactory than if it had been handled without the direction and assistance of the National Lumber Manufacturers' Association. A reclassification, such as proposed by some of the carriers, would have cost

ROBERT H. DOWNMAN, OF NEW ORLEANS, LA.

the lumbermen hundreds of thousands of dollars in addition to no end of petty trouble and annoyance.

FEDERAL TRADE COMMISSION.

The lumber industry presented to the Federal Trade Commission its first big case, and the decision, which is expected soon, should set a precedent for dealing with all industries founded upon natural resources. In this case, as in the reclassification case, the advantages of handling matters of national import through the National association have been very great. If the commission finds, as overwhelming evidence should compel it to find, that there is no "trust" detrimental to the consumer among the lumber manufacturers, but that, on the contrary, both the industry and the public have suffered from the results of cut-throat competition in the manufacture and sale of lumber, and that only through co-operation can the rational use and conservation of our timber resources be brought about, a new policy of tremendous value and importance will have been instituted by the government. The formulation and carrying out of this policy would be impossible without the machinery supplied by the National Lumber Manufacturers' Association, or further machinery which can be installed in that organization to meet the future needs of the industry.

The paper read by R. H. Downman, president of the National Lumber Manufacturers' Association, before the meeting of the Western Pine Manufacturers' Association convened at Spokane, Wash., on Monday, November 13, is the best all-around resumé of what the National association has been doing and what it HOPES to do that has ever been offered to the lumber manufacturing interests of the United States.

The lumber manufacturers of the country have, somehow or another, had difficulty in grasping just what the efforts of the National Lumber Manufacturers' Association amounted to when added up and the result placed at the foot of the column.

That need never again be advanced as a reason for withholding support from this necessary institution, for Mr. Downman—who has so long been the leader of aggressive action on the part of the entire lumber industry of the country—has certainly thrown much light on the subject.

We commend this paper of Mr. Downman's to the careful and thoughtful attention of ALL LUMBERMEN, wherever dispersed.

EDITOR.

FOREST SERVICE.

Co-operation with the Forest Service has closely paralleled that with the Federal Trade Commission, and the findings of the commission will be largely influenced by the results of the detailed study of all phases of the lumber industry, made by the Forest Service during the last two years.

In all stages of this study the Forest Service has consulted fully and freely with the lumbermen, and the summary of the service findings will be the most illuminating document upon the fundamental conditions in the forest industries that has ever been given to the public.

In addition to its general survey the Forest Service has now undertaken the yearly collection of statistics upon the production of lumber, in which the National association has assisted in both a material and moral way. As a result of this co-operation the Forest Service has been able to determine the lumber production of the country much more promptly than ever before, and has supplied this information to the lumbermen as soon as compiled, without the customary red tape, which often interferes with the usefulness of government reports.

Recently the Forest Products Laboratory at Madison, Wis., whose entire work is devoted to tests and experiments, to determine the properties and uses of timber, has undertaken to supply the National association with a monthly report of the progress of its investigations. This report will be found regularly hereafter in the monthly bulletin of the association.

BUREAU OF FOREIGN AND DOMESTIC COMMERCE.

The Federal Trade Commission, the Forest Service, and the Bureau of Foreign & Domestic Commerce are working together upon problems in the production and distribution of lumber. The special function of the Bureau of Foreign & Domestic Commerce is to promote foreign trade. At its own expense the bureau has already sent experts to South America and the Orient, who have presented detailed and reliable reports upon the market for American lumber in these regions.

The funds of the bureau are not sufficient for its needs, however, so it is proposed that in

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co-operation with the National Lumber Manufacturers' Association, six men be sent to Europe, as soon as possible, to get prompt and reliable information upon the character and extent of demand for American lumber immediately after the close of the war. The bulk of the money for this investigation, if it is made, will have to be furnished by the lumbermen, and they should welcome this opportunity to extend their business. The manufacturers of substitutes for lumber were on the ground long ago, and unless the lumbermen wake up, it will be the same old story, of losing out to competitors.

There is no question but that if a group of lumbermen were to organize a selling agency exclusively for foreign trade, and go after business vigorously, they would not be interfered with by the government. Yet there is a lingering doubt as to the legality of such organizations in the minds of many lumbermen so that little is likely to be done, unless congress definitely legalizes selling agencies for foreign business. This was the design of the Webb bill, which passed the House in August, but which did not go through the Senate, because of the press of other matters before adjournment. The Webb bill is favored by the leaders of both parties. It is scheduled to be taken up when congress reconvenes in December, and every lumberman in the United States should support the efforts of the Federal Trade Commission and the Bureau of Foreign & Domestic Commerce to get this bill speedily enacted into law.

THE INTER-INSURANCE EXCHANGE.

The National Lumber Manufacturers' Inter-Insurance Exchange, organized November 15, 1914, began to write business on February 15, 1915, with thirty-five subscribers and $675,000 at risk. It now covers lines on 188 mill properties of 178 subscribers, and has over $6,000,000 of insurance in force. The exchange has grown twice as rapidly as any other inter-insurance exchange during the same period of time following its organization. All risks are carefully inspected and none are taken which are not of a satisfactory character with respect to both moral and physical hazard. The loss ratio so far this year has been only 17 percent. The surplus funds of the exchange are carefully invested in the highest grade of securities, under the direction of a special investment committee of the National Lumber Manufacturers' Association. The exchange has been admitted to do business in the states of Illinois and Oregon, and has applications pending in Wisconsin, Arkansas and North Carolina. Admission into other states will be asked for as rapidly as is desirable for the interests of the subscribers.

Beginning December 1, a permanent representative of the exchange will be stationed at Portland, Ore., to look after the interest of west coast subscribers and to inspect and solicit new business.

The management of the exchange, under the direction of an advisory committee, consisting of well known lumbermen, is on a conservative basis, and the indemnity offered for loss by fire in the sawmills, planing mills and lumber yards of manufacturers is prompt and absolutely sound. All officers of the exchange are on a fixed salary basis. No commissions are allowed, and, there is, consequently, no inducement to take on bad risks for the sake of an increase in business.

As soon as the lumbermen of the country give the support that they should to an organization operated exclusively and solely for their benefit, they will get cheaper insurance than they can possibly secure by any other method.

CREDIT CORPORATION.

The National Lumber Manufacturers' Credit Corporation is another service department of the National, operated without profit, and entirely for the benefit of the lumber manufacturers. The "Blue Book" now has more than 1,000 subscribers, and carries 50,000 references. Its service and extent are constantly improving, and the corporation is on a self-sustaining basis. Beginning on April 1, 1917 (the April edition), it is hoped to establish a Canadian list, unsettled conditions, due to the war, making the earlier compilation of a satisfactory list of this kind difficult and uncertain.

The terms of subscription to the services of the corporation are $40 a year to members of the organizations affiliated with the National Lumber Manufacturers' Association, and $50 a year to non-members, which includes the regular April and October editions of the "Blue Book" and sixty special reports, together with the weekly and monthly correction sheets of the "Blue Book."

In addition to credit rating reports, the corporation maintains a very effective collection service on a low schedule of fees with bonded attorneys at all important points.

Every lumber manufacturer in the United States should use the "Blue Book." It is the inalienable property of the National Lumber Manufacturers' Association.

COMPILING STATISTICS.

One of the prominent functions of a trade organization is to compile and distribute statistics. The National report of the cut and shipments of lumber now covers a greater volume of lumber movement than ever before. It includes one-third of the entire lumber production of the country, and, representing all sections and all woods, is a safe barometer of general conditions. The monthly production and shipment curves and summary of business conditions, published by the National, have very great value to every lumber manufacturer who will study them. Supplementing the monthly reports, which come from all the affiliated associations, the National has lately undertaken the publication of a weekly statistical chart, summarizing the production, shipment and orders of the Southern Pine, Western Pine and West Coast Associations, the only affiliated associations that at present secure weekly statistics. If the other associations will furnish similar reports, the weekly summary published by the National, will become a prompt and highly useful barometer of conditions in the lumber industry.

TRADE EXTENSION.

The Trade Extension department of the National is the newest department of the association, and should be the largest one. Its possibilities are limited only by the extent to which the lumbermen furnish funds for the promotion of their own business. The plan of organization, adopted at the meeting of the Forest Products Federation, in Chicago, February 24 and 25, 1915, proposed a fund of $200,000 a year for trade extension, and recommended the establishment of the Trade Extension department, when a minimum of $50,000 a year had been pledged. This amount was guaranteed on July 14, 1915, and the department formally organized. Some pledges to the fund have not been made good, and, so, despite a considerable number of subscriptions received since the organization of the department, its present reliable support consists of about $56,000 a year. At the very minimum, the lumber manufacturers and timber land owners of the United States should furnish $100,000 a year for national trade extension. Unless they do so, it cannot be considered that they believe seriously in the necessity for adopting modern means for the protection and extension of their markets.

Just by way of illustration, it may be mentioned that our most formidable competitor—the Portland Cement Association—has 225 employes and keeps 150 men (many of them engineers) on the road to see that cement is rightly used. The Trade Extension department of the National Lumber Manufacturers' Association does not even have the full time of one engineer in the Chicago office, let alone keeping an engineer or any one else constantly on the road to study the lumber market, help consumers and combat all kinds of unfair attacks upon our products.

VALUABLE PUBLICATIONS.

Notwithstanding the almost criminal lack of support for the Trade Extension department, it has been organized upon a sound basis, and has begun permanent work of great benefit to the lumber industry. One of the first efforts is to create a reliable series of reference literature upon the use of lumber for the architect, the engineer, the contractor and the builder. The "Engineering Bulletins" have been gladly received and used by architects and engineers everywhere, who have long wanted and been unable to get this kind of information upon how to use timber. The bulletins upon "Farm Structures" are having an enthusiastic reception from lumber dealers, farm papers and agricultural colleges. They fill a distinct gap in their field. The bulletin upon "Teachers' Cottages," published in co-operation with the United States Bureau of Education, has received literally hundreds of feet of favorable comment in newspapers all over the United States. It was given a page editorial in the "World's Work" for July, and many of the illustrations which our bulletin carried were reproduced in the "Ladies' Home Journal" for August. The building of new teachers' cottages can be directly traced to the influence of this publication.

BUILDING CODES.

There are 125 cities in the United States of more than 50,000 population, in scarcely one of which is the building code worked out upon the basis of a right and intelligent use of wood. In fact, in nearly all of them what little reference, if any, there is to wood is either incorrect or incomplete. These cities have been a big market for our products in the past. They will afford a very small market in the future unless we put the use of our material upon the same scientific basis as that of other materials, and actively participate in the framing of building codes to see that our products are given the consideration their merits warrant. Already the National Lumber Manufacturers' Association has been of material assistance to several cities in the revision of their building codes, but we cannot handle this question in any adequate way until we are able to keep a first-class engineer on this one job all the time.

FIRE-RETARDANTS.

Closely connected with the use of lumber, and especially within the fire limits of cities, is the

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question of making shingles more fire resistant. The elimination of shingles from many communities has been more hysterical than reasonable, due to an insidious cultivation of the idea that "wood burns" by interests which have much to gain through the prohibition of the use of wood. A large field of lumber and shingle consumption has already been lost in this way. Much more will be lost unless we begin at once to show, as we can conclusively, that the fire loss of the country is due very much more to carelessness, methods of construction and combustible contents than to the materials of construction themselves. Moreover, the small amount of preliminary work that we have been able to do in the testing of fire-resistant compounds for shingles and lumber must be greatly increased, and the results thereof given to the public, if we are to maintain the market, which, after all allowance is made for public safety, we are rightly entitled to.

There is no question but that practical and economical methods can be worked out for the making of the exteriors of wooden buildings reasonably fire resistant, but it takes money to do these things, and it is up to the lumbermen to supply the means of accomplishment.

EXHIBITS OF LUMBER AND PRODUCTS.

There is no field in which, for the amount of money invested, more can be done than in the preparation and proper display of exhibits of samples of lumber, of finished woods, of models of buildings, and of literature about lumber. In a small way we have tried this out during the past three months, with exhibits at twenty-two state fairs and industrial expositions. The attendance at these shows has been very large and the interest in our exhibits has been great at every place. No literature was given away anywhere to be glanced at and cast aside. People who had a real interest in lumber, or who wished to build, were given an opportunity to examine the publications of the National and of the affiliated associations, and to leave their names, addresses and occupations for the subsequent mailing of such literature as they indicated they were especially interested in. Handled in this conservative way, our exhibits have brought in cards carrying the names of some 3,000 individuals of the character indicated, with a request for some 28,000 publications dealing with the various uses of lumber.

Work of this character should be standardized and extended until it covers every important fair and exposition in the United States where industrial exhibits are permitted.

NEWS SERVICE.

For the last nine months the National Lumber Manufacturers' Association has been furnishing a weekly news service to many of the more important newspapers throughout the United States. There has been no attempt in this service to cover up anything, or to put anything over for the lumberman. It has been simply straightforward news, briefly told, in interesting fashion. The service has been helpful to the papers and of value to the readers. What we have done demonstrates that the papers of the country are not necessarily prejudiced against the lumber industry, but that they have often printed detrimental items about the industry because no one took the trouble to furnish them with the facts.

RETAIL CO-OPERATION.

One of the most important lines of work of the Trade Extension department consists of co-operation with retailers. The retail yard dealer is the man who distributes the bulk of our product to the invidual consumer. In many ways he knows more about the consumers' needs and prejudices than we do. It is highly important that in every possible way we furnish information and service to the retailer that will help him sell our material to the farmer, the contractor, the engineer, and to everyone who has need for a shingle or a board.

We put a man on the road for a short time, who visited many of the principal retailers in the smaller towns of Indiana and Iowa, the purpose being to get the retailer's point of view; to find out exactly what his problems are, and what his attitude is toward both the consumer and toward the lumber manufacturer. The conclusions from this investigation are that often and in many ways the retailer has gone ahead of the lumber manufacturer in the adoption of modern methods of merchandising. We have nothing to gain by throwing bricks at the retailer. We will lose greatly unless we co-operate with him and make it easy for him to sell our products. Co-operation, which in a limited way we are so far able to offer to the retail dealers, consists of our bulletins upon "Farm Structures," of a series of small leaflets, suggesting particular opportunities for increasing lumber sales, and of a few short cartoon films for use in local moving picture theaters. These have been supplied free of charge. In addition, we are now in shape to offer to the dealers, at cost, models of the principal types of farm buildings, finished panels of the leading commercial woods and racks for the display of literature.

A carefully selected mailing list of some 25,000 retailers has been compiled, and is being put upon addressograph plates, in addition to which a "booster" list has been separately worked out of particularly live dealers who are most interested in trade extension, and whose efforts, freely supplied, will be particularly helpful in promotion of the sale of lumber in their respective localities. These "boosters" have already asked for more than 100,000 copies of our bulletins on "Farm Structures."

IMMEDIATE PROBLEMS.

To sum up, here are some of the bigger things that demand immediate attention:

Comprehensive study of building codes and development of the model code.

Adequate representation and organization against anti-shingle legislation.

Further facilities for developing fire retardants and studying shingle roofs.

Representative to present wood construction to architects and engineers.

Series of lectures in engineering colleges and universities upon the use of wood.

Representation at Farmers' Institutes.

More representatives among retailers.

Expansion of moving picture service.

This is a very scant outline of some of the more important activities of the Trade Extension department. These activities can be extended indefinitely and helpfully if the lumbermen will only support their own business as they should.

WEST COAST ORDER FILE.

The weekly report of the West Coast Lumbermen's Association, giving the orders accepted, the shipments and the unfilled orders at the close of the week ended November 11, is the total of reports compiled from 124 mills. The report shows for the rail trade as follows:

	Cars
Unshipped orders Nov. 4	10,010
Orders accepted to Nov. 11	2,002
Total	12,012
Orders shipped during week	1,584
Balance orders unshipped Nov. 11	10,428

This shows an increase during the week of unfilled orders of 418 cars. During the week the rail orders exceeded the shipments by 10,450,000 feet, or 20.88 percent.

The cargo trade makes the following showing:

	Domestic— Feet	Export— Feet
Unshipped orders week Nov. 4	59,101,569	50,734,186
Orders accepted week Nov. 11	7,820,543	4,726,300
Totals	66,922,112	55,460,486
Shipments week ending Nov. 11	8,922,364	5,020,374
Balance unshipped orders	57,999,748	50,440,112

The water shipments exceeded the cargo orders 1,395,895 feet, or 10.01 percent.

SOUTHERN PINE TRADE BAROMETER.

The weekly trade barometer of the Southern Pine Association for the week ended Friday, November 17, was published November 20 and received in Chicago November 22. The report was compiled from figures from 153 mills or seven mills less than the figures tabulated the previous week. These mills reported as follows:

	Cars	Feet
Orders on hand	28,485	603,084,420
Orders received during week	4,344	91,971,168
Total	32,829	695,055,588
Shipments during week	3,667	77,637,724
Balance orders on hand	29,162	617,417,864

The figures show that in the last two weeks the total unfilled orders increased 1,800 cars or 37,000,000 feet, in round numbers. The report shows that the orders were in excess of the production during the week 1,429,408 feet, or 1.58 percent; that the orders exceeded the shipments for the week 14,333,444 feet or 86.46 percent; and that the shipments exceeded the production 12,904,036 feet, or 14.25 percent.

The report of orders, shipments and unfilled orders for each week during September and October and up to the third week of November are as follows:

Week Ended	Mills Reporting	Average Orders Feet	Average Shipments Feet	Total Unfilled Cars
Sept. 1	152	625,570	610,499	19,962
Sept. 8	157	538,353	565,145	23,284
Sept. 15	164	669,579	606,197	24,122
Sept. 22	168	671,331	558,540	24,539
Sept. 29	153	641,717	522,626	24,242
Oct. 6	160	514,549	435,300	24,409
Oct. 13	152	636,911	509,140	26,196
Oct. 20	157	524,657	477,058	26,978
Oct. 27	159	524,696	521,244	27,304
Nov. 3	151	639,032	528,589	27,368
Nov. 10	160	569,178	491,203	27,994
Nov. 17	153	601,119	507,436	29,162

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Observations in the Realm of the Retailer

A Seven Room House to Cost About $3,500

A SERIES OF ARCHITECTURAL DESIGNS OF HOUSES PLANNED TO BE BUILT OF ARKANSAS SOFT PINE.

Recently the Arkansas Soft Pine Bureau issued through the medium of the press of the American Lithograph Co., one of the most beautiful architectural books which has ever been given out to the lumber trade of America, entitled "NOT A HOUSE BUT A HOME," and containing a number of house plans designed by the well-known architect, Aymar Embury II, of New York.

Through the courtesy of R. H. Brooks, who has charge of the advertising of the Bureau, we have secured the privilege of republishing these designs in the LUMBER WORLD REVIEW, and we are running them in our general department, "Observations in the Realm of the Retailer," believing that if there is one thing in which all retail lumbermen MUST be interested it is in SUCH a series of PLANS, and we want to suggest that every retail lumberman who receives the LUMBER WORLD REVIEW file away the copies which contain these plans.

We do not know whether "Not a House But a Home" is out of print or not, but it probably is; and if that be true this may be the only opportunity there is to secure these etchings of the house plans.

EDITOR.

There is probably no type of roof better adapted to a small house than the so-called "Dutch" or "gambrel" roof which has been used in the design of this house. It automatically gives a low appearance to the building, and at the same time reduces the size of the second story very slightly, because the lower slope of the roof is so steep. The house is not very much larger than the six-room house shown October 10, but is very much better arranged, because the entrance is at the side of the long front, instead of being at the corner, and a really large living-room, good-sized dining-room, and a very fair kitchen and pantry are obtained on the first floor, and four excellent bedrooms with good closets on the second. Probably of all the houses we have shown in this series, there is none of greater all-around excellence, when one considers plan, cost and appearance.

The house is intended to be plastered throughout, and trimmed with a base and picture mold in all the principal rooms. For a maximum effect in the interior, the floors should be stained very dark on the first floor, waxed and polished. The colors of the house which are thought most appropriate to the design are white with brown or grey roof and green blinds. The decorative treatment of the front is inexpensive, but effective.

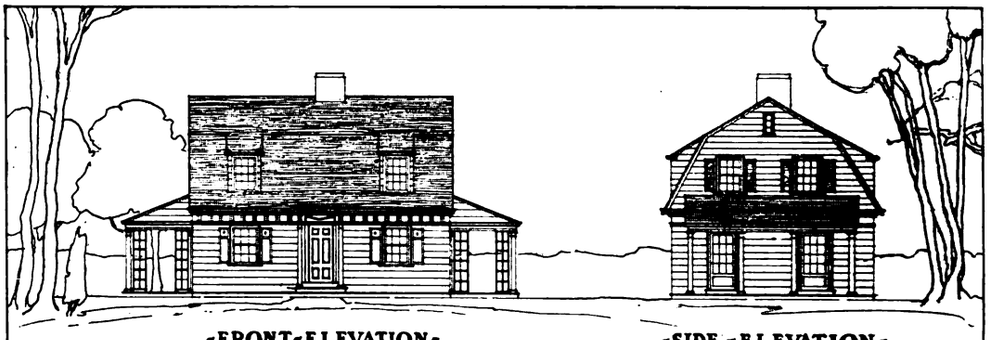
There will be a cellar the full size of the building, with a heating plant placed therein, and with a considerable amount of attic space over the second story, which will make the house cool, and give ample storage. The attic space could be reached as in the previous case, either by a folding staircase or by a ladder or scuttle.

TABLE OF CARPENTER MATERIAL.

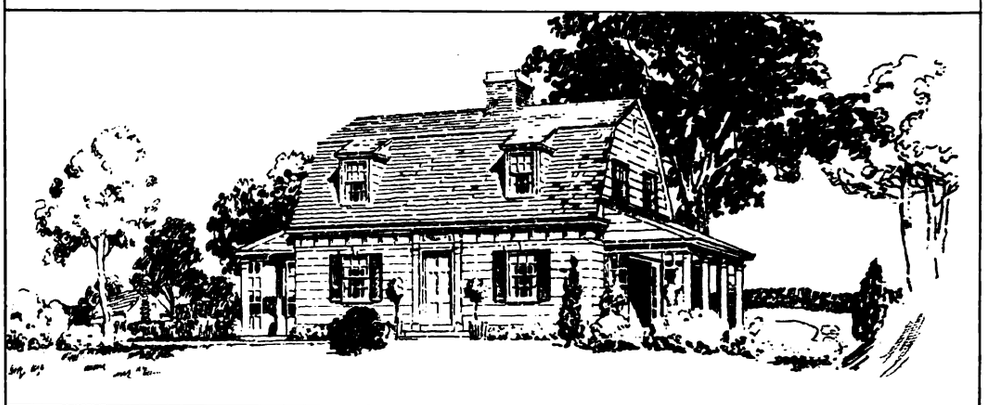
NOTE—All amounts given do not allow for waste. Where there is doubt about widths of material the areas to be covered are given in square feet. Trim should be allowed for both sides of all openings.

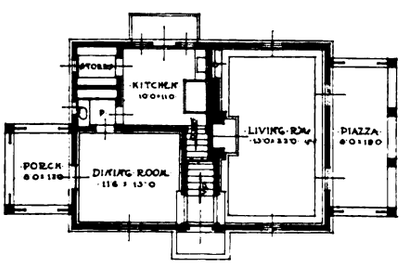
Lumber.

*Framing (joists, studs, etc.)	9,000 ft. B.M.
*Sheathing, rough floor, etc.	3,822 sq. ft.
Wall shingles	4,000
*Shingle strips	3,024 lin. ft.

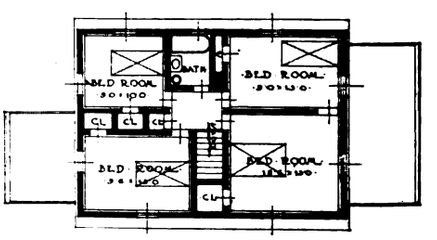


-FRONT-ELEVATION- -SIDE-ELEVATION-





-FIRST-FLOOR-PLAN-



-SECOND-FLOOR-PLAN-

Shingles for roofs	9,500
*Ceiling (porches)	264 sq. ft.
*Finish flooring	1,900 sq. ft.
*Porch flooring	285 sq. ft.

Millwork.

*Main cornice and frieze	85 lin. ft.
*Rake cornice	84 lin. ft.
*Dormer cornice	60 lin. ft.
*Water table	144 lin. ft.
*Piazza and porch columns, six, 7 in. x 7 in. x 7 ft. 6 in.	
*Piazza and porch pilasters, four, 2 in. x 7 in. x 7 ft. 6 in.	
*Piazza cornice	66 lin. ft.
*Piazza rake cornice	36 lin. ft.
*Lattice, eight pieces, 1 ft. 9 in. x 7 ft. 6 in.	
Windows, cellar	4
Windows, D. H.	14
Windows, casement (attic)	2
*Blinds, pairs	7
Doors, exterior, special trim	1
Doors, exterior, plain	3
Doors, interior	16
*Trimmed openings	3
*Base	475 lin. ft.
*Picture mold	350 lin. ft.
*Stairs, cellar, to second floor.	

Fitting Up.

Cellar partitions.	
Shelving, cellar and closets.	
Drainboards	2
Dresser	1
Mantel	1

**Materials noted with asterisk should be of Arkansas Soft Pine.*

SUMMARY ESTIMATE.

Excavation	$ 80.00
Mason Work	460.00
Plaster	295.00
Rough Carpenter Work	980.00

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Finish Carpenter Work	900.00	Plumbing	235.00		
Painting	215.00	Heating	235.00	Total	$3,500.00
Tin Work	45.00	Electric Work	55.00	*Drawings are to the scale of* $\frac{1}{8}$" = 1' 0".	

Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

Although the closed season in mill work is supposed to be at hand, the sash and door factories and distributing houses are scarcely aware of any falling off in the activity in their stock and odd work departments. Most of the distributing houses are supplied with sufficient orders to keep them busy until the holidays, if not beyond. Frequently there is a lull during and after the holiday season, but unless many orders that are now regularly booked are cancelled, there will be no serious let up in the sash and door activity, generally speaking, through the winter. Building operations have been heavy and much of the work started is now at the stage where the mill work is wanted for installation before frigid weather sets in. Stocks in retail yards are so low that when an order from a country customer is placed, the nearest wholesale house is called upon for urgent delivery of an equivalent order.

Permits taken out during October illustrate a more general activity in building operations over the country than was visible in September and are considerably heavier than a year ago in the corresponding month. This, however, can hardly be expected to keep up, for the northern building situation will doubtless quickly respond to the depressive influence of cold weather.

High prices of commodities, especially in foodstuffs and vegetables, have begun to alarm the consuming public. In many cases it is believed that the recent heavy increase in prices is unjustified and it is not unlikely that steps will be taken to correct discrepancies that are found. Lumber alone has scarcely advanced in price above the average of the last few years. Whatever advances have been made in lumber are due to the car shortage and not to any concerted movement on the part of producers, wholesalers or retailers.

Demand For Shop Lumber.

Owing to the continued scarcity of cars, delivery of shop lumber from both northern and western mills is seriously delayed and consequently anything that can be delivered promptly commands improved prices. The northern pine mills, according to their representatives in this territory, are supplied with orders beyond their ability to ship with any degree of promptness, and consequently there is a large unfilled requirement throughout the entire territory east of the Mississippi river for northern pine, especially in the shop and better grades. As far as the Inland Empire is concerned stocks of shop lumber there are in poor assortment and are not well filled, while the car shortage is always with them to restrict their deliveries. The California pine manufacturers are handicapped fully as much as, if not more than, their brethren in the other districts.

Little relief can be expected in the shop pine market until cars are more plentiful, or the lumber already manufactured is fit for shipment. Practically all of the northern pine mills and most of those in the west are closing down for the winter, so that the expectation that values will continue good during the next few months appears to be well founded.

Chicago Trade Observations.

Distributers in the Chicago market say that they are having all the business they can handle. Naturally they are not getting as many new orders as they were last month, but they were so well filled up prior to November 1 that they are doing very little worrying as to the immediate future. Meanwhile they are getting in a fair volume of new orders and the inquiries still keep coming along. It must be remembered that Chicago distributers cater to a country-wide trade and that their business is not necessarily circumscribed by the advent of cold weather in the north. The prospects seem excellent at this writing for sufficient work to keep the factories busily occupied through the holidays.

Demand from the immediate Chicago territory is reported to be gradually lessening and it seems more than likely that this will ultimately mean a falling off from the present activity. Odd work predominates in the inquiries and orders, and the sash and door men are loaded up with an immense amount of this class of business. At the same time the Chicago dealers report that they are having a good demand from the surrounding territory for stock items, although not necessarily in large individual orders. Some car load trade is reported, but this is not expected to make much of a showing before the latter half of December. Discounts are firm at the quotations in effect October 1.

The Market For Window Glass.

There is no appreciable change from the tense situation which has existed in the window glass market since last spring. The hand and machine factories have both been in operation for thirty days and have not been able to make much impression in keeping up with the demand, stocks having been nearly exhausted and badly broken before the fall fires were started. The only indication of relief is that the consuming demand is naturally receding at this season, while the volume of manufactured products is increasing and most likely in the near future there will be a point where these two elements will be equalized. Meanwhile there is no evidence of a weakening in prices, which are held at the figures prevailing last month. In fact there is reported a possible 10 percent advance in the near future. Owing to a failure in the natural gas supply, many glass factories were forced to close down during the recent cold weather and much apprehension exists in regard to the future.

Conditions at the Door Factories.

Reports from the large stock factories of Wisconsin and the Mississippi valley are all favorable, indicating a splendid volume of business and unavoidable delay in making deliveries, owing to the pressure of urgent requirements. Some of the factory operators say that they have enough work on hand to keep them going without difficulty and at full capacity until the inventory period around the holidays, with a considerable quantity of orders left over for later attention. Some difficulty is experienced on getting forward supplies of raw material because of the car shortage. The output of veneered doors is unusually heavy and the demand is persistent. Some inquiries for car load lots are in evidence, but the bulk of the car load trade is not expected until next month. Lately a large demand for storm sash and storm doors has been developing at all northern factory points and from present prospects this is likely to be a very important factor during the next few weeks.

A Large Sash and Door Meeting.

There was a well attended meeting of sash and door distributers from all over the country at the Congress hotel in this city on Friday, November 10, at which, it is said, the subject of cost accounting was chiefly discussed. Among the out of town manufacturers and wholesalers here were J. A. Cheyne, of the Pennsylvania Door & Sash Co., Pittsburgh; Fred W. Rockwell, of the same company, Philadelphia; Ward Jackson, of the Whitmer & Jackson Co., Cleveland; William Lothman, of the Foster-Lothman Mills, Oshkosh, Wis., and St. Louis, Mo.; Harry G. Gould, of the Gould Manufacturing Co., Oshkosh, Wis.; J. G. Morris, of the R. McMillen Co., Oshkosh, Wis.; C. L. Barnett, of the Collier-Barnett Co., Cleveland, O.; C. O. Rogers, of the Adams-Rogers Co., Indianapolis, Ind.; E. J. Bergk, of Curtis Bros. & Co., Clinton, Iowa; A. A. Carson, Detroit, Mich.; E. G. Curtis, Detroit, Mich.; C. B. Towle, Curtis, Towle & Paine Co., Lincoln, Neb.; J. A. Loetscher, Farley & Loetscher Manufacturing Co., Dubuque, Ia.; Arthur Rabe, Commercial Sash & Door Co., Pittsburgh, Pa.; A. R. Teachout, A. Teachout Co., Cleveland, O.; B. J. Throop, Throop-Martin Co., Columbus, O.; Albert J. Phinney, Iroquois Door Co., Buffalo, N. Y.; George H. Kelly, Adams-Kelly Co., Omaha, Neb.; M. B. Copeland, M. A. Disbrow & Co., Omaha, Neb.; H. H. Strasburger, Radford & Wright Co., Duluth, Minn.; A. J. Siegel, Huttig Sash & Door Co., St. Louis, Mo.; F. J. Moss, American Sash & Door Co., Kansas City, Mo.; Mr. Lee, Greer-Wilkinson Co., Indianapolis, Ind.; Allan A. Smith, Goodsell Manufacturing Co., Toledo, O.; J. M. Farrell, Goshen Sash & Door Co., Goshen, Ind.; L. J. Bardwell, Bardwell-Robinson Co., Minneapolis, Minn.; W. L. Roach, Roach & Musser Sash & Door Co., Muscatine, Ia., and others.

Action was taken in the appointment of a committee on trade relations, to which will be assigned the somewhat onerous task of developing a cost accounting system that will be adaptable to the entire industry. This committee will also have in hand other work of particular moment to the trade. The meeting was addressed by Gen. L. C. Boyle, of Kansas City, Mo., on the general subject of getting together on some common basis of co-operation and especially with regard to the attitude of the Federal Trade Commission toward the lumber interests and the efforts to improve their condition.

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THE DOWNMAN COMMITTEE'S TOUR

Distinguished Eastern Lumbermen, Representing National Lumber Manufacturers' Association, Warmly Welcomed by Inland Empire and Coast Manufacturers —Interests of National Body Vastly Promoted—Remarkable Addresses by Messrs. Downman, Keith, Goodman and Turnbull

By the time the presses are roaring on the November 25 issue of the LUMBER WORLD REVIEW on the night of November 24, there will have terminated at San Francisco, California—provided the program is carried out as now understood—the most remarkable series of meetings ever held in the lumber world looking towards the promotion of wood in the impersonal.

We refer to the tour just finished by R. H. Downman, president of the National Lumber Manufacturers' Association; A. R. Turnbull, president of the North Carolina Pine Association; R. B. Goodman, former president of the Northern Hemlock & Hardwood Manufacturer' Association; Charles S. Keith, president of the Southern Pine Association; F. E. Weyerhaeuser, of St. Paul, Minn., and Warren R. Bullock.

This invasion of the West by the East has been in contemplation by Mr. Downman and associates of the National Lumber Manufacturers' Association since the period of the classification meeting held in Chicago last summer and was originally suggested by Captain E. A. Selfridge, jr., of Willits and San Francisco, Cal.

The first thought was to make up a party of practically the entire directorate and all the important committees of the National Lumber Manufacturers' Association and an endeavor was made by Mr. Downman to bring that about.

At one time twelve or fifteen people had definitely promised to make the journey, but in the end the party narrowed down to those mentioned above, which may have seemed discouraging at first, but which should not now be considered an element of discouragement since the accomplishment of the journey that has just been completed.

It has been the privilege of the editor of the LUMBER WORLD REVIEW to make this journey with Mr. Downman and party and to have attended all but two sessions of the various meetings that have been held; so we may claim to have had at least an opportunity to judge at first hand of the value of this excursion and qualified to make what may be considered to be some very remarkable utterances, in that department of this publication where the editor "Looks Towards the East and to the Sunrise."

In writing of this event in the so-called running story following, we are going to do it in the nature of a review, rather than to print every little detail of who said things and how they said them; but rather to give an idea of what the various conferences spelled in total.

The sessions of the meetings which will be referred to as having occurred at Spokane will contain shortened forms of Charles S. Keith's paper and R. B. Goodman's paper, and of course these papers will not be again printed, but only referred to casually in the details which follow.

These two reports are a little the most formidable, exhaustive and radical and yet logical revelations that have come to the ears of lumbermen in this day and time and if they were printed in full would easily fill an entire issue of the LUMBER WORLD REVIEW.

THE FIRST SESSION AT SPOKANE.

The party arrived at Spokane over the Northern Pacific "Great Big Baked Potato Route" at 9:30 o'clock on the morning of November 13, went to the Hotel Davenport and in a few minutes thereafter the called meeting of the Western Pine Manufacturers' Association, which numbered about forty members in attendance, was drawn up to attention in the Elizabethan room of the Hotel Davenport to listen attentively to what the eastern and southern and northern lumbermen had to say to them.

After the preliminaries had been accomplished, R. H. Downman read his story of all and various accomplishments of the National Lumber Manufacturers' Association, being really a history of that body from its inception.

This document was listened to with a great deal of attention and gave a great deal of light to the Western Pine Manufacturers' Association membership.

Although the document was formidable in length we consider it of enough importance to every lumber manufacturer of the United States to print it in full in another part of this publication, with the hope that all of the people in lumber who really want to know something about the activities of the National Lumber Manufacturers' Association will read it through from beginning to end, and then, appreciating the unselfish devotion to the trade that Mr. Downman has shown, that each and every one of them will write a letter to Mr. Downman thanking him for his great work.

That would be the least the trade could do in appreciation.

Following the reading of Mr. Downman's paper, he was asked a great many questions by a very much interested audience but these queries and impromptu talks will not be made a part of this story, inasmuch as they were of a more or less intimate nature and only served to enlighten the hearers on the subject of Mr. Downman's statements, which any reader can accomplish for himself by turning to another portion of our publication and reading the Downman paper.

Those in attendance at the meeting seemed to be especially impressed with Chas. S. Keith's revelations in regard to the amount of money—some $400,000—which his association—the Southern Pine Association—had collected and will have utilized in 1917. Mr. Keith explained also that their appropriation was automatically to be increased each six months in $60,000 sums.

Following Mr. Downman's paper, R. B. Goodman read his formidable document on "The Outlook for Western Timber," a short form of which we print herewith, including an etching of one of the diagrams which Mr. Goodman exhibited in order to—in a simple way—throw light on the text of the paper.

Mr. Goodman's opinion of this diagram—"This chart represents the regional production of lumber from 1880 to 1915 as compiled by the Forest Service and from 1915 to 1940 on forecast based on a study of future production in the southern states by Charles S. Keith, and a continuation of the decline in production for the northern states already in evidence. The dash and dotted lines show how future prosperity or ruin to the timber owners of the west is dependent upon the success or failure of co-operation, effort to develop domestic and foreign markets for lumber"—has ALSO been printed as underlines beneath the etching of the chart referred to.

We submit the text of Mr. Goodman's paper in a shortened form without further comment:

THE FUTURE OF WESTERN TIMBER. REGIONAL AND NATIONAL CO-OPERATION WITH INDIVIDUAL PARTICIPATION WILL ASSURE SUCCESS.

By R. B. Goodman.

In the east we use the general term lumber industry as inclusive of the owning and carrying of timber. The timber that is held for lumber manufacture is either in the hands of men or corporations who are already operating mills, or planning to do so, or it is held by small owners, who bank on a known mill demand. It is customary with many operators in the east to charge the taxes and supervision on their timber against the stumpage; in some cases also the interest on the cost of their timber, especially the actual interest on loans made in its acquiring. In such cases the advancing cost of stumpage each year makes a continually higher stumpage charge against operating expenses. The wisdom of this kind of accounting has been questioned, especially in view of the uncertainty as to further advances in the price of lumber. Other than as a matter of distributing fixed charges, however, the carrying of timber is not a serious problem with the lumber industry in the northern and southern states.

CARRYING CHARGES.

The question has been raised that the interest on the cost, the taxes and the supervision of this timber creates an annual charge that must be met year after year, until the timber is cut, and the interest on these annual charges must likewise await payment till the timber is cut; hence the compounding of these charges, and, therefore, the astonishing but most reasonable conclusion that timber worth $2 a thousand today carried at 8 percent for interest, taxes and supervision, will aggregate a total investment of $93.80 in fifty years.

This is interesting, but nothing to be alarmed about. It is based on the unfortunate habit some of us have in insisting on counting chickens before they are hatched. Timber is just simply a natural resource. Lumber, lumber uses, lumber prices, are man made. The lumber industry is the process of liquidating the timber. Whether the price of lumber yields 50 cents, or whether it yields $5 a thousand on the timber cut, depends more on the men behind the tree than on the tree itself. While the man who buys trees to sell at some future date is not a manufacturer or an operator (except to the extent of his work in protecting his forests) he is also a legitimate enterpriser. The old idea that timber possessed an inherent destiny by virtue of which it can reap an automatic profit for its owner has passed.

TIMBER OWNERS SHOULD AID.

If the timber owner wants a profit it is up to him to do what he can to assist the lumber industry to develop that profit. We have no sympathy for the timber owner who spends his winters in Palm Beach and his summers in Maine, and says to Mr. Downman: "I'm not interested in trade extension. I'm not manufacturing any lumber." This is now an almost extinct type, however. The timber owners are just as keen as any other class of lumbermen today to do their share, when they are brought to a proper realization of the conditions affecting the industry.

THE FORESTS OF THE WEST.

Counting Montana and Idaho with California, Oregon and Washington, we have exactly one-half of the standing timber in the United States. Some two-fifths is under governmental and state ownership; the remaining three-fifths is under private ownership. Of this privately owned timber, 80 percent is in the possession of timber owners owning in excess of 60,000,000 feet, and 20 percent in the hands of farmers and settlers, owning less than 60,000,000 feet. In the former class there are 1,802 individual timber owners, according to the report of the old commissioner of corporations. These 1,802 owners are largely corporations, in some cases corporations with several thousand stockholders. These owners and these stockholders live in all parts of the country, and have it in their power, the commissioner's report states, to materially affect conditions in the lumber industry. This certainly is true, and this is largely why there is a real hope for future prosperity in the industry.

DEFICIT IN MANUFACTURING.

E. T. Allen, in his brief to the Federal Trade Commission, shows by authentic figures that the total cut of Douglas fir of western Washington and Oregon, amounting to over 5,500,000,000 feet, did not fetch the industry enough in excess of the actual cost of production to pay the taxes and the cost of fire protection in the plants and timber, and nothing for the tree itself. The figures are interesting. The realization at mill averaged $13 a thousand; the cost of production was $11.05 a thousand; the margin was $1.95 a thousand.

This amount into 5,500,000,000 feet is not quite $11,000,000, while the taxes on privately owned timber, logging plants and sawmills were nearly $6,000,000, and with the fire protection more than $6,000,000. This was for 1913. Conditions are no better in 1916. Facing this situation as more or less true of all privately owned timber west of the Rockies, we have the serious question: If timber cut will not carry the taxes and protect from fire the supply of standing timber, will the increased

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cut and increased value do so in the future, and then leave an ultimate margin for the tree itself? I believe it will.

THE TREND OF LUMBER PRODUCTION.

The consumption of lumber has not increased. According to the Forest Service it reached its maximum in 1909, at around 44,500,000,000 feet, and has been decreasing ever since to around 37,000,000,000 feet in 1915. Your rate of cutting has slightly increased, but only slightly, during this period. Your taxes and cost of production have increased more than the prices you obtain for your product. It is a most gloomy picture.

We find that for thirty—possibly for sixty—years prior to 1907 the advancing price of lumber covered amply the burden of carrying the timber. During the past ten years prices for lumber have remained practically stationary; the costs of production have increased and the consumption has decreased. A study of changes in our national industrial life that have taken place during this period show much that is disastrous to the prospects of the lumber industry. These changed conditions may be briefly summarized:

First—The change from rural to urban population, with its attendant decrease per capita in consumption of lumber.

Second—The enormous promotion of substitute building materials, beginning with wire fencing and cement sidewalks and ending with steel and reinforced concrete buildings and paper boxes.

Third—Changes in marketing methods that the lumbermen have failed to keep abreast with, more particularly the guarantee to the consumer, in one form or another, of the qualities of the article which he buys, the safe stresses of steel beams, the accurate chemical formula of steel, the definite guarantee tests of branded cement, the trade-mark and guarantee back of the trade-mark on almost every material coming into competition with lumber.

Fourth—The widely separated small units of the lumber industry, which made trade extension and reasonable market regulation impossible.

Fifth—The campaign of fireproof building material manufacturers against wood, their common enemy.

All of these factors and many more are responsible for the public disfavor of wood and its decreased consumption.

As to our failure in marketing methods, I do not need at this time to more than point out that there has been in the last two years an enormous awakening on this subject in the industry, and the conditions of marketing lumber and promoting its use are being placed on the same plane as its competitors.

DIFFERENCES OF OPINION.

There are many lumbermen in our industry who do not believe in lumber. They did once, or they would not be in the industry, but they are easily discouraged as to the future, because they lost their faith in wood. The arguments, advertising and educational campaigns of our competitors have more or less convinced them. I have talked with numbers of these lumbermen, and they tell me that the total production of lumber is permanently on the decline.

There are also in the lumber industry men of far vision, men of unshaken faith in lumber, men of untiring energy, who tell me that the consumption of lumber cannot only be maintained at its present rate, but that domestic and foreign markets can be added to and cultivated and built up by co-operative methods, and that the work now under way within the industry will soon be developed on so extensive a scale that we may count on increasing our total production of lumber at least half a billion feet annually.

LUMBER PRICES AND MILL REALIZATIONS.

Of equal importance with the amount of lumber produced, is the trend of lumber prices to be received by the manufacturer in the future. I cannot impress too strongly the doctrine that lumber prices (and I am now talking of lumber as a building material and as a utility, not of lumber in the fine arts for interior trim and furniture), will not relatively advance in the future. There will be fluctuations, and there will be the fictitious appearance of higher prices over periods when the purchasing value of money is below normal, as it is at the present time. But the sine qua non of future prosperity in the lumber industry is cheap lumber. Without cheap lumber our marketing campaigns will fail. To increase the cost of lumber to the consumer is to invite him to purchase a substitute. There is the old saying: "You cannot eat your cake and have it."

Next to regional and national trade extension, I believe that the question of reasonably regulating production of lumber is the most important problem for the lumber industry to solve, and certainly the one whose solution will bring most immediate benefit. It is, however, a problem that goes to the basic principles of our economic fabric—a problem that cannot be solved without national co-operation on the part of lumbermen; without legislation that can only be obtained by a campaign of education that will mold public sentiment. No regional association can do this single-handed. Never before in the history of American business has our national government offered the machinery for developing wise economic business legislation that we possess today in the Federal Trade Commission.

INCREASED CONFIDENCE.

We have gone through the experience of cut throat competition, unbridled individualism and its disasters in all of the producing regions. In the days of unbridled individualism, cypress brought $8 a thousand mill realization. That was when every cypress manufacturer was fighting his own battles, and doing his own advertising. The manufacturers of gum learned the same lesson and manufacturers of hemlock in Wisconsin and upper

R. B. GOODMAN, OF GOODMAN, WIS.

Michigan have learned this lesson. The southern pine field is too vast in extent to be able to say that the co-operative spirit has thoroughly permeated all of it. It is the conclusion that the manufacturers of "Rite-Grade" shingles have reached; the manufacturers of maple flooring and the manufacturers of oak flooring have seen its wisdom; the manufacturers of fir lumber and of redwood—in fact, almost every species of lumber is now becoming the center of a group of manufacturers who have sufficient confidence in each other to compare costs and selling prices and keep each other informed as to market conditions, with the result that all of these manufacturers get more for their product at the mill than they formerly did, without increasing its cost to the ultimate consumer.

But this principle can be carried still further. That same co-operation that is profitable for the competitive manufacturers of lumber in each region is even more profitable when applied to the lumber industry as a whole. The National association is not yet sufficiently developed to undertake such a national co-operation as between competitive regions. In spite of all our development in co-operation, the great central and eastern consuming territory is bitterly competitive. The various association secretaries brag of having building specifications altered so that hemlock lumber is used instead of North Carolina pine, or that Arkansas pine is used instead of Douglas fir. I have even seen advertisements of a certain species of lumber in which "other kinds of lumber" was represented by a seedy looking individual, outside of the gate, and the prosperous gentleman inside the gate, where all the lumber was being used, was labeled a particular kind of pine. Of course, this, to a certain extent, is only human nature. We have gone a long ways in being trustful enough to co-operate with our immediate competitors. We have a long ways yet to go, even in this, and there are still enough untrustful, non-co-operative competitors in every region to upset the milk.

DIVISION OF TERRITORY.

I am a firm believer in the theory of a natural division of consuming territory for certain kinds and certain grades of lumber. Certain other species and certain grades of all species have a national market; but the lower grades and the rough building grades are so largely interchangeable in use that for these kinds of lumber to be shipped in opposite directions on the same railroad is an economical waste, for which the mill and the tree have to pay. One cent a hundred pounds saving in freight on 25,000,000,000 feet amounts to $5,000,000 a year to the industry. Other industries have this problem worked to a nicety. I do not believe you will ever find two carloads of salt passing each other in opposite directions. This is but one example of the gain through greater regional co-operation.

Some change in the organization of our National association may be required to facilitate this building up of mutual confidence between the widely separated individuals of the industry; but when this higher development of co-operation is reached we will have a new lumber industry, in which the owners of the trees and the manufacturers of lumber will get the return for their risk and for their skill, and for the real value of their natural resources.

ADVANTAGES OF WATER TRANSPORTATION.

One of the great lumber consuming markets is centered in Chicago. The shores of the great lakes add other great consuming centers, especially for low grade lumber. Under normal conditions we learn from the Forest Service ("The Wood Using Industries of Illinois," by R. E. Simmons) that timber seeks this market from Kentucky, Tennessee and West Virginia; the yellow pine, cypress and hardwoods of the southern states, the pines of Wisconsin and Minnesota. Lake Michigan, with its connections with the lakes, offers navigation for the forests of the lake states, and even those of western Canada. Here is the market we are all trying to get in on, and here are the great lakes furnishing unsurpassed navigation for the forests of Canada, even those of western Canada. The Forest Service gives us this information without comment. Then Mr. Hines, in his statement at Chicago, July 20, says: "The average cost of transporting lumber from the chief Canadian producing regions tributary to the great lakes, to the great manufacturing and distributing markets—Chicago, Bay City, Detroit, Toledo, Cleveland, Buffalo, Tonawanda and New York—is about $2 a thousand. From Minnesota and Wisconsin to these cities $5.50 to $6 a thousand. From the southern states the rate to Chicago is 25 cents, to Buffalo approximately 32 cents, or an average of $8.50 a thousand. From the Inland Empire to Chicago, 42 cents; Buffalo, 55 cents, or an average of $12.50 a thousand. All, as compared with $2 a thousand from Canada on kinds of lumber suitable for identically the same uses."

We are all concerned about this, but the task is so large we hesitate before it. The task is nothing more nor less than a national campaign of education. The hearings before the Federal Trade Commission have been the beginning of this campaign. We haven't reached one lumberman in fifty with this work. We haven't reached one timber owner in a hundred, but we have yet to reach all the lumbermen, all the timber owners, all the million of men who labor in the industry, all the people who use lumber. We must show all these people that what is for industrial prosperity is for national prosperity, and that one of the big determining factors of industrial prosperity in normal times is the prosperity of the lumber industry.

GOOD MARGINS TO WORK ON.

While, as I said at the beginning of this subject, lumber prices are not going to advance, I believe that it is evident, from what has been said, that there is an encouraging margin to work on between the manufacturer and the consumer.

1. Better marketing, through large units or selling agencies, direct from the manufacturer to the

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retailer. Graded and guaranteed products manufactured intelligently to meet the consumers' needs.

2. Reasonable regulation of production.

3. The development and growth of markets nearer the mill.

4. The increasing world demand.

5. The development of enlightened public opinion, that will bring about still further governmental constructive aid in protecting our home markets, and a mercantile marine, and a foreign policy that will enable the American lumber industry to compete in foreign countries with the producers of lumber in other nations.

All this means our getting more for our lumber and more for our tree. Nothing in the solution of these problems carries any additional burden to the ultimate consumer. And all the infinite detail involved in this general problem of the lumberman getting what belongs rightfully to him is work in which lumbermen must learn to join forces.

about seventy-five large mills, with a twenty-four-hour capacity of dry pulp of over 7,000,000 pounds, and these figures are three years old. It is safe to estimate a daily capacity at the present time of 10,000,000 pounds. The output of dry pulp for the year 1916 will approximate 60 percent of capacity, and its value will be about $50,000,000, or about double the value of the lumber produced in Wisconsin. About $2,000,000 of this goes to the timber owner, but the profit on the manufacture of pulp and the profit on the manufacture of paper goes to others. Our own lumbermen in the lake states could see nothing in the tree but lumber, and when they completed harvesting their crop of lumber they sold their slashings and put their money in western timber.

WOOD PULP AS PROFITABLE PRODUCT.

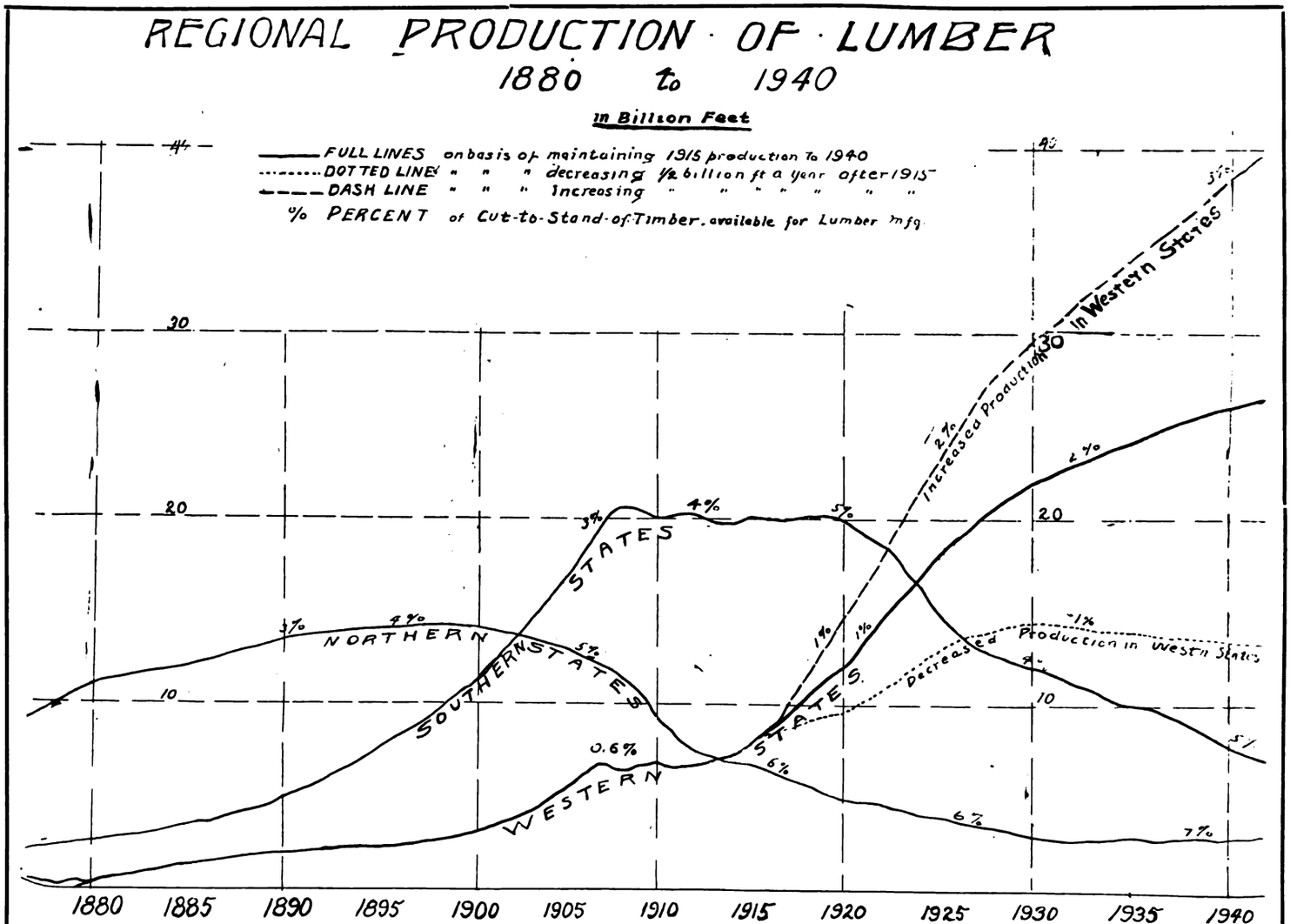
I look upon the paper pulp field as within the control of lumbermen and timber owners, and I

mill realization and decreased cost of production there is very much of a hopeful character, but that in each of these three fields we find that the satisfactory solution of the particular problems of the industry nearly all call for regional or national association effort.

The last few years have brought us generally to a realizing sense of the unfavorable conditions existing in the lumber industry. With prices for our product no longer advancing, with the consumption of lumber per capita decreasing from year to year, with taxes and manufacturing costs increasing, the outlook is discouraging—especially so here in the west, where the supply of standing timber in private hands extends further into the future. But, in spite of the situation in which we now find ourselves, I have faith in the outcome.

MR. GOODMAN TELLS OF CHANGE OF VIEWS.

Two years ago I was an extreme conservative in



THIS CHART REPRESENTS REGIONAL PRODUCTION OF LUMBER FROM 1880 TO 1915 AS COMPILED BY THE FOREST SERVICE AND FROM 1915 TO 1940 ON FORECAST BASED ON A STUDY OF FUTURE PRODUCTION IN THE SOUTHERN STATES BY CHAS. S. KEITH, AND A CONTINUATION OF THE DECLINE IN PRODUCTION FOR THE NORTHERN STATES ALREADY IN EVIDENCE. THE DASH AND DOTTED LINES SHOW HOW FUTURE PROSPERITY OR RUIN TO THE TIMBER OWNERS OF THE WEST IS DEPENDENT UPON THE SUCCESS OR FAILURE OF CO-OPERATIVE EFFORT TO DEVELOP DOMESTIC AND FOREIGN MARKETS FOR LUMBER.

TIMBER BY-PRODUCTS.

Nowhere in the whole of our outlook is there a more profitable field of endeavor than in the many promising uses that are being developed for the products of the forest other than lumber, or as we are accustomed to call them, the by-products of the lumber industry. The surprising feature of this recent development is that to a large extent lumbermen have been indifferent to it. Timber owners have given it little thought. But, on the one hand, a few earnest and scientific workers, men like Dr. Hermann von Schrenk, Howard F. Weiss, Dr. I. F. Acree, and others whose work have been so quietly done that we have not even heard their names, have found this line of work its own reward. And, on the other hand, almost unlimited capital is pushing into this field that lumbermen have neglected.

In the state of Wisconsin there are ten paper companies rated at over $1,000,000. There are

wish to point to our experience in Wisconsin again as a warning. The principal wood used for paper-making is spruce. The paper mills, through a collective buying agency, have paid for spruce pulp from $5.50 to $7.50 a cord during the past five years, leaving a margin for stumpage of from 50 cents to $2 a cord. During the present year the value of wood pulp has advanced from around $20 a ton to around $40 a ton, but the pulp buyers started talking $7.50 a cord for spruce pulpwood. This has since been raised to $10 a cord, or out of an advance of $20 a ton the pulp mills are giving the owner of the raw material $2.50.

The manufacture of wood pulp belongs to the timber owner and lumber industry. Closer regional and national co-operation will develop this profitable field.

CONFIDENCE IN THE INDUSTRY.

In considering the future of western timber it has shown that in increased production, increased

association work. I argued for cost accounting, efficient manufacture, the keeping of complete statistics of cut, shipment and prices; and when lumbermen began talking advertising campaigns and trade extension, I was with the objectors. I believed that these campaigns would stimulate the manufacture of lumber more than they would its use. The talk about substitutes never touched me. I used various kinds of patent roofing on the buildings we put up at Goodman, and slept peacefully at night in an iron bed.

They put me on the advisory committee of the Trade Extension department of the National association, and as I became familiar with the maiden efforts of this department I was not very enthusiastic. It seemed like going out into a field and shooting bird shot into the air, with the hope that some of the shots might hit a bird. But as this organization began to develop, as we began to get trained men, who were full of faith in the work they were doing, men like Mr. Sterling, Mr. Paul,

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Mr. Sackett and Dr. von Schrenk—writers like Warren Bullock—as these men began to develop definite projects, that even in immediate results more than paid their own way, I became open to conviction.

Then, when those roofs began to leak that I had covered with several thousand dollars' worth of patent roofing, of the best advertised brands, with the most imposing guarantees, and the more we painted them the more they leaked, until we were compelled to put real shingle roofs on these buildings, I began to realize the bunco in the substitute proposition. When I saw all this talk we had been putting out about "wood where wood is best," get under the skin of the iron bed maker, and if I wanted to get a new iron bed to sleep in, I would find the iron pipes beautifully grained to represent Circassian walnut or red birch—then I began to see the new light. Now I thoroughly believe that the one great thing that is up to us all, timber owners and makers of lumber, is to educate the public (including ourselves) that among the many kinds of good building material, wood has and always will have its proper, legitimate and economic place. This is a job that stands on its own feet. It pays big dividends on the money you invest in it, and, that, as Edward Hines has pointed out, is what your contributions to trade extension work are—not gifts, but sound business investments.

When in a few short years the attitude of the public, and the attitude of the executive departments of our government has changed from distrust and antagonism to confidence and constructive aid, when co-operation in national problems has accomplished results like these, how can any timber owner or lumber manufacturer withhold his support, his time, and his money from such work?

FAITH IN UNITED EFFORT.

I want in no way to underestimate the gravity of the situation in our industry, nor to claim that regional and national effort is a cure for the ills that beset us, but I do believe that when all these problems are met with the whole, united, combined strength and wisdom of the forest and lumber industry of the entire country, they will eventually be solved; and I do have faith in the men of the industry, in their wisdom, in their desire to co-operate and to give: and I do believe that out of this united effort will come a sustaining confidence that will enable us to leave to the next generation a soundly established industry and a properly safeguarded natural resource.

THE BANQUET AT SPOKANE.

Great is the power of social intercourse!

Toastmasters are born. B. H. Hornby is a toastmaster of the highest order. We are very sure he did not attempt to make a pun during the entire evening.

The banquet was spread in the Elizabethan room of the Hotel Davenport on one of Mr. Davenport's wonderful wide tables, unlike any other banquet table the writer has ever seen in the west—or in many places in the east, for that matter.

At least fifty people were present, all the visitors, and all the members of the Western Pine Manufacturers' Association in town—some fifty in number,—and it is a recorded fact that every man present but one stood on his feet and made a talk of some kind.

Mr. McGoldrick was asked to sing a song and did not—BUT—made a felicitous talk.

George S. Long, of Tacoma, was asked to sum up the situation as he saw it in regard to the relations of lumbermen. Mr. Long said that there was a community interest which could not be divided by the character of lumber each person manufactured as between the species of lumber and he made an impassioned appeal for the Western Pine Manufacturers' Association to fulfill every request and requirement of the visiting people from the east.

He said that Mr. Downman deserved credit in a way that few, if any, association officials had ever deserved and that Mr. Downman's attitude went farther than loyalty and duty and had become patriotism.

Mr. Long rather excused the average business man for his active devotion to such work as Mr. Downman was doing, and told the story of the man who excused himself from apparent dereliction in association duty by saying that he really had no leisure in his life, all of his home leisure being taken up in running to catch suburban trains.

The toastmaster said that a gentleman was present for whom he had been several times taken, much he thought, to his own credit, and introduced A. W. Laird.

Mr. Laird was sure that everybody who had taken part in the meetings of that morning and afternoon had been deeply impressed. He had thought that he himself knew something of the work being done but his mind had already been disabused of that idea, and he said he considered it the duty of every lumber manufacturer in the Inland Empire to bend his back to the burden and in some way divide the onerous tasks of his brothers in the east.

He felt that today and the one to follow were only a beginning and he could even now feel the atmosphere warming up toward the visitors.

Mr. Hornby introduced T. J. Humbird, with a play on words, and Mr. Humbird endorsed everything and everybody—everything that had been said at the meeting during the day, and all of the people who had said it. He said there was no difference in people who seemed opposed each to the other usually, except the viewpoint, and as he expected the gentlemen who were making the tour would both give and take in all their relations to the trade of the west—much good should come of the undertaking.

Mr. Hornby introduced a pioneer, E. F. Cartier Van Dissel, of Spokane, who had always felt that the south country was far away, but would not—AGAIN—have that feeling. He told the story of the man who swam a turbulent stream once over and back and once over again, and, who, having thought he had enough of the pastime, concluded to remain on the side opposite to where he left his

CHARLES S. KEITH, OF KANSAS CITY, MO.

clothes, having been greatly discommoded in swimming the cold stream. The man concluded, though, that it would be foolish for him to stand naked in the inclement weather on the side opposite his clothes, and, so, therefore, "took the plunge" back to "clothed comfort." Mr. Van Dissel wanted to know why the lumbermen should stand naked and unprotected, and why they should not take the advice of Mr. Keith's plan and "take the plunge" to comfort and definite protection.

Mr. Hornby introduced Harry Miller, of Kalispell, Mont., and Mr. Miller showed that Montana occupied a really peculiar position, not being, by virtue of its freight rate situation amenable to the conditions which surround other sections, but that nevertheless Montana would co-operate up to the fullest measure.

Mr. Hornby introduced E. B. Hazen, of Portland, who displayed a very keen knowledge of all of the ideas that had been suggested during the day, and showed that he, at least, had all along co-operated with the people of the east and south. He assured the people present that Portland would co-operate fully.

Mr. Hornby introduced Judge Flewelling, who said he never had thought there was any reason why the lumbermen should not have co-operated years ago for the foreign trade.

He hoped that the ghost of fear was about to down. All these government bureaus and government itself were for our service, and there was utterly no reason why there should be any hesitancy on the part of business men to use these bureaus and to use the government for their own purpose.

Mr. Downman was introduced, and told the story of how, with a consciousness of the fact that lumber was entitled to a place in any building material show, he talked of the late meeting of the Society Advocating Fire Elimination, held at Cleveland last winter, and how the lumber people—notably some of the eastern associations of the National Lumber Manufacturers' Association and the National Lumber Manufacturers' Association itself—had asked for space at this show, secured it, and absolutely walked off with the honors in this camp of their enemies.

Mr. Downman told of the organization of the Louisiana Red Cypress Co., which had been in operation for several years and had been organized with the full knowledge of the attorney general of the United States—which fact he considered very significant, indeed, and of great moment in considering the "New Co-operation" upon which the Chamber of Commerce of the United States of America has worked for so long.

Others who spoke were Huntington Taylor, Charles S. Keith, J. P. McGoldrick, E. T. Allen, W. C. Ufford, R. B. Goodman, Paul M. Lachmund, W. S. Rosenberry, of Rose Lake, Idaho; R. L. Wilson, of Deer Park, Wash.; A. R. Turnbull, L. S. Case, W. D. Humiston, of Potlatch, Idaho; B. A. Johnson, of Chicago, etc.

THE SECOND DAY AT SPOKANE.

The second day at Spokane began with the reading of a remarkable paper by Charles S. Keith, of which we are privileged to print a short form herewith:

THE NEW CO-OPERATION IN ORGANIZATION. BY CHARLES S. KEITH.

We are all in hopes that these meetings on the Pacific slope between lumbermen from other districts and you gentlemen of the coast will mark an epoch in the lumber industry and prove to be a turning point in the matter of organization and closer co-operation, not only among those engaged in each individual branch of our industry but among all branches of the industry, one with the other.

THE THREE ESSENTIALS.

In my judgment, the first necessary step toward the betterment of the industry is ORGANIZATION; the second is the PLAN OF ORGANIZATION, and the third is the DEGREE OF CO-OPERATION.

The Southern Pine Association feels that it has solved the question of organization, inasmuch as it has departed from the old system of voluntary association; its income has been assured and is a known factor and can be depended upon in planning for the work to be carried out. It feels that in its plan of operation it is working along correct lines, but it has taken only its first infantile step, and as we progress the association should develop further and closer co-operation. Its board of directors is gratified with the support which it has received from the association subscribers, but we have not yet had the degree of co-operation which we are so earnestly working to secure.

PROVINCES OF THE NATIONAL.

The National Lumber Manufacturers' Association is properly the forum upon which our interests can get together on matters of national concern, and matters of national legislation. Its efforts before the Federal Trade Commission, we think, will be crowned with success. We regret that we cannot report to-day that the issue before the commission is accomplished; we will have to depend upon the future to demonstrate whether it will be or not. We are rapidly approaching the period when the commission's report will be out with its recommendations, and we hope that those recommendations will be for remedial legislation so that we may be permitted to co-operate more closely than we have been able to do in the past.

The people of the east, the north and the south against whose shores the waves of prosecution under the trust acts first spent their force, are like children whose fingers have been burned by the fire, and this condition you gentlemen on the coast have not had to contend with. It has been my

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observation, in visiting this country, that the farther west one goes the broader appears to be the vision of men. I have often thought that this breadth of vision has been superinduced by your wide expanse of country, the great pioneer problems you have had before you, and the fact that your time has not been occupied with the petty things, the small things in life, but that you have been looking forward to the bigger and broader things of development and of enterprise, and this has left its mark upon your politicians as well as upon yourselves, individually, which has resulted in the fact that unwarranted activities of public officials have not been projected beyond the Rocky mountains.

CHANGE IN PUBLIC SENTIMENT.

Public sentiment has changed and the people now are beginning to realize that we had better have uncontrolled monopoly than unrestricted and destructive competition. This sentiment has expressed itself in many ways and particularly in the last two years in legislation, as an illustration of which we find that certain industries and certain peoples have been exempted from the effect of general anti-trust legislation; it has found expression in the shipping bill, where combinations legislation permitting co-operative agreements among all industries involving primary natural resources, which, with the force of public sentiment behind it, will probably be enacted into law. The question is, are we prepared to act upon it? Are we prepared to take advantage of this legislation when enacted into law? Will we give our loyal support to our organizations? Will we operate our business in the manner which the law may permit us to do, looking forward to the stabilization of the industry and the making of the same profitable instead of unprofitable under such conditions as have existed for the past ten years? What is the answer?

REFERENDUM ON CO-OPERATIVE AGREEMENTS.

I am bringing to you the message that the Chamber of Commerce of the United States of America will send out immediately a referendum on the subject of co-operative agreements among industries engaged in the conversion of primary natural resources into such forms as customarily first become available as commercial products, either as basic raw materials for other industries or for general utilization; that a committee of the Chamber of Commerce meeting with a committee of the American Federation of Labor jointly agreed to

I greatly doubt it. Taxes and interest are traveling faster than appreciation, and we are therefore confronted with the necessity of greater knowledge and better merchandising of our product. Can we merchandise our product individually with our present source of knowledge, which results in ignorant competition? I do not believe that we can. Each and every one of us must know what we are doing in order that we may act intelligently and we cannot know this without closer co-operation and without a better working out of accounting systems, distributing the average cost to the various items produced, establishing COST-LISTS instead of price-lists, agreeing upon the items which should be charged to costs, and the amounts that should be charged for each item such as stumpage, depreciation, improvements, betterments, and other items. These should be uniform; but can this be brought about except through closer co-operation?

We have the right to agree now on such items, and yet we are not exercising that right. We may be forced to do this very thing that we should do through action of the Federal Trade Commission in requiring that it should be done.

My thought is that if the proposition which we have in mind becomes enacted into law and we

Two Remarkable Reports of Western Association Committees

Below are two remarkable reports and, although tentative and the action of mass meetings of the Western Pine Manufacturers' Association and the West Coast Lumbermen's Association, they indicate a wonderful step forward in association work in the Inland Empire and on the Pacific Coast. The first was done at Spokane on November 14 and the second at Aberdeen, Wash., November 18.

The undersigned committee, duly appointed by the Western Pine Association to represent it in further steps and conferences looking to better organization of all manufacturing and timber interests for joint effort on behalf of the entire industry, hereby suggests to all other Pacific Coast associations the attached chart as a preliminary basis on which all agree in taking further steps with the National Lumber Manufacturers' Association and the local associations of other sections. We believe that while in thorough harmony with the aims of the Langille report, this plan will best deal, for the present at least, with timber owners in matters of collection and co-operation.

A. W. LAIRD,
A. W. COOPER,
T. J. HUMBIRD.

The above plan has been approved by a similar committee from the West Coast Lumbermen's Association. The plan as charted has been tentatively approved by the Western Pine Manufacturers' Association; the Idaho Timber Protective Association; the Washington Forest Fire Association; the Oregon Forest Fire Association; the Western Forestry & Conservation Association and the West Coast Lumbermen's Association.

The undersigned committee, appointed by the West Coast Lumbermen's Association to perfect a plan for better support and organization of the National Lumber Manufacturers' Association, has been instructed to proceed on the understanding that five cents per thousand should be contributed by our members for all purposes, including cargo inspection and rail inspection, supervision and branding (*) and that one and one-half cents of this should be passed on to the National Lumber Manufacturers' Association, provided all the latter's other constituents keep their implied agreement to do the same. This one and one-half cents is to cover our present dues to the National Lumber Manufacturers' Association, also our contribution to the work of its trade extension department and requires an increase of our present local dues from one and one-half to five cents per thousand.

We further indorse the charted plan proposed by the Western Pine Manufacturers' Association for co-operation between timber owners and manufacturers in all matters of common interest and providing for contributions by timber owners, through their organization, toward the work of manufacturers' organizations for market extension.

A. L. PAINE,
E. G. GRIGGS,
E. B. HAZEN.

(*) It is thought that actual inspection of water shipments and supervision of rail by supervisors residing at each plant could be assumed out of this fund, while rail shipment inspectors would be employed by the bureau with actual time of inspector invoiced to the mills.

and co-operation are legalized even to the fixing of rates, predicated only upon the fact that they shall have the consent of the shipping board—and the shipping board's consent may not be withheld except when shown discrimination as against shippers.

We further find its expression in the formation of the federal reserve banks, where our banks have been forced into this combination. We find its expression in many other ways and we will find its expression in regard to NATURAL RESOURCES, and it is to be hoped that finally it will find its full force and effect upon all business in the United States.

A QUESTION OF PREPAREDNESS.

This attitude is predicated upon experience and is being crystallized into legislation that is constructive, rather than destructive, in character. Business has needed a wider latitude than it has had in order to work out its salvation, which will surely come. With all of this previous legislation there will come up before congress probably during the coming session the next logical step in seek to secure such remedial legislation. Are we prepared to get behind this movement and to render such assistance as we can toward the securing of favorable consideration of same by congress? Having enacted it into law, are we prepared, then, to go forward and put into effect the character of agreements that will stabilize our business; or, will we continue to run the course which we have heretofore run, headed as we have been and are now headed towards the courts of bankruptcy?

WHY WE HAVE NOT PROSPERED.

Every industry in the United States has prospered but the lumber industry, and WHY? Because, in the first place, we do not know that which we are doing. We do not know what the product we are making costs as an average, in many instances, and none of us know the relation of that cost to the various items which we produce and sell. Can we merchandise our product in any such haphazard way, and will the advance in the price of standing timber in the future, as it has in the past, carry our load? Gentlemen, are thereby enabled to bring a contract of ten years' duration to the members of the industry to sign, and the said contract shall be legal and enforceable under the general law of contracts, will we do so? We should be able to work out our problems, with the National association acting as an equalizing power and bringing our interests closer together on common grounds, a forum through which we may work our national existence and exchange our best thought.

COMPETITORS BUT HAVE COMMON GROUND.

Many branches of the industry have nothing in common; but those of the west coast and the south have many things in common. Why should we be fighting one another on the question of freight rates? Will a 5 percent reduction in freight rates extend our markets for consumption in the face of the fact that we should have 25 percent to 30 percent increase in our prices? Would it not be better—if congress should give to us the right to do so—to establish differentials in values based on differentials in cost and qualities; to unify our grades as far as possible in

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order that they might be more properly competitive, and to work upon all lines jointly that we can where our joint interests lie? We must recognize the differences in interest in freight differentials as between the industries, and I suppose that you on the coast have the same situation that we have in the south where said differentials exist within our own industry. These points of difference will always exist and should not interfere with our greater endeavor. We must recognize the rights of each branch of the industry and those within each branch to work for what they consider their individual interest and not allow it to interfere with our broader co-operation effort. Our rivalry should be friendly and not antagonistic. We in the south feel that your interests and ours are identical in the market. We are competitors, it is true, and we always will be competitors, but why should we not be friendly competitors? Why should we engage in cut-throat competition, trying to drive each other out of business? That cannot be done and is not necessary. The south does not want this and I am sure that the west does not. What we must have is a common understanding of each other and realization that we are both human; that our interests are largely mutual. We are both working for the industry, as such, and not for ourselves; that is the thought we want to develop; and if we proceed along this line I am satisfied that we will have hearty co-operation from the members of our industry.

SOUTHERN PINE ACCOMPLISHMENTS

To-day, in the Southern Pine Association, we have twice as much production as we formerly had in the old association. We have at least six-fourteenths of the total production, and I am satisfied that if we secure the remedial legislation which we are working for we will be able to secure more than one-half of the entire production; and, gentlemen, when you consider that that means practically every large producing unit in the south, or practically every producing unit of 50,000 feet per diem capacity or over and will represent practically only 300 mills against the 17,359 mills in the industry, you can readily see the impossibility of our securing any further co-operative effort from the smaller units in the industry.

CONFERENCE WITH LABOR MEN.

Now, gentlemen, I again wish to direct your attention to the legislation in which we are so directly interested. On the fifth and sixth of May, of this year, in Washington, D. C., at the headquarters of the Chamber of Commerce of the United States of America, there was held a meeting of historical importance. For the first time in the history of the great industrial movement did the representatives of capital and labor together sit for the purpose of studying the economic effect of federal legislation on the course of business and labor.

After two days of conference, these committees reached an agreement which is covered in the following statement, to-wit:

> "Because of the necessity to save human life and to conserve the natural resources of the country, we agree to seek to secure remedial legislation to permit co-operative agreements under governmental regulation in industries involving primary natural resources."

In order that the thought of the committees might be crystallized into concrete form, a subcommittee was appointed for the purpose of drafting a bill, and such a bill was drafted and agreed to, not with the purpose of introducing same into congress, but, as stated above, merely for the purpose of crystallizing the thought.

A REFERENDUM ON LEGISLATION.

The committee has made its final report to the board of directors of the Chamber of Commerce of the United States of America, and there is being prepared at the present time a referendum which will be sent out to the various Chambers of Commerce members of the national chamber for vote on the question of the committee's recommendation, which is to the following effect, to-wit:

> That there should be remedial legislation to permit co-operative agreements under governmental supervision in all industries which are engaged in the conversion of primary natural resources into such forms as customarily first become available as commercial products, either as the basic raw materials for other industries, or for general utilization.

I wish to urge that every lumberman, as well as every coal operator and other producer of natural resources, will use his efforts in his local Chamber of Commerce to see that the proper vote is cast upon this referendum, and if the Chamber of Commerce of the United States of America is committed, through the vote taken, on this referendum—which I earnestly hope it will be—then it will be necessary that congress shall be properly informed as to the necessities for this character of legislation, and this can only be done through the individual efforts of those engaged in these industries with their representatives in congress.

RESULTS THAT ARE HOPED FOR.

Gentlemen, the vision that I have sought to unfold touching the future of our industry, as the same relates to this legislative program, lies in the womb of the future. It is our earnest hope that this legislation will be realized at the incoming session of congress; but if, for any reason, it should be delayed, I desire to impress upon you this further suggestion: That this delay should not discourage us, because I have the greatest confidence in the good sense and the wisdom of the Federal Trade Commission. I believe that the report that the commission will hand down in the near future will outline many opportunities for closer co-operative effect.

Naturally, it would be improper and impossible at this time for us to undertake a forecast of what the commission will say. We have placed all the facts before it, and having faith in the

A. R. TURNBULL, OF BOWDEN, N. C.

commission's sanity and justice, as well as in its loyalty to public interests, we in the south feel that the commission will so express itself as to permit a larger co-operative effort than we have heretofore deemed possible.

Therefore, in outlining, as I have sought to outline, this new constructive legislative plan, I do not wish in any way to indicate to you that we are without hope, even in the event of failure of such legislation, because, under the guidance, supervision, and with the help of the Federal Trade Commission, the industry has much to hope for. All depends on ourselves. We now must realize that the attitude of official Washington is friendly rather than antagonistic. Will we avail ourselves of this hopeful atmosphere? As suggested it is up to us. Can we rise to the heights and become real merchants, or will we continue the foolish game of squandering our resources and making ourselves weary in futile strife?

LAUDATION OF MR. DOWNMAN.

Before closing, I wish to recognize on the part of the Southern Pine Association and all the subscribers thereof, as well as other members of the industry in the south who are not subscribers of our organization, the valued and much appreciated work of our capable and worthy president, Mr. Downman, before the committees in Washington in the consideration of the federal income tax. Such work as this shows the value of the national organization, and such work cannot be accomplished except through the unselfish and constant efforts of such a man as our honored president.

REQUISITES OF SUCCESS.

Gentlemen, I want to again urge upon you the thought, as I have heretofore stated, that there are three requisite points for the successful conduct of our business, the *first* of which is organization; any organization is good, but some are better than others; *second*, the plan of organization, in order that the organization may be perfected; and, *third*, the degree of co-operation in the carrying out of the plans of organization. We should first have organization, and our plan of organization should be such as to enforce co-operation, even to the extent of penalizing those who have agreed to enter into same, for failure to comply, in a monetary way.

Gentlemen, if we can do this—and can do it legally—we may hope, through education, first, within our own industry and secondly, with the public, to put our industry where it properly belongs, raising its standard of efficiency, of morals, and of earnings.

It is not only necessary to organize and develop plans of activity, but we must actually give our time and study in active co-operation to bring our efforts to a successful issue.

Gentlemen, I wish to thank you for your attention, and I desire to add that I earnestly hope that as men within this industry, one of the greatest in national importance in the point of capital invested and labor employed, will exercise rare good sense, judgment and unselfish effort to the end of successful stabilization of our business, and that we may be looked upon again by other industries in the country as being successful and prosperous business men. I hope that in the future we may come into closer relations in our business activities and in our personal contact.

This affair having been passed upon the west—or rather the Inland Empire—came to bat for the first time since the inception of the conference at Spokane.

H. D. Langille, who by his "Nation-Wide Committee" report, printed in the LUMBER WORLD REVIEW on October 25, and analyzed in the LUMBER WORLD REVIEW of November 10, and endorsed by some of the most prominent manufacturers of the United States, made a brief address.

Mr. Langille had prepared a few notes only, and made a very clear and lucid exposition of his idea, tracing it back to its inception at San Francisco, and presenting a short form of his remarks to the meeting at Spokane, in line with his instructions as chairman of a committee appointed by the Western Forestry & Conservation Association.

Mr. Langille, for the first time in any talk on this subject, made himself absolutely clear as to the various branches of the trade which should be associated together.

It appears he never has had any idea of creating something in which all lumber associations in the United States of any name or nature might have shelter, but maintains that the newly proposed organization should be made up of those associations or interests directly connected with timber and its refinement into all kinds of merchantable products, and, that, of course, the body would contain timber associations; independent timber owners; the logger; the manufacturer; the shingle associations; the box associations; the creosote business—presumably the Wood Preservers' Association of the United States; the stave interests, etc.

Mr. Langille said: "First the tree shall pay—and beyond that each process of refinement."

He didn't care what the association should be called. That was the least of it. He advocated very earnestly the idea that the body should be organized first in the fullness of its purpose, and that organization would work out the ends. Roughly, he said, he would divide the efforts into four branches, namely, a bureau of "Organization and Administration," run by a secretary and treasurer; a timber branch, attended to by an expert to look after taxes, fire protection, and all that sort of thing; a third branch, under an expert, looking after all the wants of the manufacturers in all lines; and a fourth branch, a department of "Advertising and Promotion."

He thought that, as it was said at the banquet the night before, "Sentiment is grown ripe—the time is here."

After Mr. Langille talked, Mr. Downman was called upon to explain trade-marking conditions in the east, which he did.

He said that the McDonough trade-marking machine was in commission at Bowie, La., in the plant of the Bowie Lumber Co., and that it worked perfectly.

The association then got back to a discussion of the Langille report.

George S. Long talked particularly about organization, going back to that famous first meeting

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on inspection at the Hotel Minnetonka, Lake Minnetonka, Minn., where the necessity for the inspection of lumber in an association way was first discovered, and when the result of an investigation showed that on a basis of inspection on some crude rules of the day and time the percentage of excellence ran from 40 below par to 45 above par—some sixty firms considered.

Mr. Long said that all associations and all organization work were based on a desire to make a uniform product of lumber, that the manufacturers might get a uniform price for it. Lumber organizations have gotten away in recent years from local problems, and were now wrestling with the effort to extend the trade, ascertain new uses for wood and to generally work out new and practical ideals.

Ideals must come first.

Mr. Keith told a wonderful story of the activities of the Southern Pine Association, and how it certainly had "cleaned house." One item of the work during the last year of the association had been the 103 committee meetings.

His association had made no shingles, but it had been helping to fight the battle of shingles. He thought that the lumbermen of the United States would ultimately have to have a national laboratory of their own—this without casting any reflection on the Forest Products Laboratory's management.

He never had been in favor of National advertising, so-called, but believed that each association should do its own advertising. He illustrated the difference between activity in regard to the laying of wood block pavement in the state of Missouri and in the state of Washington, illustrating that it was simply a matter of getting busy with the proposition to accomplish everything necessary.

Mr. Downman here illustrated what Dr. Hermann von Schrenk had, as an enginering expert, accomplished along the line of a shingle paint or a shingle stain, that had seemed to solve the problem. At various other points on the tour Mr. Downman went into this question very deeply.

E. T. Allen said that the proposition to put the timber land owner in with this movement was altogether the most difficult, and that it was evident to him that the present machinery of timber land organizations could be utilized to advantage; but he was not making the lumber manufacturers any kind of a proposition in that direction, but only to show a disposition to work with them.

He said that the problems of the timber land owner were so different from that of the lumber manufacturer that a separate brief had been necessary to be filed before the Federal Trade Commission in the interest of the timber land people—and yet he believed that the interests of the timberman and the lumberman were close enough so that they might work together.

R. B. Goodman addressed himself to the subject, and talked especially about the wonderful things that can be done in National association work in regard to the spreading of legitimate information among the officers of the cities of the nation in regard to the requirements and uses of wood which would help to secure appropriate building codes.

COMPLIMENTED WITH A DINNER.

It was the regular day of the Chamber of Commerce luncheon. The visitors and members of the association were invited by the local people to participate in this dinner.

A very amusing episode occurred in connection with the talk of Charles S. Keith. He had been preceded by a gentleman who told of a marvelous discovery of natural gas in Washington, which was going to work a revolution in fuel, and by a gentleman, Professor Lindsay, who had made a statement that there were 190,000,000,000 of standing timber west of the Cascades, and that the eastern country was practically cut out.

Mr. Keith remarked that he was a coal man and a lumberman, and that he felt greatly bereft at having both branches of his business eliminated in that territory in the last thirty minutes.

THE LAST SESSION AT SPOKANE.

It was developed in the afternoon, when the last session was worked out, that if the Western Pine Manufacturers' Association would assess themselves a cent and a half a thousand on the product in favor of the National Lumber Manufacturers' Association, that this, with the co-operation it should receive from all the OTHER associations, would produce $210,000 a year. Mr. Downman thought that amount of money was needed.

He recounted the history of the raising of the first fund of $56,000 per year for five years, by the subscription method, the length of time it had taken, and the fact that that method had possibly produced its maximum.

The sum and substance of the discussion resulted in the passing of a motion, unanimously, that a committee of three be appointed to work out a plan, which the Western Pine Manufacturers' Association would adopt, which committee was instructed to report an assessment of a cent and a half per thousand feet on production. The motion was made by A. W. Laird.

The committee appointed by Chairman Hornby consisted of A. W. Laird, A. W. Cooper and T. J. Humbird; and after the adjournment of the meeting the committee got together and recommended a report, which we print elsewhere in this article in black-faced type, along with a similar committee report of the West Coast Lumbermen's Association.

During the discussion in the afternoon, Charles S. Keith, president of the Southern Pine Association, and A. R. Turnbull, president of the North Carolina Pine Association, each promised to do everything in his power to get his association to raise a like amount for the National Lumber Manufacturers' Association. The meeting adjourned.

THE FIRST DAY AT SEATTLE.

The party left Spokane over the Northern Pacific railroad on the evening of November 14, arriving at the New Washington hotel, Seattle, on the morning of November 15.

At 10:30 o'clock on that day automobiles were provided by E. G. Ames and Charles E. Patten, of Seattle, and the party was taken to the Cascade Club, Everett, Wash., where the members met informally all the manufacturers of lumber and shingles at that thriving seaport. At noon they were served with an informal luncheon, and in the afternoon were taken to the new mill plant of the Weyerhaeuser Lumber Co., by W. H. Boner, where they carefully looked the plant over, marveling at the perfection of it. The party was escorted about the plant by Superintendent Rogers, W. H. Boner and F. E. Weyerhaeuser.

We have neglected to say that before going to visit the Weyerhaeuser Lumber Co.'s plant at Everett, J. H. Bloedel assumed the chair in the parlors of the Cascade Club, and introduced all four of the distinguished visitors, Messrs. Downman, Turnbull, Goodman and Keith, whereupon each in turn gave an outline of the ideas he had expressed at Spokane during the two previous days.

THE NEW MILL OF THE WEYERHAEUSER LUMBER CO.

At the Weyerhaeuser plant the party saw one of the finest lumber manufacturing operations in the great west. Mill "B," the new plant, is located on a 100-acre tract of land, near the mouth of the Snohomish river, and is tributary to the lines of four transcontinental railways. All the buildings in this plant are erected upon piling capped with concrete. The yard was filled with sand from the river, distributed by a large hydraulic dredge. The power is generated by four 500-horsepower Sterling water tube boilers, and the fuel is sawdust, automatically conveyed to the fire boxes. There are two Parsons type turbo-generators of 3,000 kilowatt capacity, which radiate electric motive power to various parts of the plant. Mill "B" has one 11-foot and one 9-foot band, and cuts lumber at the rate of 120,000,000 feet a year, carrying stock on hand of from 40,000,000 to 50,000,000 feet. Mill "A," which was erected several years ago, has an output of 80,000,000 feet of fir each year, and carries a stock on hand of from 25,000,000 to 30,000,000 feet. The visitors greatly enjoyed the visit to these two mammoth modern plants. Mill "B" was started only a year ago, and is a splendid lumber institution. At the time a full description of the plant was published in these columns.

THE DAY IN TACOMA, WASH., NOVEMBER 16.

Tacoma had kept a part of its program to itself. The lumbermen there had previously announced a luncheon at noon and a general meeting in the afternoon, but at the luncheon it was announced that there would be a banquet in honor of "R. H. Downman and associates" at the Union Club, Tacoma, in the evening.

The noon luncheon was exceedingly enjoyable, and was in the hands of Frank B. Cole, lumber trade journal Editor Emeritus, who presided as toastmaster and addressed the lumbermen at various times in scathing, sardonic or humorous ways, as seemed to best fit the individual, and which will long be remembered. This banquet was held in the dining room of the Tacoma Commercial Club.

Mr. Cole ventured a few bon mots concerning the weather, and introduced Major Everett G. Griggs, who welcomed the visitors.

Charles S. Keith was introduced, and made a comparative statement concerning the lumbering methods of the west and east.

Toastmaster Cole referred in a sweetly insinuating manner to some one or other who had brought along a minister to give him confidence, and Mr. Bloedel, being next introduced, took up the cudgel for the ministerial presence. Mr. Bloedel referred to the horizontal reduction in the use of lumber per capita in the United States, and said that it was a significant fact, and it was known that the reduction had been as great as from 550 feet board measure per inhabitant to 375 feet per inhabitant. The lumbermen have sat idly by and allowed this condition to advance upon them in a manner that was a great reflection on the trade. He referred to the fact that lumbermen had only recently ascertained the importance of the foreign field, but all that was now about to be changed.

Mr. Cole entered into a description of Mr. Downman's home town, and averred that he had seen a couplet emblazoned on a tombstone in the Delta City, as follows:

"Here lie me, and my two daughters,
Because of drinking mineral waters.

If we had stuck to Epsom Salts
We wouldn't a been in these damn vaults."

Mr. Downman admitted to a residence in New Orleans, with no knowledge of its cemeteries, but a certain feeling that it would be a long time before mineral water would be the only thing to be had to drink in New Orleans. Mr. Downman was not altogether sure that visitors in the state of Washington could be considered especially handicapped for lack of beverages, and related an instance.

At this point Mr. Downman related the story of "pecky cypress" and its rapid advance into favor. It was one of the best stock stories of the trip.

He explained what "pecky cypress" is, something apparently on the surface worse than a No. 5 board, honeycombed with holes—put there no one apparently ever knew why or how—and which Mr. Downman had for many years been glad to sell at $3.50 a thousand, in order to clean up his yard. This condition, however, had changed. Architects had suddenly hit upon "pecky cypress" as something which was so odd and peculiar that if it was stained a gray color it would be very artistic. Henry Ford had recently had his "sport" room fitted up with "pecky cypress" and he actually expected a demand to spring up for "SELECT "Pecky" the cypress manufacturer undoubtedly being compelled to furnish the very WORST lumber of the kind that he could find in his yard under that grade. He had no doubt but what the stuff would soon bring $40 or $45 a thousand.

D. O. Anderson, of Marion, S. C., had joined the cypress association at the recent Jacksonville meeting of that body, and Mr. Downman, realizing that Mr. Anderson was but a small manufacturer of cypress along with his otherwise big business in other woods, went to him after the meeting and asked him how he happened to become a member of the association, whereupon Mr. Anderson told him that he wanted to run with a set of people who were clever enough advertisers to so popularize their wood as to enable him (Mr. Anderson) to sell all his "pecky cypress" recently at $11.50 a thousand.

Mr. Downman talked to the question of advertising, telling the west coast lumbermen that they simply would have to come to the front on a proposition of raising the necessary money. He referred especially to the co-operation which existed now between the government and the lumbermen, citing several instances of importance. The government is holding out its hands to the lumber industry, and the lumbermen had never before had such an opportunity for advancement—but it needed money.

Mr. Cole introduced Chas. S. Keith, of Kansas City, referring to the fact that the man who had created the park system of Kansas City had come west and created the park system of Tacoma.

Mr. Keith replied very happily to Mr. Cole's badinage, saying that the lumbermen should have and must have regulated competition, and, whether

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they wished it or not, it was coming to them, anyway.

Mr. Keith devoted himself to a brief resume of the activities of the Chamber of Commerce of the United States of America, of which he is a director and referred to a referendum which was to be sent out very soon, and outlined the general policy of referenda.

Mr. Cole felicitated Mr. Turnbull on driving a Ford, and Mr. Turnbull admitted that he did; said that he was on this trip only because he had said he would go if Hughes was elected, and that when he left his home in Norfolk, Hughes had been elected, and that he trusted Mr. Hughes would allow him to finish his trip, by not admitting defeat until the trip was finished.

Mr. Cole—after Mr. Turnbull had finished—had something to say about having served twenty-five years as "a general liar for the trade," but that he had retired. He recalled to his audience the fact that during the last six or seven years there had been great mortality in the ranks of lumber trade journalists, that Judson, Defebaugh, Gibson, Barns and Crary had gone over the Divide, but he didn't see just what act of Providence was allowing Bolling Arthur Johnson to remain alive, and he asked George S. Long to respond to that toast, whereupon Mr. Long said that it might be that Mr. Johnson was spared so that by his truth-telling he might counteract the quarter of a century of misrepresentation of F. B. Cole.

Mr. Long reviewed the conditions in association work, and fully endorsed the attitude of the eastern, northern and southern lumbermen who were that day the guests of the Tacoma lumbermen.

Following the banquet came the general meeting of the trade at Tacoma.

THE GENERAL CONFERENCE AT TACOMA.

The conference of the eastern evangelists and the western converts-prospective at the rooms of the Commercial Club at Tacoma on the afternoon of Thursday, November 16, was one of the most largely attended sessions during the entire trip of the lumbering "Billy Sundays."

The rooms were filled, nearly every person in the room being a trained, experienced lumberman, able to follow the papers of the visitors and interpret the unspoken deductions of the easterners in their veiled prophecies of the future.

The conference was preceded by a brief session of the west coast members, at which the car shortage was discussed, and the visitors told the westerners of their observations and experience in the east in the last few weeks with this problem.

Then the "Billy Sunday revival," as the conferences are coming to be known, was started in earnest, with President J. H. Bloedel, of the West Coast Lumbermen's Association, presiding.

Mr. Downman gave his review of conditions essentially as presented at Spokane, and as presented elsewhere in full, adding that the "government of the National needs a little more grease. No plant can run without lubricant, and this plant of ours, this trade extension movement, must have money for its gears."

Mr. Downman showed the results of tests of fire retardant paint upon shingles, with a test shingle, hardly scorched, though subjected to 850 degrees heat for 12 minutes from a torch held less than an inch distant.

Mr. Keith took up the prospects for future co-operation with governmental agencies, for the conservation of human life, of natural resources, and the necessity for legislation permitting co-operation in industrial effort.

Mr. Goodman spoke briefly, outlining his ideals of national trade expansion, reserving his detailed talk on the future of western timber for the Friday session at Seattle.

It was at first suggested that the Keith paper be discussed immediately, but it was found to be so late that the lumbermen were asked to take up the question at the Seattle session in a questionnaire, with Mr. Keith on the floor to explain his report, or to answer objections. The question of co-operation with labor, for the securing of proper industrial laws, stirred considerable interest in the west, on account of the I. W. W. activities, but the discussion, in view of the prospective elaboration of the project later, was left for Friday.

The easterners had up to this time seen that the westerners were in doubt as to their ability, in the state of the industry, to do much more for the advancement of extension work. The need for such extension was agreed upon in many of the rapid-fire talks of the west coast men, but the surprise of the session came when Major Everett W. Griggs rose to move that the westerners appropriate 1½ cents for National trade extension. This was unexpectedly favorable to the evangelists, but it was thought best, even by the easterners themselves, to have a little more thought given to the question, so with the understanding that such an appropriation was to be made, through the increase of the West Coast allotment to its own treasury on a production basis, President Bloedel appointed a committee to devise the best method for financing the carrying out of the Griggs motion.

THE BANQUET AT TACOMA.

Following the general meeting at the Commercial Club, the visitors were taken to the St. Paul & Tacoma Lumber Co. plant by Major Griggs, in the hour remaining before the banquet. On the way to the club a few moments were given to a reception at Major Griggs' home.

The dinner at the Union Club, attended by fully 100 representative lumbermen, was one of the notable lumber gatherings in Tacoma's history, it was said. It was a most representative gathering, with all the veterans of the west to extend the glad hand of welcome to the visitors. Wit and humor, interspersed with serious discussion of industrial problems, made the program varied.

Major Griggs presided—after the visitors had been served with a mallard duck dinner, embellished with wild rice, a most delicious repast, for which the *piece de resistance* (said mallards) were provided by the guns of two of the lumber fraternity.

Mr. Downman spoke of varied industrial prob-

lems, and declared that the cypress manufacturers had forced other manufacturers not in the association to join in order to get the benefit of the advertising of the association of trade-marked goods. Only the association members, he declared, could use the trade-mark. "Let the other fellows stand out of the rain, under your umbrella for a while," he said, "so that they can learn what an umbrella is like. Then, if they don't come across and help pay for the umbrella, push them out into the rain."

It was an evening of such pointed, wittily-sharpened thrusts at each other in which easterners and westerners alike participated.

Not the least interesting event of the evening was the talk by Henry Hewitt. "These fellows come here from the east," he said, "and think they are lumbermen. They may know how to saw up little TOOTHPICKS of trees, but the real lumber is here. Let them look around and see what a problem we have. We have a stretch of 1,200 miles of timber land in the Cascades, and 800 miles long in the Rockies, and this great belt is 200 miles wide; and has a stand of timber of 100,000 feet to the acre.

"You know, I thought maybe these eastern fellows were snooping around looking for a little timber. We have problems that we can't handle. We have timber to sell if they want some, but somehow they don't seem to be just looking for our timber.

"This is a big thing, this trying to improve this industry, and if we have to put up money to get in out of the wet, why we'll just have to do it."

All the visitors spoke briefly, and the evening was closed with a talk by George S. Long, who declared his faith in the future. "We have too wonderful timber, too wonderful an industry, too highly perfected a production machinery," he said, "to let the business fail from lack of proper merchandising methods. We have a 'daisy' of an industry, to use a slang phrase, and let us show that as merchandisers we are 'daises' also."

These serious remarks on the industry were punctuated by side lights of story and reminiscence—just enough of the lighter touch to bring the real points of the industry into the spotlight, making the whole picture of the evening a perfect composition.

After the dinner the visitors were taken back to Seattle on a chartered electric car, as the guests of the electric company and the West Coast lumbermen hosts.

THE LAST DAY'S CONFERENCE AT SEATTLE.

A meeting of the trustees of the West Coast Lumbermen's Association was held in the morning of November 17, and the problem of sending five or six representatives of the American lumber trade to Europe under the auspices of the department of Foreign & Domestic Commerce, was brought up.

Legislation was endorsed broadening the influence of the powers of the Interstate Commerce Commission, and a tentative proposal was endorsed for minimum as well as maximum rate control and the establishment of regional interstate commerce boards was referred to a committee for further consideration.

Seattle bankers and prominent business men met the visiting delegation of lumbermen at a luncheon given at the Rainier Club by J. H. Bloedel.

Mr. Bloedel presided at the general meeting of the West Coast Lumbermen's Association on the afternoon of Friday, November 17, at the New Washington hotel, and subjects discussed were somewhat similar in character to those that have been made parts of other programs—so much so that we will not endeavor to print in detail the various talks. The attendance was about 75 in number, and the visitors all talked.

A. R. Turnbull, president of the North Carolina Pine Association, gave a ringing speech on advertising.

R. H. Downman talked of the National Lumber Manufacturers' Association, and Mr. Keith addressed himself directly to the affairs of the Chamber of Commerce of the United States of America.

Mr. Turnbull made a very notable statement which must be quoted. "There is no question," he said, "that if a group of lumbermen were to organize a selling agency exclusively for foreign trade, and go after business vigorously, they would not be interfered with by the government. Yet, there is a lingering doubt as to the legality of such organizations in the minds of so many lumbermen that little is likely to be done, unless congress definitely legalizes selling agencies for foreign business. This was the design of the Webb bill. This measure is scheduled to be taken up when congress reconvenes in December, and every lumberman in the United States should support the efforts of the Federal Trade Commission and the Bureau of Foreign & Domestic Commerce, to get this bill speedily enacted into law.

"The Webb bill authorizes co-operative selling agencies for export trade. Some of our counsel have advised that such a combination is not illegal, if formed for the purpose of extending our foreign trade, and only to be used for that purpose. Other counsel have advised members of our organization that such combination is illegal; and consequently in view of the doubt which exists, it will be impossible for us to operate safely under such a combination until the Webb bill is enacted into law."

F. E. Weyerhaeuser, of St. Paul, spoke of the splendid results accomplished by the trade extension department, notwithstanding the lack of support given.

"One of its first efforts," he said, "was to create a reliable series of reference literature upon the use of lumber by the architect, the engineer, the contractor, and the builder. The engineering bulletins upon structural timber and mill construction buildings have been gladly received and used by architects and engineers everywhere, who have long wanted and been unable to get this kind of information upon how to use timber.

"There are more than 100 cities in the United States of more than 50,000 population, in scarcely one of which is the building code worked out upon the basis of a right and intelligent use of wood.

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These cities have been a big market for our products in the past. They will afford a very small market in the future, unless we put the use of our materials upon the same scientific basis as that of other materials, and actively participate in the framing of building codes to see that our products are given the consideration their merit warrants. Already the National Lumber Manufacturers' Association has been of material assistance to several cities in the revision of their building codes.

"Closely connected with the use of lumber in cities, and especially within the fire limits of cities, is that of making wood, and especially shingles, more fire-resistant. The elimination of shingles from many communities has been more hysterical than reasonable, due to an insidious cultivation of the idea that 'wood burns' by interests which have much to gain. We must show that the fire loss of the country is due very much more to carelessness, methods of construction, and combustible contents, than to the materials of construction themselves."

R. B. Goodman read a short form of his paper on western timber, following which the paper was discussed briefly.

At the end of Mr. Keith's talk D. E. Skinner, of Seattle, rose to champion non-regulation of the lumber industry, and he and Mr. Keith entered into a debate of the question, in which it seemed, to an unprejudiced observer, that Mr. Keith had vastly the best of it. In the course of the debate Mr. Keith referred to a favorite argument of his, that the business of the United States is now regulated by 102 tribunals, and said that he had vastly rather be regulated by ONE tribunal than 102, and, that, whether we wished it or not, regulation or supervision, or whatever it might be called, was coming.

Mr. Downman spoke to the question, and generally discussed the National Lumber Manufacturers' Association, and took occasion to exhibit the shingle that had been treated with asbestine paint.

At this point in the discusion the question again came up of what could be done in the way of reorganization, and many speakers urged that a closer attention to local association work and a larger amount of money to spend was all that was needed.

Mr. Allen spoke to the question of the proposition which the Western Pine Manufacturers' Association had adopted, and the fact that they had agreed to present an assessment of 1½ cents per

E. B. HAZEN, OF PORTLAND, ORE.

thousand on production to be turned in to the National Lumber Manufacturers' Association.

Charles E. Patten spoke clearly to the question and was in favor of any reasonable sum of money being raised.

Mr. Bronson was not in favor of doing as much as had been proposed.

Mr. Downman repeated his plea for $210,000 income a year for the National Lumber Manufacturers' Association, and drew the deadly parallel of comparison between the West Coast Lumbermen's Association and other manufacturers' associations.

In the end, the matter was all turned over to a committee, consisting of A. L. Paine, Hoquiam, Wash.; W. H. Boner, Everett, Wash.; Everett G. Griggs, Tacoma, Wash.; E. B. Hazen, Portland, Ore., and Thorpe Babcock, Seattle, Wash., and the meeting adjourned.

SATURDAY IN THE GRAYS HARBOR COUNTRY.

The party left Seattle on Friday night direct for Hoquiam, where they had breakfast at the Gray-

MAJ. E. G. GRIGGS, OF TACOMA, WASH.

port hotel, and where Alex Poulsen, F. J. Shields, J. P. Keating, A. L. Paine and other prominent lumbermen of that section met the party.

An inspection was made of the sawmills of Hoquiam in a very painstaking manner, going first to the Grays Harbor Lumber Co.'s mill, to observe what is probably the fastest, largest capacity, lumber mill in the world.

With extra heavy machinery, and catering as much as possible to heavy, long fir timbers and the like, the use of more than a superabundance of power, there has been made in this mill, on a single band, with the assistance of the gang edger, 1,200,000 feet of lumber in a single day.

Incidentally, in going about the Grays Harbor country the party discovered the plant of the Hoquiam Lumber & Shingle Co., which has a daily capacity of 250,000 feet, Henry W. Bale, vice-president, and A. W. Bryden, manager; the National Lumber & Manufacturing Co., with a ten-hour capacity of 300,000 feet; the pioneer institution of the Northwestern Lumber Co., F. J. Shields, general manager, and J. P. Keating, sales manager; the Eureka Lumber Co., Alex Poulsen, vice-president; Robert Poulsen, president, and J. C. Shaw, treasurer, cutting 175,000 feet of fir with a single band and re-saw and 400,000 shingles daily; the E. K. Wood Lumber Co., O. M. Kellogg, manager; Bay City Lumber Co., Sam Anderson, manager and president, capacity 175,000 feet in ten hours; Grays Harbor Shingle Co., E. T. Miller, manager, capacity 400,000 shingles daily; Aberdeen Lumber & Shingle Co., Cliff Weatherwax, president, capacity 175,000 feet of lumber and 175,000 shingles; General Package Co., F. A. Bausfield, manufacturer of boxes; Wilson Bros. Lumber Co., John Wilson, president, capacity 175,000 feet of lumber daily; S. E. Slade Lumber Co. plant, now closed down; American Mill Co., two mills, E. Hulburt, president, daily capacity 300,000 feet; Anderson-Middleton Lumber Co., A. W. Middleton and G. E. Anderson, capacity 175,000 feet; Panama & Eastern Lumber Co.; Woodlawn Shingle Co., capacity 500,000 shingles per day; Grays Harbor Commercial Co., Neil Cooney, manager, and W. A. Williamson, assistant manager, which cuts 250,000 feet of lumber in 10 hours; the Wilcox Shingle Co., which makes 225,000 shingles per day; the Donovan Lumber Co., of which William Donovan is president and manager, the plant producing 160,000 feet of lumber per day, and several other plants of which no description was secured.

During the morning the party visited the plant of the Grays Harbor Shipbuilding Co. at Hoquiam, and saw on the ways three of the largest wooden ships which have ever been built in this country, each capable of carrying 2,500,000 feet of lumber, one of which will go on the water November 25, the press day of this issue of the LUMBER WORLD REVIEW.

The party, in company with the mill men of the section, took dinner, at the courtesy of the Grays Harbor lumbermen, at the Washington hotel, at Aberdeen, and from there went to the room set aside for the meeting of the afternoon, where really one of the best meetings of the entire trip was consummated; Mr. Turnbull, Mr. Keith, Mr. Goodman and Mr. Downman, speaking directly to the question of trade extension, financing the National Lumber Manufacturers' Association, the inactivity of trade, and in this symposium Everett G. Griggs, of Tacoma, took a very big hand.

Senator Alex Poulsen, a reactionary of a high type, proposed that the lumber manufacturers join in the plan to put in retail yards in all of the centers of the territory in the interior of the United States, and for his pleasant originality was challenged by R. H. Downman in a convincing and ringing speech in several sections, in which he showed that the thing to do was to compel the retail lumber dealer to handle lumber by advertising lumber and making lumber popular, rather than to establish retail yards in the large cities.

The meeting at Aberdeen was in charge of A. L. Paine, who presided gracefully.

A vote of thanks was given the visiting lumbermen.

Before leaving Aberdeen, A. L. Paine, E. B. Hazen and Everett G. Griggs got together and agreed upon a report to make to the West Coast Lumbermen's Association regarding the raising of money to carry on the work that it is demanded be done.

A copy of that report is printed elsewhere in this article.

The party arrived at Portland at 10:30 on Saturday night.

The members of the National Lumber Manufacturers' Association party were entertained on Sunday by Portland lumbermen, being taken for an automobile trip over the Columbia highway.

DOINGS AT PORTLAND, ORE., NOVEMBER 20.

Portland, Ore., Nov. 21.—[Special Telegram.]—Yesterday the visitors were taken for a sightseeing trip on a steamer around the harbor which occupied the entire forenoon.

At noon the members of the party were entertained by the lumbermen of Portland and lumbermen from other parts of Oregon at luncheon at the

J. H. BLOEDEL, OF BELLINGHAM, WASH.

Portland Chamber of Commerce. At this function a few impromptu talks were made by several of the members and visitors, all of which led up to the introduction of Charles S. Keith, of Kansas City, Mo., the speaker of the day. Mr. Keith delivered an elaborate address on the work of the Chamber of Commerce of the United States of America, of which he is a director, confining himself largely to the most recent referendum sent out by the Chamber of Commerce.

After Mr. Keith's address the lumbermen adjourned to a meeting composed of lumbermen exclusively and of this gathering E. B. Hazen, of Portland, was made chairman. Short talks were made by R. H. Downman, A. R. Turnbull, R. B

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Goodman and C. S. Keith, members of the manufacturers' party, each of whom confined himself to the subject which he had assumed to cover throughout the trip. The lumbermen who heard them were greatly interested in the subjects discussed.

A dinner was given the Portland Chamber of Commerce Monday evening at 6:30, at which over 400 lumbermen and business men were present. This was the largest assemblage that has met the eastern committee thus far during its trip.

The paper of the evening was delivered by E. B. Hazen, of Portland. Because of its vast importance and the injustice that would be done to Mr. Hazen's effort by giving it a synopsis by wire, no review of his address will be made in this issue, but it will be published in full in a later issue. At least a dozen ringing speeches were delivered during the evening, among them being one by J. H. Bloedel, of Bellingham, Wash., president of the West Coast Lumbermen's Association. Mr. Bloedel's speech was, all things considered, one of the most remarkable and logical pleas for lumber association work that the writer has heard in thirty years' experience. His address and that of others of his association confirms the belief that if by any chance the West Coast Lumbermen's Association should not come up to what its friends believe it should in the final adjustment of raising the funds necessary to properly advertise wood to the world at large, it certainly will not be the fault of its executives and leaders.

The addresses made by Messrs. Downman, Goodman, Keith and Turnbull were impromptu and impressive, being in each case a resumé of the work accomplished in the several territories represented by the speakers. The December 10 issue of the LUMBER WORLD REVIEW will include the complete text of the remarks of these gentlemen and this telegram can necessarily be only an announcement of the good things that are in store for the next issue.

THE PROGRAM OF TUESDAY, NOVEMBER 21.

This morning at 8 o'clock the party, with many Oregon lumbermen accompanying them, went down the Columbia river for an investigation of the camps and mills of the Nehalem Timber & Logging Co. This trip was of deep interest to all of the visitors, as well as to the local lumbermen. The party returned from the river trip at 4 o'clock and left for San Francisco at 8 o'clock this evening. Those who accompanied them to the latter city were H. D. Langille, E. T. Allen and Geo. M. Cornwall, of Portland, and B. A. Johnson, of Chicago. It is understood that an elaborate program has been provided by members of the San Francisco lumber trade in the way of addresses and entertainment.

AT SAN FRANCISCO, THURSDAY, NOVEMBER 23.

San Francisco, Cal., Nov. 23—(Special Telegram). —One hundred and seventy-nine lumbermen, representing all branches of the trade, inclusive of manufacturers, retailers, wholesalers and timber owners, gathered to welcome the visiting committee of the National Lumber Manufacturers' Association at an elaborate luncheon given by the California lumbermen in the ball room of the Palace Hotel at 12:30 today. Capt. E. A. Selfridge, jr., presided and at the conclusion of the luncheon he introduced F. J. Koster, president of the San Francisco Chamber of Commerce. Mr. Koster is a barrel manufacturer and is deeply interested in all matters relating to the timber and lumber interests. He welcomed the visitors and made a ringing address on co-operation, which was much appreciated by his hearers.

R. H. Downman was introduced and spoke in a general way of the work of the National Lumber Manufacturers' Association and stated that he would talk more at length at the general meeting of the lumbermen, which would be held at a later hour.

The tables at the luncheon were decorated with miniature houses and novelties of various designs made of redwood and California sugar and white pine. A magnificent shield, in red, white and blue, hung over the presiding officer's chair and upon this was emblazoned the slogan of the National Lumber Manufacturers' Association, "There is a Wood For Every Need" in letters six inches high. This handsome decoration was designed by A. B. Wastell, of San Francisco. The visitors and other guests of the lumbermen were complimented by favors, such as black cats carved from wood and similar articles.

At the banquet, which was held in the evening, President E. A. Selfridge, jr., of the Redwood Manufacturers' Association, officiated as toastmaster. Addresses were delivered by R. H. Downman, R. B. Goodman, A. R. Turnbull and H. D. Langille, all of whom spoke along the same lines they had followed at the gatherings at Portland, Seattle, Tacoma and Spokane.

E. T. Allen, of Portland, made a statement to the assembly as a matter of news as to just what had been adopted in the way of resolutions and other actions taken at the previous meetings held with the eastern committee at these cities.

A motion was made and adopted that a committee of three, representing the redwood interests and a similar committee, representing the pine interests, be authorized to formulate and present a report as to what they deem will be proper for their respective associations to do along the lines of what the other associations have done. These committees will be named later by Capt. Selfridge. No instructions were suggested for these committees and no queries were launched at the speakers. The conference with the California lumbermen ended with this session and no prophecy as to what action will be taken can be ventured.

PROBABLE RESULTS OF THE TRIP.

To sum up the results of the trip it looks as if there would be some real endeavor made to raise a yearly fund of $210,000 for the use of the National Lumber Manufacturers' Association. It is also regarded as possible that there may be a reorganization of the National Lumber Manufacturers' Association on a plan that will take in the manufacture of articles of commerce from the tree.

CHICAGO ASSOCIATION FAVORS RECONSIGNMENT.

The Lumbermen's Association of Chicago, through its secretary, Edwin E. Hooper and the chairman of its traffic committee, A. Fletcher Marsh, has issued a brief on Docket No. 8131 in the matter of rates on and the classification of lumber and lumber products, under date of November 16, 1916. One of the interrogatives issued by the Interstate Commerce Commission August 2, 1915, was "Should transit provisions be made universal and upon the same terms?" The Interstate Commerce Commission issued a digest of the answers to the seventeen questions and there were some differences of opinion shown among the lumbermen in their attitude on this question.

The brief contains a full statement of the position of the association, the testimony submitted by two of the members of the association and the arguments against the abolition of the reconsignment and diversion privileges. The association contends that these privileges are well fixed as settled practices of the railroads and of shippers and that the small mill operator who markets his product largely with the wholesalers would be practically put out of business were there to be any charge made, large or small, for reconsigning and diverting cars.

Testimony on this point was submitted by Harry J. Aldworth, a well known lumber traffic manager of South Bend, Ind., who represented the hardwood interests of the Lumbermen's Association and by Percival S. Fletcher, of the D. S. Pate Lumber Co., of Chicago, on behalf of the yellow pine interests of the association. Mr. Aldworth stated that any conditions or hardship imposed upon the wholesale dealer in this respect will necessarily revert on the small manufacturer. He said that in the hardwood business at least, one free reconsignment is absolutely necessary and its abolition would cause hardship on the part of the small mills. Furthermore, it would embarrass the consuming trade, which depends largely upon quick buying and prompt delivery, by means of which the consumers are able to conduct their business without the large investment that would be rendered necessary in the carrying of large stocks. The retail dealers are now, it is said, largely dependent upon the transit cars and are not able to anticipate their needs as much as sixty days ahead.

Mr. Fletcher stated that it has been the experience of his company that transit cars do not affect the price of lumber materially, as he gets just as good prices for the transit material as he does for the direct shipments. Both Mr. Fletcher and Mr. Aldworth agreed in their testimony that a charge of as much as $25 for reconsignment of cars would force not only the wholesale lumber dealers, but many of the small mill men out of business.

In their testimony these gentlemen made the point that inasmuch as the reconsigning privilege had been voluntarily extended without cost by a large majority of the carriers, it could be assumed that the cost of the reconsignment is so immaterial as to be of little consideration; that the soliciting agents of the carriers are actively looking for business and the railroads are paying considerable money in salaries to the representatives who solicit it. From this it is inferred that the reconsigning business is a benefit instead of a detriment to the carrier.

The brief also submits several decisions made by the commission in recent years, in which the reconsignment and diversion privileges are approved as being a commercial necessity.

NEW INTER-INSURANCE CONCERN.

New York, Nov. 21.—The fire insurance committee of the National Wholesale Lumber Dealers' Association has been working on the recommendation of the annual meeting of the association held in Philadelphia in March, on organizing an inter-insurers' association in the interest of the membership. At two meetings of the board of trustees the project received very favorable consideration and was referred to the fire insurance committee with power to act. The committee has adopted a plan of operation which will enable the carrying on of an insurance business among the members and strong financial backing has already been secured. The purpose of this plan is primarily to furnish members with fire insurance protection at cost. At the same time, it will broaden and extend the usefulness of the work of the association and will prove a good investment for those who participate in the underwriting. Within a few days it is expected that the committee will have a more definite announcement to make to its members as to details of operation, etc. The committee in charge is as follows: M. E. Preisch, chairman, Haines Lumber Co., North Tonawanda, N. Y.; Gordon C. Edwards, W. C. Edwards & Co., Ottawa, Ont.; R. L. Sisson, A. Sherman Lumber Co., Potsdam, N. Y.; A. L. Stone, Nicola, Stone & Myers Co., Cleveland, Ohio; F. S. Underhill, Wistar, Underhill & Nixon, Philadelphia, Pa.

THE SAW IN HISTORY.

At several of the recent logging association meetings much attention has been paid to that venerable implement, the cross cut saw. Its successor, the jump saw, has passed away, and another successor, the circular, is undergoing an evolution into the segment circular, but both are being largely replaced by the band. Meanwhile the ancient cross cut saw, while substantially unchanged in its general shape, from its original form, has undergone many improvements in the betterment of its cutting qualities, in the temper of its steel, and in several other scientific features which have made it a more valuable and efficient implement than ever.

Several dissertations upon 'Recent Improvements in Cross Cut Saws" were read at the recent annual meeting of the Southern Logging Congress by representatives of several of the great saw making institutions of the country, and these improvements were enumerated, and to the expert saw man, at least, mark real progress. A prominent lumberman and logger said at another meeting that there had been no change in the old cross cut saw during all the years since it first was invented. This gentleman probably did not mean literally what he said, because saw manufacturers are able to enumerate a great many changes that have been made with a view to modernizing the saw and improving its work. What the gentleman probably meant was that there had been no change in the general form of the cross cut saw, and that nothing of greater efficiency had been invented that could take its place in the economy of logging. That is true, for the cross cut saw is regarded as an indispensable, economic factor in woods operations, and accomplishes its purpose more cheaply than logging operators have been able to do with any other device.

Henry Disston & Sons, Inc., of Philadelphia, Pa., have recently issued a brochure commemorating the "Diamond Jubilee" of that house, or the completion of its seventy-five years of existence in the manufacture of saws. The book is entitled "The Saw in History," and it gives pictures of saws used in ancient times, including that of the cave dweller, that of the ancient Egyptian, and down to the present time, illustrating all styles, shapes and varieties of saws for the manifold uses to which they are put. It is an instructive work, and is of interest to others than the lumbermen or other users of saws, in that it describes the purpose to which any particular saw is adaptable.

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General News of Associations and Clubs

ARKANSAS LUMBERMEN JOIN THE SOUTHERN HARDWOOD TRAFFIC ASSOCIATION.

Memphis, Tenn., Nov. 20.—The Southern Hardwood Traffic Association is on the point of receiving about 25 new members from Arkansas. For quite a while plans have been discussed between the governing board of the association and prominent Arkansas lumbermen looking to the perfection of arrangements by which the latter might have the proper facilities for handling traffic matters. Members of the board have made several visits to Little Rock, Helena and Pine Bluff, and lumbermen from these points have come to Memphis for conference with the officials of the association.

For a time the plan thought most advisable contemplated the opening of a branch of the association at Little Rock similar to that established at Louisville some months ago. However, following the visit to Memphis of a number of Arkansas lumbermen some days ago, it was decided that lumber firms in that state should join the association, and, that, in order that they might have proper representation, the governing board of this organization would be increased from 18 to 24 at the next annual in January. This is recognized on all sides as a very happy solution of the problem, as it will give the Arkansas lumbermen unequalled facilities for handling traffic matters, and as it will greatly increase the membership of the association, and thus enlarge its income and augment the prestige which it now enjoys.

SOUTHERN CALIFORNIA RETAILERS.

Retailers of southern California gathered at Los Angeles, that state, on Saturday, November 11, for the sixth annual convention of the Southern California Retail Lumber Dealers' Association. The attendance was gratifying and the meeting was a splendid success throughout. President C. C. Eymann, of the Eymann Lumber Co., Upland, Cal., presided.

Secretary E. R. Shepherd, of Los Angeles, in his annual report showed that the association had made a saving of $900 in expense during the year by various economies. He brought up the question of "poaching," with reference to the encroachments of the large city lumber yards and the mail order houses on the country trade. He said that this feature was one that had caused considerable trouble in southern California during the last year.

Edwin Meyers, secretary-manager of the California Redwood Association, was the first speaker on the program. Mr. Meyers had just recently taken charge of the advertising campaign of the California Redwood Association, prior to which he had been connected with the Southern Pine Association. He told what had been done by the cypress and yellow pine manufacturers in advertising their products and how the efforts put forth had resulted in great advantage to the manufacturers.

There was an extended discussion on shingles, during which Ira Smith, southern California representative of the California Redwood Association, put forward some good arguments favoring redwood shingles.

There followed a discussion on the question of the use of motor trucks for delivery of lumber and other merchandise direct to consumers, with the idea that where these deliveries were made in other towns from where the motor trucks were operated a license fee should be charged with the idea of keeping the business in each town for the home merchants. C. W. Pinkerton, of Ocean Park, Cal., made a motion that a committee of seven be appointed to consider this subject and outline the ideas of the association.

A banquet was given at the Bristol café in the evening, after which the association was given an address by Paul Schoup, president of the Pacific Electric Railway, one of the leading factors in interurban freight and passenger traffic in southern California. He told about the operations of the "jitney" bus and the motor trucks, which he said paid no taxes for the maintenance of the highways, nor did they open new territories to development or seek new fields to serve, but simply paralleled existing lines of railroad and in some cases got the cream of the business.

CONVENTION DATES.

December 4—Lumber Exchange of Baltimore, Baltimore, Md. Annual meeting.

December 5-6—Associated Cooperage Industries of America, Gayosa Hotel, Memphis, Tenn. Semi-annual meeting.

December 6-8—National Rivers and Harbors Congress, New Willard Hotel, Washington, D. C. Annual meeting.

December 8-10—Northern Lumbermen's Salesmanship Conference, Merrill, Wis.

December 11—New York Lumber Trade Association, Waldorf-Astoria Hotel, New York City. Annual meeting.

December 11-14—Southern Commercial Congress, Armory, Norfolk, Va. Annual meeting.

December 12-13—National Veneer and Panel Manufacturers' Association, Auditorium Hotel, Chicago, Ill. Annual meeting.

January 16-18—Northwestern Lumbermen's Association, Court House, Minneapolis, Minn. Annual meeting.

January 18-19—American Forestry Association, Willard Hotel, Washington, D. C. Annual meeting.

January 20—Gum Lumber Manufacturers' Association, Memphis, Tenn. Annual meeting.

January 23-24—Retail Lumber Dealers' Association of Indiana, Claypool Hotel, Indianapolis, Ind. Annual meeting.

Januuary 23-24-25—Mountain States Lumber Dealers' Association, Brown Palace Hotel, Denver, Colo. Annual meeting.

January 24-25—Retail Lumber Dealers' Association of the State of New York, Onondaga Hotel, Syracuse, N. Y. Annual meeting.

January 24-26—Ohio Association of Retail Lumber Dealers, Deshler Hotel, Columbus, Ohio. Annual meeting.

January 24-26, 1917—Southwestern Lumbermen's Association, Muehlebach Hotel, Kansas City, Mo. Annual Meeting.

January 25-26—Northern Hemlock & Hardwood Manufacturers' Association, Hotel Pfister, Milwaukee, Wis. Annual meeting.

January 30-31—Hardwood Manufacturers Association of the United States, Hotel Sinton, Cincinnati, Ohio. Annual meeting.

January 31-February 1-2—Chamber of Commerce of the United States of America, New Willard Hotel, Washington, D. C. Annual meeting.

February 7-8—Retail Lumber Dealers' Association of Pennsylvania, Fort Pitt Hotel, Pittsburgh, Pa. Annual meeting.

February 7-8-9—Nebraska Lumber Dealers' Association, Hotel Rome, Omaha, Neb. Annual meeting.

February 7-9—National Association of Box Manufacturers, Hotel LaSalle, Chicago, Ill. Annual meeting.

February 14-16—Western Retail Lumbermens' Association, Hotel Davenport, Spokane, Wash. Annual meeting.

February 14-16—Illinois Lumber & Builders' Supply Dealers' Association, Hotel Sherman, Chicago. Annual meeting.

February 20—Lumber Dealers' Association of Connecticut, Hotel Taft, New Haven. Annnual meeting.

February 20-22—Wisconsin Retail Lumber Dealers' Association, Hotel Pfister, Milwaukee, Wis. Annual meeting.

April 10—Lumbermen's Association of Texas, Galveston, Texas. Annual meeting.

CONNECTICUT LUMBER DEALERS.

The twenty-fifth anniversary meeting of the Lumber Dealers' Association of Connecticut will be held at the Hotel Taft, New Haven, on Tuesday, February 20. The business session will be held early in the afternoon and a splendid dinner with a program of entertainment will be served at 6 o'clock in the evening. A committee for the carrying out of arrangements has been appointed and is composed of R. W. Chatfield, Derby, Conn., chairman; F. W. Bogardus, Stamford, Conn.; Wm. J. Riley, Hartford, Conn.; Geo. E. Alling, New Haven, Conn., and Jere J. Murphy, Naugatuck, Conn.

LOUISVILLE CLUB ELECTS OFFICERS.

Louisville, Ky., Nov. 18.—The Louisville Hardwood Club at its annual meeting held at the Seelbach Hotel, elected the following officers for one year: President, T. Smith Milton, of the Churchill-Milton Lumber Co.; vice-president, A. E. Norman, Jr., of the Norman Lumber Co.; treasurer, Claude M. Sears, of the Edward L. Davis Lumber Co., re-elected; secretary, R. R. May, of the Louisville Branch of the Southern Hardwood Traffic Association, secretary.

The retiring officers were Harry Kline, of the Louisville Veneer Mills; and Harold Gates, vice-president, with the Louisville Point Lumber Co. These two officers have served two years each.

The feature talk of the evening was in connection with the recent meeting of the Federal Trade Commission at Memphis.

NATIONAL HARDWOOD ASSOCIATION.

The monthly bulletin of the National Hardwood Lumber Association was issued last week by Secretary Frank Fish. The statement of inspection work for October shows a total of 16,522,560 feet, of which 9,384,845 feet was inspected by the official inspectors.

The executive committee held its regular fall meeting at its headquarters in the McCormick building, this city, October 26. There were forty-three new applications for membership and of these forty-two were accepted. Secretary Fish reported that the number of names dropped from the membership through failures, resignation and other causes since the annual meeting in June was less than 10 percent of the number during the corresponding four months of the preceding association year. The total inspection of lumber during these same four months exceeded that of the corresponding period in 1915 by over 10,000,000 feet. During the month ended November 15 the following applications for membership were received: Holly Ridge Lumber Co., Louisville, Ky.; Coulter Lumber Co., Grand Rapids, Mich.; Port Barre Timber & Tie Co., Ltd., Port Barre, La.; Elk River Coal & Lumber Co., Dundon, W. Va.; James E. Tague & Co., Philadelphia, Pa.; John C. Hoof & Co., Chicago, Ill.; J. H. MacDowell Lumber Co., Inc., Brooklyn, N. Y.; Cornelius Lumber Co., St. Louis, Mo.; Ruth Lumber Co., Poplar Bluff, Mo.; Waddell-Williams Lumber Co., Rhoda, La.; J. C. Greer, Evansville, Ind.; Hart & McDonagh, Toronto, Ont.; French Broad Lumber Co., New York City, N. Y.; Deerfield Lumber Corp., Mountain Mills, Vt.

ARKANSAS TO HAVE A STATE FORESTRY ASSOCIATION.

Little Rock, Ark., Nov. 15.—At a meeting held in Little Rock on November 2, a committee was formed, which it is hoped will lead to the formation of a state forestry association in Arkansas. The meeting was attended by a number of timber land owners of the state, and four officials of the United States forestry service.

Harry E. Kelly, president of the Kelly Trust Co., of Fort Smith, was selected as chairman of the committee, and Mr. Huie, of the government forestry service at Hot Springs, was selected as secretary. The other members chosen are: P. H. Miller, of Benton; Junius R. Case, president of the Arkansas Lime Co., Ruddells; J. R. Phipp, of Fayetteville, and E. J. Bodman, of Little Rock, secretary of the Union Trust Co. and chairman of the Arkansas Profitable Farming Committee.

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ORGANIZATION OF OAK MANUFACTURERS

Large Gathering of Producers at Memphis Adopt Aggressive Tactics—Forty-Seven Charter Members Enrolled—Edward A. Lang, of Chicago, Chosen President

For several centuries the supremacy of oak as a desirable lumber for interior trim, furniture, flooring and a thousand and one other purposes has been unquestioned. Recently, however—especially within the last year—other woods have been brought forward to take its place and, owing to lower price and equal availability in securing quantities, they have often been given preference. The result has been that many users of oak, especially for furniture, have adopted other woods—equally meritorious, perhaps, but the sale of which has been pushed with a greater amount of vigor than has oak.

The need of a compact organization of oak producers to stem this tide of invasion became apparent and through the activities of a number of lumbermen of Memphis, Tenn., prominent among whom were James E. Stark, William H. Russe and others in that market, as well as a number from other oak producing regions, a meeting was called at the Hotel Chisca, Memphis, Tenn., on Friday, November 10. Those who responded to the call

J. E. STARK, OF MEMPHIS, TENN.

were of the type of lumbermen who are usually found at the head of such movements—men of pronounced convictions and who desire to show their faith by their works and are not afraid to put up a little money as a further earnest of their ideas.

PURPOSES OF THE ASSOCIATION.

The purpose of the American Oak Manufacturers' Association is stated by W. H. Russe, chairman of the publicity committee, to be as follows: To exploit oak lumber in every legitimate manner and promote the welfare of members of this organization in every possible way. To this end information will be compiled and disseminated by the secretary covering stocks of oak lumber on hand at given dates and the amount of oak lumber sold during stated periods, together with the actual prices obtained therefor, these reports in both cases being based on returns made by members of the association. Publicity will be used to keep oak lumber as prominently before the consuming and distributing trade as possible and no effort will be spared which can, in any way, contribute to the creation of new uses or new outlets in the United States, in Canada or abroad for oak lumber and products made therefrom.

NOTES OF THE BUSINESS SESSION.

W. H. Russe, of Russe & Burgess, Inc., Memphis, Tenn., called the meeting to order and requested James E. Stark, of Memphis, to outline the purpose of the gathering. Mr. Stark said that the meeting was an outgrowth of the suggestion

E. A. LANG, OF CHICAGO, President.

of an out of town manufacturer and was not really a Memphis organization. However, he believed that the Memphis lumbermen were convinced that the oak manufacturing industry needs something to put it on its feet and to restore prices. He called attention to the fact that for many purposes oak had been supplanted by other woods and said that it was the only wood which had no organization for the exploitation of its virtues. He said that the idea of an organization had been warmly endorsed by eastern manufacturers and that it had been proposed to incorporate. However, the plans had gone no further than to select a temporary chairman for this meeting and he thought it was up to those present to tell what they desired to do further in the way of organization.

Following Mr. Stark's address the proposed charter of the association was read and adopted. It provides in its eligibility clause for five classes of members, as follows:

W. H. RUSSE, OF MEMPHIS, TENN.

Class A will include manufacturers of oak lumber whose dues will be assessed at a rate not to exceed 10 cents a thousand feet, log scale, based on annual production.

Class B will include manufacturers of sawed or sliced oak veneer, whose dues shall be $100 a year.

Class C will include manufacturers of rotary oak veneer, whose dues will be $50 a year.

Class D will embrace manufacturers of oak forest products, inclusive of staves, heading, ties, etc., whose dues will be $50 a year.

Class E will include owners of oak stumpage who do not manufacture lumber and their dues will be $1 a million feet on their estimated stumpage.

The report of the committee on constitution and by-laws was the first order of business at the afternoon session and the report was adopted and the permanent organization effected. All present were then asked to enroll themselves as members, and practically every concern represented in the meeting signed the association charter.

W. H. Russe, of Memphis, offered resolutions, protesting against the abandonment by the government of the harbor at Gulfport, Miss., which were unanimously adopted.

W. E. DE LANEY, OF LEXINGTON, KY.

It was decided to make Memphis the official headquarters of the new association.

OFFICERS ELECTED.

The following officers were proposed by the committee on permanent organization and were unanimously elected:

President—E. A. Lang, Paepcke-Leicht Lumber Co., Chicago.

First vice-president—W. H. Russe, Russe & Burgess (Inc.), Memphis.

Second vice-president—James E. Stark, James E. Stark & Co., Memphis.

Treasurer—R. L. Jurden, Penrod, Jurden & McCowen, Memphis.

Directors (for three years)—W. E. DeLaney, Lexington, Ky.; F. W. Mowbray, Cincinnati; Ralph May, Memphis; T. M. Brown, Louisville; W. C. Johnson, Mansfield, Ohio; J. F. McIntyre, Pine Bluff, Ark., and W. A. Ransom, Memphis.

For two years—Max Pease, Poplar Bluff, Mo.; R. M. Carrier, Sardis, Miss.; J. F. McSweyn, Memphis; P. A. Ryan, Lufkin, Tex.; George E. Breece, Charleston, W. Va.; S. M. Nickey, Memphis, and Claude Maley, Evansville, Ind.

For one year—M. H. Massee, Macon, Ga.; E. V. Babcock, Pittsburgh; R. H. Darnell, Memphis; A. B. Ransom, Nashville; W. B. Burke, Charleston, Miss.; C. Boice, Richmond, Va., and F. R. Gadd, Chicago.

BENJAMIN AIKEN ELECTED SECRETARY.

A meeting of the board of directors was held

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following the adjournment of the meeting. President E. A. Lang appointed the following executive committee: James E. Stark, Memphis; R. L. Jurden, Memphis; Frank R. Gadd, Chicago; W. E. DeLaney, Lexington, Ky. It was decided by the executive committee that seven members of the board of directors would constitute a quorum and that three members of the executive committee would constitute a quorum of that body for the transaction of business. The directors decided that the next meeting of the association would be held in Memphis, Tenn., on or about January 20, 1917.

At a meeting of the executive committee Benjamin Aiken, of New York, was elected secretary of the association. Mr. Aiken was engaged in the sawmill and wholesale lumber business in Cincinnati for several years, but some time ago accepted the position of advertising manager for the Huyler Candy Co., of New York. He returned to New York after the meeting and after settling up his affairs there will go to Memphis and assume his new duties probably around the first of the year. He is said to be admirably equipped for the position of secretary.

STANDING COMMITTEES.

Standing committees of the association are as follows:

Membership: M. B. Cooper, chairman; F. W. Mowbray, Ralph May, F. R. Gadd, T. M. Brown, J. F. McIntyre, Claude Maley, A. B. Ransom, A. S. Johnson, M. H. Massee, W. A. Ransom and Homer Alexander.

Finance: F. E. Gary, chairman; H. B. Weiss and William Pritchard.

Assessments: C. L. Harrison, chairman; S. M. Nickey, J. W. McClure, Ross Hackney and W. P. DuBose.

Resolutions: W. E. DeLaney, chairman; W. H. Russe and Earl Palmer.

Technical Research: W. B. Burke, chairman; R. M. Carrier, W. A. Gilchrist, E. O. Robinson and George E. Breece.

Advertising: F. R. Gadd, chairman; James E. Stark and Nelson H. Walcott.

NORTHERN SALESMANSHIP CONFERENCE.

The sales managers' committee of the Northern Hemlock & Hardwood Manufacturers' Association has announced the Northern Lumbermen's Salesmanship Conference to be held at the Badger Opera House, Merrill, Wis., December 8, 9 and 10, 1916. The conference is held at Merrill at the instance of the four large lumber institutions there, the Heinemann Lumber Co., the A. H. Stange Lumber Co., the Kinzel Lumber Co. and the Union Land Co. The committee in charge of the conference is composed of the following: George C. Robson, Kinzel Lumber Co., Merrill, chairman; J. F. Halpin, C. H. Worcester Co., Chicago; H. S. Butts, Park Falls Lumber Co., Park Falls; Alfred Klaas, Holt Lumber Co., Oconto; W. E. Vogelsang, Turtle Lake Lumber Co., Grand Rapids, Mich. Lumbermen, whether manufacturers or dealers, wholesalers, commission men or salesmen, are cordially invited to attend.

The program has been tentatively prepared but had not been completed in all details at the time of going to press. It has been arranged that a prominent manufacturer of lumber will be selected as temporary chairman at each session of the conference.

At the opening session on Friday morning, December 8, there will be introductory remarks by Chairman Robson; an address on "What I Think About It" by some northern manufacturer, name to be announced; an address on "The Manufacturers' Side of the Salesmanship Problem," by Edward Hines, of Chicago; an address on "The Relative Durability of Competing Woods," by O. T. Swan, secretary of the association; an address on "The Sales Managers' Side of the Selling Problem," by Chairman George C. Robson; and an address on "The Salesman's Side," by Harry G. Wilbur, of Milwaukee, president of the Northwestern Lumber & Sash & Door Traveling Salesmen's Association.

Friday afternoon the party will visit the plant of the Kinzel Lumber Co., after which the session will be resumed at the Badger Opera House. A. L. Osborn, of Oshkosh, will deliver an address on "The Selling of Lumber, Past, Present and Future." H. H. Butts, of Park Falls, will have for his subject "Systematic Salesmanship, its Possibilities and Limitations." F. M. Ducker, traffic manager, of Oshkosh, will talk on "Transportation in Northern Business." W. H. McDonald, chief inspector, and Roger E. Simmons, timber engineer, will talk on "Commercial Soft Woods and Their Grading Rules—A Selling Factor." J. F. Halpin will have for his subject "How the Work of the Sales Managers' Committee Can be Put on the Most Efficient Basis." There will also be a discussion on market conditions, led by some northern manufacturer.

Friday evening there will be a banquet given at the Hotel Badger by the manufacturers of Merrill.

On Saturday morning a prominent Wisconsin retailer, name to be announced, will talk on the subject "The Retailers' Side of the Selling Problem."

Next following will be an address with accompanying exhibits by D. E. Breinig, of New Milford, Conn., on the subject "Beautiful Birch; How to Make it More Beautiful."

W. W. Brown, of Two Rivers, Wis., will talk to the subject "The Wood Consumers' Requirements." W. H. McDonald, chief inspector, will present his ideas of "Co-operation with the Retailer," and Secretary Swan will deliver an address on "The Relative Strength of Timbers."

In the afternoon the company will visit the A. H. Strange Co.'s plant and after that will return to the Badger Opera House where Rolf Thelen, engineer, of the Forest Products Laboratory at Madison, will talk on "Competing Materials." Roger E. Simmons, timber engineer, will talk on "Competitive Markets." S. J. Williams, of Madison, will talk on "Safe and Unsafe Woods in Building." The sales managers' committee will present its report on market conditions, which will wind up the regular program.

In the evening there will be an entertainment given by the Merrill lumbermen.

Sunday morning the Heinemann Lumber Co.'s plant will be visited. Chief Inspector McDonald will discuss grades and present exhibits. Then a special train will be taken to the Newwood camps of the Union Land Co., where a special camp dinner will be served. That afternoon the members will listen to an address by E. M. Barrett, secretary of the World's Salesmanship Congress, on "Salesmanship in Its Broadest Sense."

Some time during the sessions representatives of the Michigan Hardwood Manufacturers' Association will be heard and also other speakers who have been invited to address the gathering.

MEMPHIS CLUB IN INTERESTING MEETING.

Memphis, Tenn., Nov. 20.—The principal feature of the semi-monthly meeting of the Lumbermen's club at Memphis, held at the Hotel Gayoso, Saturday, November 11, was the address delivered by Erwin W. Thompson, commercial attache of the United States at the Hague and at Berlin, during the course of which much first-hand information was given members of the club about conditions now prevailing in Holland and Germany.

Mr. Thompson said he took little stock in the theory that Germany would flood the markets of the world with products of various kinds following the conclusion of peace. He pointed out that there was a dearth of raw materials, on account of the effectiveness of the blockade maintained by the allies, and, that, because of this scarcity of lumber, steel, iron and various other metals, practically no progress was being made in turning out finished goods for use now or at any time in the future.

One of the pleasing features of the address of Mr. Thompson was the declaration on his part that both Holland and Germany will have to import lumber on a big scale from the United States, as soon as the war is over. He thought that a great deal of the lumber would have to be bought on credit, but he emphasized the fact that business interests in both countries would be entitled to the usual credit accommodation. He said that both had large quantities of gold, and that this was particularly true of Germany, which began hoarding the yellow metal long before the war began.

He also said that Germany had splendid factories and an ample supply of skilled labor, and that as soon as the blockade was raised, there would be an era of unparalleled industrial activity in that country.

At the conclusion of the address Mr. Thompson was tendered a vote of thanks for his excellent presentation of a subject which lies pretty close to the hearts of every lumberman catering to the export trade.

Two applications for membership were filed as follows:

H. J. Davis, H. J. Davis & Co., Clarksdale, Miss., and Charles P. McManus, resident manager for the Probst Lumber Co., Cincinnati.

On motion of George C. Ehemann, chairman of the river and rail committee of the club, resolutions were adopted strongly protesting against the abandonment by the United States authorities of the harbor at Gulfport, Miss. These resolutions were similar to those passed by the Southern Hardwood Traffic Association and the American Oak Manufacturers' Association, and they not only protest against the abandonment of the harbor, but ask that appropriations be increased, instead of withdrawn. They explain that a very large percentage of lumber and forest products sent from the valley states go via Gulfport, ond that the elimination of that port would incur unbearable congestion and delay at New Orleans, which would have to care for all this business. Facilities at New Orleans, they point out, are already unequal to the requirements of lumber interests now using that port, and they stress the fact that the harbor at Gulfport is absolutely essential to exporters of lumber and other commodities.

There were about 80 members and visitors present. The usual luncheon was served.

HONORING SNARK SEIDEL.

Members of the Hoo-Hoo Order in St. Louis, as well as from several outside points, honored Julius Seidel, Snark of the Universe, in giving him a dinner at a restaurant in St. Louis Thursday evening, November 9. Sidney S. May, of the May Lumber Co., presided and called upon a number of the members for speeches. In opening the speech-making program he devoted himself to the good work accomplished by Mr. Seidel on behalf of the Hoo-Hoo order. That gentleman responded in a happy way, thanking the members for their expression of confidence.

P. F. Cook also made an address on his favorite topic "To The Ladies," of whom there were a number present. Secretary-Treasurer E. D. Tennant also spoke felicitously.

John F. Gresley, of Omaha, Neb., Arcanoper of the Supreme Nine and P. T. Langan, of Cairo, Ill., a former member of the Supreme Nine and president of the Illinois Lumber & Builders' Supply Dealers' Association, were among the out-of-town guests. There were ninety-six ladies and gentlemen at the banquet and after the speaking concluded there was dancing.

HOO-HOO MAKE MERRY IN BEAUMONT.

Beaumont, Texas, Nov. 18.—Hoo-Hoo took a prominent part in the great parade that was the feature of the closing of the South Texas State Fair tonight. After the parade about 200 members of the Concatenated Order of Hoo-Hoo made merry "on the roof" of the Elks club until midnight. The principal feature of the program was the concatenation at which sixteen kittens were initiated into the mysteries of the great black kat and the festivities closed with a duck banquet, which proved one of the best and most enjoyable feasts held by the Hoo-Hoo in many years.

Ben S. Woodhead presided as toastmaster and entertaining talks were made by Harry J. Miller of Seattle, past Snark of the Universe; Harry T. Kendall, of Houston, Supreme Arcanoper; Marcus E. Sperry, Vicegerent, of Orange; J. C. Dionne, of Houston and James B. Roark of Hawthorne, La.

Comprising the official nine which conducted the concatenation were: Harry T. Kendall, snark; W. A. Priddie, senior Hoo-Hoo; Ben S. Woodhead, custocatian; W. A. Nichols, bojum; R. J. Morton, scrivenoter; J. C. Dionne, junior Hoo Hoo; Hamp Stone, jabberwock; R. A. McLaughlan, gurdon; Marcus E. Sperry, arcanoper.

W. A. Priddie, Vicegerent of the Hoo-Hoo order of southeast Texas, was elated over the success of Saturday's celebration. After the banquet he said he was very grateful to the committees for their excellent service, for without their co-operation the event would certainly have been a failure.

EVANSVILLE LUMBERMEN'S CLUB.

Evansville, Ind., Nov. 22.—At the last meeting of the Evansville Lumbermen's Club, which was held at the New Vendome hotel on Monday night, November 13. President Daniel A. Wertz appointed a committee to nominate officers of the club for the ensuing year and this committee will make a report at the next meeting of the club, which will be held on the second Tuesday night in December. The following were named on the committee: Joseph W. Waltman, of the J. W. Waltman Lumber Co., George O. Worland, of the Evansville Veneer Co. and J. C. Greer, of the J. C. Greer Lumber Co. Mr. Wertz has held the presidency of the club for two years and under his administration the club has grown and flourished. Mertice E. Taylor has been the efficient secretary for the past year.

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The Latest News of the Lumber World

AMENDED CAR SERVICE RULES.

New Orleans, La., Nov. 21.—The American Railway Association, at its recent meeting in New York city, adopted amended car service rules which have been filed with the Interstate Commerce Commission at Washington. These rules in many respects change radically the regulations heretofore in effect and are expected to afford a speedy relief in the scarcity of rolling stock, which has been so severely felt in the south for the last several weeks. Advance copies of the rules have been submitted to A. G. T. Moore, assistant secretary of the Southern Pine Association, and a member of the Industrial Traffic League.

Some of the provisions of the amended form are that foreign cars belonging to direct connections must be returned to the home road and the home road would have the right to demand the return of its empty cars at the junction point where they were loaded.

A car received loaded in switching service must be returned to the home road, loaded or empty, if a direct connection within that switching territory; otherwise, unless it home routes from the switching line to some other road, it must be returned to the delivering road, loaded or empty.

An empty foreign car may be delivered to a connecting road, to be loaded within the designated switching lines and returned. Such delivery shall be indicated on the junction report by the words, "for loading."

The per diem rules prescribe a rate for the use of freight cars of 45 cents a car a day, but this may be increased for a specified period to an amount not in excess of $1.25 a car a day, which shall be paid for every calendar day.

A road diverting a foreign car shall pay to the owner thereof the sum of $5, in addition to the per diem, and shall report same as a separate item on the per diem report for the month in which the car was diverted.

The executive committee of the American Railway Association shall appoint a commission authorized to increase the per diem rate for a specified period in times of car shortage, but the commission shall in no case set the rate at a figure above the maximum rate named in per diem rule, nor give less than — days notice of change in the rates. Subject to the above limitations, the per diem rates may differ: (1) As between open and closed cars, and (2) as between official, southern and western classification territory.

The diversion penalty is increased from $2 to $10 and of this one-half is to go to the owner of the car diverted, and the other half to the American Railway Association.

RAILROAD BUYING ACTIVE IN THE NORTHWEST.

Tacoma, Wash., Nov. 20.—Inquiries and orders from the large transcontinental railways have been received in large quantities by Tacoma lumber manufacturers during the past ten days. On November 10 the Union Pacific system announced the placing of orders for 2,500 new freight cars, 1,000 of which are to be automobile cars and 1,500 standard box cars. A large portion of the lumber used in this order will be furnished by the mills of the Pacific northwest. The road's expressed intention is to make an effort to relieve the shortage of freight cars which now prevails throughout the country.

On November 18 the Chicago, Burlington & Quincy railroad gave out an inquiry for approximately 5,000,000 feet of Douglas fir lumber. Bids on this inquiry will be opened November 23, in Seattle. The inquiry calls for car material of assorted sizes, bridge stringers, large timbers and cross ties. It is the fourth large order placed by the Burlington during the past year, practically all of which has been supplied by the Douglas fir manufacturers.

EXAMINATION FOR TRADE COMMISSIONERS HELD.

Washington, Nov. 22.—Examinations were held in various parts of the country today for the lumber trade commissioners. While a complete list of those taking the examination will not be known for some days, the Bureau of Foreign and Domestic Commerce announces that 179 applications were sent out, about a third of whom took the former examination. Last time 142 applications were sent out and 120 took the examination. The papers will probably be corrected in from ten days to two weeks.

A GALA DAY AT VREDENBURGH.

The Vredenburgh Sawmill Co., at Vredenburgh, Ala., is making great preparations for a store opening and celebration on Thursday, November 30, Thanksgiving day. Peter Vredenburgh, jr., president of the company, says that he has been informed that every automobile within a radius of forty miles is booked for Vredenburgh on that day. Among the attractions will be a football game in the afternoon, and a dance and free motion pictures at night. Six free trains will be run to Vredenburgh during the day, and, as Mr. Vredenburgh says, "there is going to be a heap stirring." The occasion is the completion of the company's department store at Vredenburgh, which is splendidly stocked and would be a credit to any of the larger cities. Music will be rendered by the Selma brass band, and several thousand people in the country tributary to Vredenburgh are expected to participate in the celebration.

CONSIDER CAR SHORTAGE SITUATION.

Washington, D. C., Nov. 20.—Just before the adjournment of the annual convention of the National Association of Railway Commissioners, which has been in session here for several days, a committee was appointed to appear before the Newlands committee to look into the railroad situation, under a congressional resolution. The convention also passed the following resolution relative to the car shortage:

"Whereas, There now prevails throughout the United States a shortage of cars, unprecedented in proportion and stupendous in its possibility of damage to the industries of the country; and, while this stringency in transportation facilities is general all over the country, it is particularly acute in the central and western states; to such an extent has the shortage developed that business in many lines is paralyzed, and people in many states are menaced by a famine in fuel and foodstuffs; hundreds of thousands of bushels of grain in Iowa, Kansas, Nebraska and other states have been hauled to railway stations and dumped upon the ground for want of cars to move it to market; millions of dollars, represented by this marketable product of the farms is jeopardized, and the commercial equilibrium of the territory affected is imperiled; mines in Colorado and other states have been forced to suspend operations, and industries dependent upon their product for fuel have been compelled to shut down, or to seriously curtail their operations; perishable fruits and vegetables are being held in western states, with a prospect of partial and possible total loss; and,

"Whereas, It appears from statistics recently made public by the American Railway Association, that there were, for the 24-hour period, ending November 1, 1916, 108,010 fewer cars in the United States than were required to transport shipments offered; and,

"Wheras, It appears that the situation has reached such proportions that it has gotten beyond the control of the carriers themselves, as is evidenced by the recent action of the American Railway Association in naming a committee to confer with the Interstate Commerce Commission for the purpose of devising ways and means for enforcing the rules of the association regarding the return of foreign cars to their owners; and,

"Whereas, The misuse and retention of cars by certain carriers has disturbed the transportation equilibrium in the country; and,

"Whereas, Under the act to regulate commerce, as now in force, the Interstate Commerce Commission appears to lack the necessary authority, except after hearing and consequent delay, to make rules and issue orders governing the proper return of equipment to the lines owning or leasing the same; therefore, be it,

"Resolved, That a committee on car service and demurrage, consisting of seven members, with full power to represent this association, be appointed by the president to confer with the Interstate Commerce Commission, for the purpose of securing such immediate relief as is possible in this emergency; and, be it further

"Resolved, That the said committee on car service and demurrage be instructed to present these resolutions to the congress of the United States, and to urge upon that body the adoption of an amendment to the Act to Regulate Commerce which will confer upon the Interstate Commerce Commission authority to establish rules and regulations with respect to exchange, interchange, and return of equipment between the various railroads operating in the United States; and, be it further

"Resolved, That it is the sense of this association that one of the principal reasons of the car shortage in many sections of this country is failure of certain of the carriers to promptly return the equipment, which has been unloaded at points on their lines, to the roads owning the same; and, further, that this inconvenience and financial loss now being suffered by many of the shippers would be materially reduced if all of the carriers would immediately proceed to return the cars they are now using to the roads owning the same; and, be it further

"Resolved, That it is the sense of this association that the Interstate Commerce Commission, in its consideration of the application of the carriers for increased charge for demurrage, should compare the relief to be gained thereby with the additional relief that might be afforded by a material increase in the per diem car rental charge assessed by the carriers in their interchange agreements."

LONG-BELL COMPANY ADVANCES WAGES.

An associated press despatch in the Chicago papers last Thursday stated that on November 22 the Long-Bell Co. made a voluntary advance in wages to its employees at the eleven plants of the company located in Missouri, Texas, Louisiana and Arkansas. The advance, it is said, involves a total increase of $250,000 a year in wages.

The company held the annual conference of its officials and mill managers at Beaumont, Tex., on Monday and Tuesday of this week. Among those who were in attendance from Kansas City were Robert A. Long, chairman of the board; F. J. Bannister, president; J. D. Tennant, vice-president; F. L. Tyner, secretary to the vice-president; R. S. Davis, traffic manager; J. H. Bester, manager of the mercantile department; M. E. Stone, assistant manager and W. O. Burgess, general auditor. The officials of the company had been making their annual visit to the various manufacturing plants and after visiting them assembled at Beaumont for a general conference. The mill managers who were present were the following: C. H. Dodd, Hudson River Lumber Co., DeRidder, La.; Roy F. Morse, Ludington Lumber Co., Ludington, La.; W. L. Prickett, King-Ryder Lumber Co., Longville, La.; J. H. Kennesson, Rapides Lumber Co., Woodworth, La.; J. M. Sowards, general manager mill operations, Pine Bluff, Ark.; C. H. Murphy, manager hardwood manufacturing department, Pine Bluff, Ark.; Samuel T. Woodring, Calcasieu Long Leaf Lumber Co., Lake Charles, La.; George Hays, Fidelity Lumber Co., Doucette, Tex., and S. M. Morris, Lufkin Land & Lumber Co., Lufkin, Texas.

The store managers in attendance were the following: J. H. Derks, Longville; Victor Martin, Bonami; A. A. Bass, Sweetville, La.; C. L. Riddle, Ludington; Ray Thomas, Hoy, La.; W. E. McNair, Woodworth; J. H. Leach, Pine Bluff; H. L. Sanders, Doucette; Roscoe Perry, Lufkin.

BUSINESS CONDITIONS IN AND ABOUT BEAUMONT.

Although most of the sawmills in the Beaumont district are still curtailing their production because of the shortage of cars, order files continue to pile

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up, with no prospects for delivery within any specified time.

But during the past three or four months the sawmills have had one good customer, and they appreciate him. He has been their salvation. His name is Uncle Sam. Scarcely a day passes but that a contract for lumber is awarded for the army along the border. Only recently more than 1,000,000 feet of lumber was purchased for bridging the sand holes and the mudholes between Columbus, N. M., and Major General Pershing's army headquarters down in Mexico. This lumber was all 3 x 12 and of the best grade. There have been other big orders for lumber for flooring for the soldier boys' tents, for hospitals, mess halls and kitchens. It is estimated that the government will have to purchase upward of 50,000,000 feet of lumber before the little job down along the border is completed. The government placed one order with a Beaumont concern for 60,000 cross ties. It is thought that this was a preparedness measure.

BROOKMIRE'S ANALYSIS AND FORECAST

The analysis of financial and manufacturing conditions issued by the Brookmire Economic Service, of 36 Pine street, New York, November 20, notes a tendency to strength in the stocks of companies producing raw material and to heaviness in the stocks of companies which must buy that raw material. In Brookmire's opinion, the possibilities of a general bull market, even in industrial stocks, exclusive of the rails, is pretty well exhausted. Any further movement will have to discount not only the general increase of prosperity, but the shifting of profits on to steel, copper and oil companies and to such other manufacturing stocks as are able to furnish their own raw material.

After a thorough survey of the market Brookmire makes the deduction that any further participation in speculation should be undertaken only on extremely large margins by those who are willing to take chances on heavy losses and who will be satisfied with moderate profits. He expresses the opinion that the shifting of profits from the manufacturers who must buy their raw material over to those who furnish their own raw material, will be worse next year, as prices are already tremendously higher than they were last year and the accumulated supplies bought at the lower prices are getting exhausted. Brookmire advises his clients to determine accurately as soon as possible how much manufacturing costs have been increased and to have back of their selling policy the motto, "Get a fair profit or do not take the business." This motto might be applied with propriety to the lumber trade almost any time, but more particularly now.

A SOLID TRAINLOAD OF IDAHO WHITE PINE.

The Rutledge Timber Co. of Coeur d'Alene, recently shipped probably the most valuable trainload, consisting of forty cars, of lumber ever transported by a railroad. This lumber was consigned to the Eastern Lumber Co. at Tonawanda, New York. The train will be unloaded at Superior, and the remainder of the journey made by boats on the Great Lakes.

The cars contained upward of 1,000,000 feet of number three grade and better. The train was rushed through to its destination and special arrangements were made for its handling.

The cars were decorated with large banners bearing in huge letters the slogan "Genuine Old Fashioned White Pine—And Plenty Of It." It is a significant fact that the lumber will be sold to New Englanders, the first users of the "old fashioned white pine."

"In some sections the idea has become prevalent that it is impossible to secure white pine," stated L. R. McCoy, sales manager of the Rutledge company. "This train will help to correct this erroneous impression." The Edward Rutledge Timber Co. has a very large and luxuriant tract of white pine that it is just starting to put on the market. Consequently, it will be able to supply its customers for another thirty years with genuine old fashioned white pine, which is being sold under the trade name of 'Marble Creek Idaho White Pine.' "

The first homes in America were built of white pine. As the demand for this universal building material became greater, mills were constructed in Michigan, Wisconsin and Minnesota. White pine advanced in price in New England as it became necessary to transport lumber from the western states. Substitutes were offered in an attempt to replace white pine, and succeeded in some cases.

But now, after three centuries' experience in home building, in spite of the increasing cost of white pine in New England, due to the necessity of hauling it across the continent, New England consumers demand Idaho white pine. They know from experience that white pine surpasses all other woods and wood substitutes for exterior finish, interior white enamel finish and miscellaneous uses.

A NEW YELLOW PINE MANUAL.

New Orleans, La., Nov. 21.—The new Southern Pine Association "Manual of Standard Wood Construction" has been completed, and is now being distributed. It has been the idea of the association in this little volume to give only such information as will be of vital interest and help to engineers, architects and builders. The work contains information not to be found in other publications, and among its features are:

Safe loads for beams and columns of yellow pine.

Moments of resistance in yellow pine beams.

Maximum spans for yellow pine mill and laminated floors.

Formulae and diagrams for flexure, shear and bending moment in yellow pine beams.

Formulae and examples for figuring and tables of safe loads in yellow pine trussed beams.

Tables on the physical properties of yellow pine, treated and untreated, taken from various bulletins of the Forest Products Laboratory and the University of Illinois.

It contains the new "density rule" governing southern yellow pine timbers, allowable working stresses from various building codes, weights of southern yellow pine and various other materials, and tables of board measure.

The work will be found handy, complete and accurate for ready reference and a few practical examples will help those without technical education to figure stresses for themselves.

It is handsomely bound in leather and will be a valuable addition to any technical library. Letters to 5,000 architects, engineers and builders were sent out by the association a week ago, asking whether they desired a copy of the work, and since that time 1,500 replies have been received, all heartily endorsing the work, and requesting that the senders be furnished with one or more of the pamphlets.

NATIONAL CHAMBER OF COMMERCE CONSIDERING RAILROAD PROBLEMS.

Washington, D. C., Nov. 18.—The lumber and other industries were presented here yesterday and today at the special meeting of the National Council of the Chahber of Commerce of the United States, called to discuss various phases of the railroad situation as it confronts the business men of the country.

Among those here representing the lumber and allied interests were: R. S. Kellogg, secretary of the National Lumber Manufacturers' Association; D. O. Anderson, of the North Carolina Pine Association; William H. Judd, of the Lumber Dealers' Association of Connecticut; B. W. Lord, of the National Veneer & Panel Manufacturers' Association; E. H. Defebaugh, representing the Tight Barrel Stave Manufacturers' Association and the Western Cigar Box Manufacturers' Association, and John Foley, of the American Wood Preservers' Association.

Because of his official position as vice-chairman of the Joint Congressional Committee on Interstate Commerce, which next week will start hearings on the railroad situation, the talk of Representative William C. Adamson, of Georgia, yesterday was perhaps of greatest interest.

"Congress, in my opinion, will not wait for the report of the joint committee on commerce, which will begin to deal with the railroad question at hearings at the capitol on Monday," said Judge Adamson.

Mr. Adamson said that if government ownership is argued for before the committee it will be on a theory that government regulation has been a failure. Government ownership, he said, would mean the complete subjugation of the government to the railroads. He pointed out that the railroads if capitalized at $25,000,000,000, would require a sum of money for their purchase utterly beyond the power of the government to furnish. Speaking of the present situation, Judge Adamson said:

"Both railroad capital and railroad labor in this controversy seem to forget their masters, the public. They forget they are public servants, and that they cannot have a fight in the street which will halt interstate commerce. If they do forget it, congress will have to remind them of what their duties are, and when congress does step into the arena it will not do so as a partisan of either side, but in a way that will control the whole situation in the interest of the general public."

Judge Adamson said that he thought it probable that congress will extend the time for the filing of the report of the joint committee on commerce and renew the appropriation for the committee, if it finds that the committee cannot complete its work in the short time allowed between now and January 8, by which time congress specified the report should be made.

Speaking of the eight-hour law, of which he was the author, and which was attacked by one of the speakers at the meeting, Mr. Adamson maintained that congress was acting entirely within its rights in the regulation of interstate commerce when it passed the law, and that there is no doubt of its constitutionality.

He urged that the plan offered by Dr. Charles R. Van Hise, president of the University of Wisconsin, and an expert on traffic matters, for the creation of a wage commission would not meet with the approval of the railroads themselves.

Congress is able to control the situation without a specially appointed commission and without government ownership, Judge Adamson said, and when both sides to the controversy seem to consider only their own selfish interests, and forget that they are working for the public, it is possible for congress, through proper legislation, to fix their duties and rights in the interest of the public.

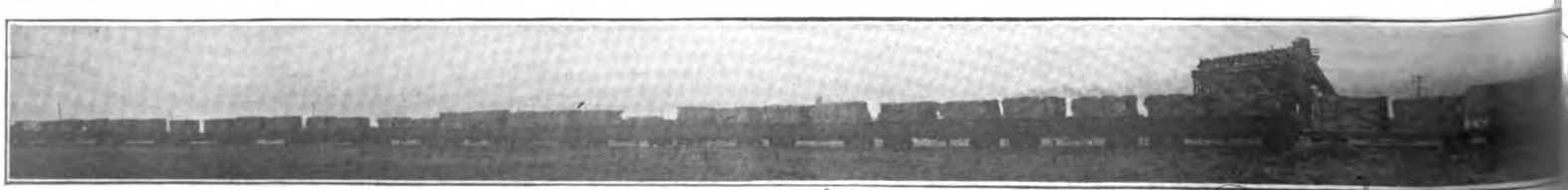
Dr. Van Hise traced the history of organized labor and the relation to it of the railroad employees, and was enthusiastically applauded when he said that the interest of the public in the question of whether or not there shall be strikes on the railroads is paramount.

Solution of the railroad situation can be found, Dr. Van Hise said, by amendment to the Newlands act, and by enlarging the powers of the Interstate Commerce Commission, or the creation of a wage commission. Such a commission, after complete investigation by experts on the situation, would be able, he thought, to make recommendations based on absolute knowledge of the situation.

He urged regulation for all; not a system whereby the railroads, regulated, would be dealing with a highly organized body, operating under a system of free contract and unhampered by the restrictions laid upon the railroad managers.

If the railroads are controlled in their charges, said Dr. Van Hise, if the public has to pay, regulation should go to its logical conclusion and decide what is a just wage, as well as what is a just charge. This might be done, he suggested, by creating a wage commission or a division of the Interstate Commerce Commission. Then there could be a set of experts and statisticians at work all the time, considering the expenses of the railroads, wages, the cost of living, and a comparison of these with other lines of industry, in determining what is a just wage and working hours.

Other speakers included: R. Goodwyn Rhett, president of the Chamber; Charles Nagel, former Secretary of Labor; Alfred P. Thom, general counsel of the Railway Executives Advisory Committee; Harry A. Wheeler, of Chicago, and many other prominent men.



A TRAINLOAD OF FORTY CARS OF MARBLE CREEK IDAHO WHITE PINE CONSIGNED BY THE RUTLEDGE TIMBER

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LITTLE LEGISLATION PLANNED FOR THE SHORT SESSION OF CONGRESS.

Washington, D. C., Nov. 20.—Congressional leaders have been gathering here during the past few days for conferences preliminary to the opening of the final session of the Sixty-fourth Congress, prepared to advise President Wilson against attempting an extensive legislative program during the next three months. Despite the fact that the house in the next congress may be so narrowly divided as to prevent Democratic control, the administration leaders, headed by Speaker Champ Clark, are opposed to any effort to attempt elaborate general legislation during the session beginning December 4. They assert that the brief session, which will close with the expiration of the congress on March 4, 1917, will not allow time for extensive legislative struggles.

Conferences among the leaders who have reached Washington, including Speaker Clark, Representative Fitzgerald, chairman of the house appropriations committee; Representative Garner, of Texas, of the ways and means committe, and Senator Stone of Missouri, have reached a conclusion that the routine work of the session should be hurried through, and general legislation left for the next congress, despite the dispute over control of the next house.

"The short session is upon us," said Speaker Clark Saturday, "and it will allow us barely time to pass the appropriation bills before we have to dissolve the congress. We will have no time for elaborate legislative efforts. Of course, it is probable that we will have to take up the threatening railroad situation just as soon as congress convenes, and make some disposition of the eight-hour day problem."

CALIFORNIA LUMBERMEN PROTEST AGAINST INCREASE IN INSURANCE RATES.

San Francisco, Cal., Nov. 20.—California lumbermen who recently protested against the enforcement by the state of a new minimum rate schedule for industrial accident insurance have taken recourse to the courts and have secured a temporary injunction restraining State Insurance Commissioner J. E. Phelps from canceling policies carried with the Guardian Casualty & Guarantee Co. at rates declared to be much lower than those named by the state. Under an order issued by Commissioner Phelps the insurance company would have been compelled to cancel many policies that have two years in which to run, and to issue new ones, providing its clients agreed, at increased rates. The temporary restraining orders were issued by Superior Judge Cabaniss, of San Francisco, and will be in effect until the matter can be settled in the courts. The companies which secured the injunctions were the Madera Sugar Pine Co., the California Door Co., the Diamond & Caldor railway and the Caspar Lumber Co.

The actions started by the lumber companies set forth the fact that they contracted with the Guardian Casualty & Guarantee Co. for compensation insurance for all of their workmen for a period of three years, the rate to be paid varying with the character of the work. The Madera Sugar Pine Co. claims that the minimum rate established by Commissioner Phelps is about double the rate it is now paying, and that if the order is enforced it will be called upon to make an additional expenditure of $7,500 a year. The California Door Co. claims that its rates would be increased fourfold, and the Caspar Lumber Co. makes the same claim.

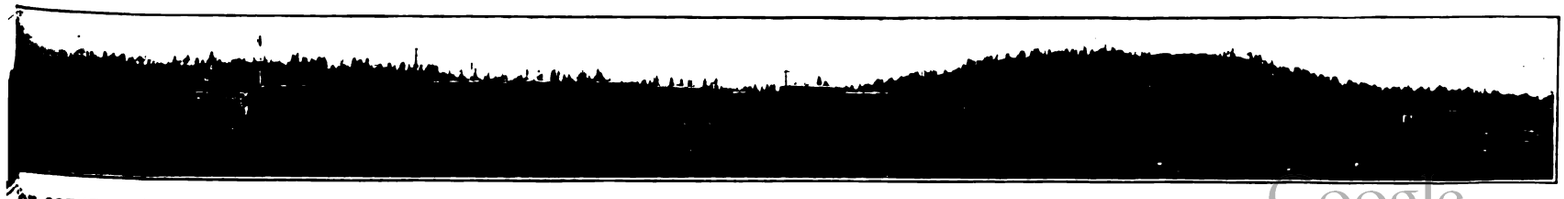
NATIONAL WHOLESALERS PROTEST.

W. S. Phippen, traffic manager of the National Wholesale Lumber Dealers' Association, New York, announces that his association has filed a formal protest with the Interstate Commerce Commission against the proposed demurrage tariffs announced by the railroads to become effective December 1. The association petitions for the suspension of the tariffs pending hearing and investigation.

October Building Statistics Show Large Gain.

The compilation of building permits from 111 of the principal cities in the United States during October, according to the American Contractor of Chicago, aggregated 86,128,865 as compared with 67,882,891 in October, 1915, which is an increase of 27 percent. It is also an increase of nearly $14,000,000 over the September total, or 20 percent. In seventy-four of the cities from which figures are given there are gains shown, while in the remaining thirty-seven cities there are losses. Among the larger cities in which the gains are pronounced are Boston, Mass., 56 percent; Cleveland, Ohio, 70 percent; Detroit, Mich., 20 percent; Los Angeles, Cal., 79 percent; Louisville, Ky., 18 percent; Memphis, Tenn., 94 percent; Milwaukee, Wis., 157 percent; New Orleans, La., 85 percent; New York City, 27 percent; Philadelphia, Pa., 36 percent; Portland, Ore., 230 percent; Seattle, Wash., 243 percent; St. Louis, Mo., 10 percent; St. Paul, Minn., 146 percent.

	October, 1916		October, 1915		Per cent	
Cities.	No. of buildings.	Estimated cost.	No. of buildings.	Estimated cost.	Gain.	Loss.
Akron, Ohio	484	$ 1,077,068	341	$ 1,215,045	..	11
Allentown, Pa.	44	128,535	28	154,725	..	17
Altoona, Pa.	53	96,869	45	84,229	15	..
Atlanta, Ga.	210	311,107	260	252,251	23	..
Atlantic City, N. J.	181	127,120	166	168,632	..	25
Baltimore, Md.	372	680,000	323	629,138	8	..
Bayonne, N. J.	30	87,645	61	82,944	6	..
Berkeley, Cal.	117	179,250	112	126,150	42	..
Binghamton, N. Y.	292	130,928	165	171,656	..	24
Birmingham, Ala.	566	148,733	579	136,747	9	..
Boston, Mass., and vicinity	557	7,591,000	516	4,871,000	56	..
Bridgeport, Conn.	190	572,463	175	655,354	..	13
Brockton, Mass.	34	80,925	61	75,160	8	..
Buffalo, N. Y.	478	972,000	404	856,000	13	..
Canton, Ohio	138	322,685	80	173,600	86	..
Cedar Rapids, Ia.	57	267,000	40	116,000	130	..
Charlotte, N. C.	32	66,600	18	247,820	..	73
Chattanooga, Tenn.	197	55,403	233	90,440	..	39
Chicago, Ill.	898	11,408,300	1,111	12,479,250	..	8
Cincinnati, Ohio	1,344	823,880	1,357	865,575	..	5
Cleveland, Ohio	1,405	5,262,355	1,229	3,097,501	70	..
Colorado Springs, Colo.	33	15,544	27	32,162	..	52
Columbus, Ohio	395	575,820	269	390,685	47	..
Dallas, Texas	115	181,226	95	243,887	..	26
Davenport, Ia.	50	121,590	55	67,255	92	..
Denver, Colo.	276	277,350	289	192,450	44	..
Des Moines, Ia.	72	345,130	65	221,701	56	..
Detroit, Mich.	1,951	5,755,540	898	2,611,400	120	..
Dubuque, Ia.	14	47,275	7	9,365	405	..
Duluth, Minn.	215	225,916	169	217,240	4	..
East Orange, N. J.	68	177,544	53	66,770	166	..
East St. Louis, Ill.	48	112,500	45	76,508	47	..
Elizabeth, N. J.	45	159,226	46	108,109	47	..
Erie, Pa.	162	348,242	76	92,282	261	..
Ft. Wayne, Ind.	75	302,500	57	259,800	18	..
Ft. Worth, Tex.	80	224,847	54	91,192	146	..
Grand Rapids, Mich.	162	174,370	158	178,576	..	2
Harrisburg, Pa.	45	140,526	37	158,400	..	11
Hartford, Conn.	160	1,171,569	154	493,718	137	..
Haverhill, Mass.	37	136,657	45	142,500	..	4
Holyoke, Mass.	13	109,190	18	86,975	23	..
Huntington, W. Va.	88	132,170	50	74,040	78	..
Jacksonville, Fla.	51	111,985	59	50,260	123	..
Kansas City, Kans.	50	42,890	67	65,894	..	35
Kansas City, Mo.	....	1,093,521	....	1,512,013	..	28
Lawrence, Mass.	36	107,375	42	173,430	..	38
Lincoln, Nebr.	41	69,575	42	103,010	..	32
Los Angeles, Cal.	717	1,408,738	633	787,389	79	..
Louisville, Ky.	187	321,510	212	271,640	18	..
Manchester, N. H.	121	194,989	114	290,779	..	33
Memphis, Tenn.	180	320,560	150	165,005	94	..
Milwaukeee, Wis.	438	1,639,587	367	637,936	157	..
Minneapolis, Minn.	670	1,454,675	612	2,338,555	..	38
Montgomery, Ala.	157	30,845	64	23,747	30	..
Nashville, Tenn.	578	530,733	361	181,738	192	..
Newark, N. J.	291	663,790	250	723,279	..	8
New Bedford, Mass.	98	407,312	70	151,675	168	..
New Britain, Conn.	....	276,825	....	124,725	122	..
New Haven, Conn.	148	642,605	132	280,120	129	..
New Orleans, La.	67	121,402	95	65,590	85	..
New York City, N. Y.	2,838	13,377,672	2,437	10,527,006	27	..
Borough of Manhattan	319	6,776,606	287	3,070,466	121	..
Borough of Bronx	358	1,192,032	342	2,304,664	..	48
Borough of Brooklyn	1,216	3,189,089	1,047	3,670,872	..	13
Borough of Queens	838	1,755,709	665	1,267,324	38	..
Borough of Richmond	107	466,155	96	213,680	118	..
Norfolk, Va.	53	145,299	66	120,288	21	..
Oakland, Cal.	381	441,690	384	467,339	..	5
Oklahoma City, Okla.	....	328,269	....	424,945	..	23
Omaha, Nebr.	116	436,640	114	360,225	21	..
Pasadena, Cal.	171	75,151	154	205,955	..	63
Passaic, N. J.	25	219,545	24	54,365	304	..
Paterson, N. J.	109	200,684	80	90,496	122	..
Peoria, Ill.	37	103,465	38	109,700	76	..
Philadelphia, Pa.	1,337	4,055,045	1,503	2,980,665	36	..
Pittsburgh, Pa.	409	875,790	337	1,274,960	..	31
Portland, Ore.	392	695,945	311	210,595	230	..
Quincy, Mass.	89	134,773	81	96,103	30	..
Reading, Pa.	50	145,275	29	91,775	58	..
Richmond, Va.	182	397,745	118	181,203	119	..
Rochester, N. Y.	374	1,032,370	281	784,969	31	..
Sacramento, Cal.	160	120,162	130	99,277	21	..
Salt Lake City, Utah	97	260,435	101	167,655	55	..
San Diego, Cal.	153	148,814	151	120,385	24	..
San Francisco, Cal.	542	1,010,464	561	1,236,249	..	18
San Jose, Cal.	53	373,120	51	72,003	418	..
Savannah, Ga.	56	373,065	46	55,515	572	..
Schenectady, N. Y.	121	223,670	64	62,061	259	..
Scranton, Pa.	55	90,295	68	113,450	..	20
Seattle, Wash.	858	1,894,305	720	550,765	243	..
Shreveport, La.	76	194,284	94	75,124	159	..
Sioux City, Ia.	56	163,200	48	147,950	10	..
South Bend, Ind.	116	118,535	39	38,335	205	..
Spokane, Wash.	132	122,702	115	162,023	..	24
Springfield, Ill.	43	81,365	56	162,335	..	50
Springfield, Mass.	145	344,830	125	386,792	..	11
St. Joseph, Mo.	54	66,575	50	61,818	8	..
St. Louis, Mo.	731	1,333,381	755	1,214,618	10	..
St. Paul, Minn.	213	880,512	244	739,308	19	..
Stockton, Cal.	105	459,191	63	186,687	146	..
Superior, Wis.	91	377,226	67	43,072	776	..
Tacoma, Wash.	118	96,427	95	70,205	37	..
Tampa, Fla.	111	72,523	160	158,210	..	54
Terre Haute, Ind.	62	173,999	39	37,268	367	..
Toledo, Ohio	404	774,544	237	815,552	..	5
Topeka, Kans.	31	37,576	46	55,759	..	33
Trenton, N. J.	94	297,539	85	131,624	126	..
Troy, N. Y.	50	62,875	72	65,059	..	3
Utica, N. Y.	75	238,275	59	279,925	..	15
Washington, D. C.	533	1,099,744	485	1,344,999	..	18
Wichita, Kans.	34	86,975	14	41,440	110	..
Wilkes-Barre, Pa.	88	84,478	69	40,283	110	..
Wilmington, Del.	90	204,070	74	130,352	56	..
Woonsocket, R. I.	29	61,325	12	11,460	435	..
Worcester, Mass.	182	514,608	165	370,142	39	..
Youngstown, Ohio	160	382,480	116	341,685	12	..
Total	28,004	$86,128,865	24,467	$67,882,890	27	..



OF COEUR D'ALENE, IDAHO, TO TONAWANDA, NEW YORK, FOR SHIPMENT TO THE NEW ENGLAND TRADE.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

PASSAGE OF THE WEBB BILL ALMOST CERTAIN.

Washington, D. C., Nov. 21.—Lumbermen in particular and other exporters in general are perhaps more especially interested in the so-called Webb bill, "to promote export trade, and for other purposes," than in any other bill which is now pending before the Congress of the United States, to convene on December 4, according to law.

The Webb bill, as is so generally known, has already passed the house, practically without amendment, and is now pending before the judiciary committee of the senate. An effort was made during the closing hours of the last session of congress to have the bill added as an amendment to the general revenue bill, but Senator La Follette and several others threatened a filibuster if this was attempted. Those most interested in the bill, therefore, gave up their attempt to put the bill through the senate in this way.

It seems hardly possible that this bill can fail to pass the coming short session of congress. It is undertood that the president is entirely favorable to the bill, it has been backed by the Federal Trade Commission and the Department of Commerce is in favor of it. As a matter of fact, Secretary of Commerce Redfield, in a conversation a few days ago with your correspondent, expressed the hope that it might be put through, and seemed to see no great drawback to its going through at this session.

At this time, owing to the fact that few of the congressmen have returned yet, it is impossible to say when any hearings will be held before the judiciary committee of the senate, if any are to be held.

In connection with this bill the report which the Federal Trade Commission made to congress last May on co-operation in American export trade is certainly of interest to show now nearly the bill "jibes" with what the commission recommended. In part, the commission said:

"Two chief dangers from co-operative organizations of American manufacturers and producers are apparent. They may be used to exploit the home market, and they may be used unfairly against individual American exporters in foreign trade. The dangers in co-operative action must be faced frankly and provided against fully.

"The commission is confident that this can be done without sacrificing the essential advantages of joint action and without altering the policy of the anti-trust laws, or interfering with their enforcement. Thus specific extension of the law prohibiting unfair methods of competition to export trade and requirement of full reports to the Federal Trade Commission from co-operative export organizations will protect the individual exporter, while the enforcement of the anti-trust laws will prevent the use of such organizations to effect restraint of trade or monopoly in the domestic market.

"The commission does not believe that congress intended by the anti-trust laws to prevent Americans from co-operating in export trade for the purpose of competing effectively with foreigners, where such co-operation does not restrain trade within the United States, and where no attempt is made to hinder American competitors from securing their due share of the trade. It is not reasonable to suppose that congress meant to obstruct the development of our foreign commerce by forbidding the use, in export trade, of methods of organization which do not operate to the prejudice of the American public, are lawful in the countries where the trade is to be carried on, and are necessary, if Americans are to meet competition there on equal terms." And in conclusion, the commission said:

"By its investigation the commission, however, has established the fact that doubt as to the application of the anti-trust laws to export trade now prevents concerted action by American business men in export trade, even among producers of non-competing goods. In view of this fact, and of the conviction that co-operation should be encouraged in export trade among competitors, as well as non-competitors, the commission respectfully recommends the enactment of declaratory and permissive legislation to remove this doubt.

"The commission feels that it would fail of its duty if it did not urge the pressing need of such action immediately. If American business men are to make the most of the great opportunities now before them, are to build securely in foreign trade, and are to avoid disaster in the shock of the stern and determined competition that will doubtless follow the war, they must at once perfect the organization demanded by the conditions of international trade."

NATIONAL LUMBER MANUFACTURERS' ASSOCIATION TO HAVE HEARING.

Washington, D. C., Nov. 20.—R. S. Kellogg, secretary of the National Lumber Manufacturers' Association, at the initial hearing of the so-called Newlands railroad investigation committee asked that a hearing be granted the National association. This will be done, but the date for the hearing has not yet been announced.

Senator Newlands, chairman, in his statement at the beginning of the hearing, outlined the scope of the inquiry, which, as described by him, is to be of the widest. That the committeee is to go into every phase of the transportation question was emphasized by Senator Newlands. Rail, ocean and river transportation, railroad credit, national incorporation, federal control of securities, federal control as against state control, and a careful inquiry into government ownership, are among the subjects ahead of the committee.

GOVERNMENT GAINS IN THE ADMINISTRATION OF THE FOREST.

Washington, D. C., Nov. 20.—In administering the laws relating to the national forests the government recovered $29,154, on account of trespass and collected fines to the amount of $425, according to the annual report of the solicitor of the Department of Agriculture.

In addition to the cases involving money penalties, the department handled 590 cases, involving about 200,000 acres of lands in national forests, claimed under the homestead, timber and stone, mineral, railroad and other land laws. As a result of the 130 decisions for the government, approximately 108,409 acres of land, supporting a stand of more than 240,000,000 feet of timber, valued at more than $400,000, were retained in the national forests.

NATIONAL RIVERS AND HARBOR CONGRESS TO CONVENE AT CAPITAL.

Washington, D. C., Nov. 22.—The thirteenth annual convention of the National Rivers and Harbors Congress is to be held in this city on December 6, 7 and 8, according to an announcement just made.

Although the program has not been completed it is said that some of the most prominent men interested in water way affairs in this country will be among the speakers. In addition to the arranged addresses, important questions will be presented for general discussion by the delegates.

INTERSTATE COMMERCE COMMISSION OPINIONS

Monday, November 20, was the last date on which briefs could be filed by lumber interests in the general lumber investigation, No. 8131. No brief was filed by the National Lumber Manufacturers' Association, because, it is understood that the officials felt that inasmuch as so many of the member associations were entering the case there was no necessity for a brief from the association. Unless the commission should extend the date, therefore, all of the briefs on behalf of the lumber industry are now in the hands of the commissioners. A great deal of interest centers in the argument to be held here about the middle of next month, and it is expected that a number of the most prominent lumbermen in the country will attend the arguments.

The Interstate Commerce Commission has just issued an announcement in the Tap Line case, in which it dismisses the Kentwood & Eastern Railway Co. as a party to the case.

The commission states that the railway company has been dismissed as a party to the Tap Line case because the relationship which existed between it and the proprietary lumber company, the Brooks-Scanlon Co., has entirely changed. In part, the announcement says:

"That on and after July 1, 1916, as the result of various exchanges, purchases and transactions, D. F. Brooks and his associates became the sole owners of the entire capital stock and property rights and interest of the Kentwood & Eastern Railway Co., and that M. J. Scanlon and his associates became the sole owners of the entire capital stock, property, rights and interests of the Brooks-Scanlon Co."

INTERSTATE COMMERCE COMMISSION HEARINGS

Following are the arguments and hearings in lumber cases on the commission's docket between now and the time of our next edition:

November 27, at Little Rock, Ark., before Examiner Bell, in case No. 8711, of the Crescent Lumber Co. vs. the Arkansas & Louisiana Midland Railway Co., et al.

November 27, at New York city, before Examiner Money, in case No. 9082, of the National Wholesale Lumber Dealers' Association vs. the Louisville & Nashville, et al.

November 27, at Seattle, Wash., before Examiner Gartner, in I and S docket, No. 925, concerning Calumet, Mich., lumber rates.

November 28, at Seattle, Wash., before Examiner Gartner, in case No. 8990, of the A. W. Miller Sawmill Co. vs. the Chicago, Milwaukee & St. Paul, et al.

December 4, at Kansas City, Mo., before Examiner Wood, in case No. 9063, of the Hudson River Lumber Co. vs. the Louisiana & Pacific, et al.

December 4, at San Francisco, Cal., before Examiner Gartner, in I and S docket No. 912, concerning forest products rates from stations in Nevada.

December 6, at San Antonio, Tex., before Examiner Brown, in case No. 9159, of the Eagle Pass Lumber Co. vs. the Galveston, Harrisburg & San Antonio, et al.

December 7, at Chicago, Ill., before Examiner Worthington, in case No. 8587, of the Marsh & Truman Lumber Co. vs. the Louisville & Nashville, et al.

December 8, at Washington, D. C., an argument before the commission, in case No. 6747, of the Himmelberger-Harrison Lumber Co. vs. the St. Louis & San Francisco, et al.

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until March 5, 1917, the operation of certain schedules appearing in supplement No. 9, to Agent R. H. Countiss, I. C. C. tariff No. 1011.

The suspended schedules provide for increased commodity rates on lumber, carloads, from points of origin in California to all destinations in eastern Colorado located on the Chicago, Burlington & Quincy east of Brush and Sterling, Colo. The present rate is 40 cents, and the proposed rate is 50 cents per 100 pounds.

The commissioners have suspended until March 18, 1917, the operation of New Orleans, Texas & Mexico Railway I. C. C. tariff No. A-232.

The suspended tariff names proposed increased rates on lumber, carloads, from certain points of origin in Texas and Louisiana to Beaumont, Tex., for export or coastwise movement. The increases proposed are about one cent per 100 pounds higher

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Personal News Notes

The W. L. Joyce Co., a wholesale lumber concern in Minneapolis, Minn., has opened branch offices in Chicago at 505 Chamber of Commerce building. The Chicago branch is in charge of E. J. Brady.

R. W. Franklin, of Spokane, Wash., traffic manager of the Western Retail Lumbermen's Association, arrived in Chicago Wednesday of this week while on a visit to several eastern trade centers. He spent a few days in St. Paul and Minneapolis and will cover several of the cities further east before returning to Spokane.

C. F. Yegge, of the Chicago Mill & Lumber Co., Conway building, this city, has been elected president of the Evanston Golf Club. It is stated that Mr. Yegge intends to interest his fellow box manufacturers in a tournament on the grounds at Evanston next spring.

The National Lumber Manufacturers' Association has engaged George H. Cless, Jr., a graduate of the New York State College of Forestry, at Syracuse, to take charge of the exhibit of lumber and its uses in the permanent lumber exhibit installed in the Insurance Exchange, Jackson boulevard and Sherman street, this city.

W. P. Anderson, of the Gideon-Anderson Lumber & Mercantile Co., St. Louis, Mo., with hardwood mills at Gideon, Mo., was in Chicago recently on his return from Battle Creek, Mich., where he had been recuperating in a sanitarium for several months. He told his Chicago friends that he was feeling much improved in health as the result of his rest and treatment.

Frederick T. Boles, president of the Lord & Bushnell Co., wholesale lumber, foot of Laflin street, this city, was nominated on Thursday last for director at large of the Chicago Association of Commerce, being one of the five composing the directorate, and his nomination is equivalent to election. This will be a purely formal proceeding and will take place December 13. Mr. Boles is one of the most progressive lumbermen of Chicago and his active affiliation with the Chicago Association of Commerce means much to that organization and to business interests of the city.

Ralph Lowe, Jr., assistant secretary of the S. A. Woods Machine Co., manufacturers of woodworking machinery of the first grade, the executive offices and works of which are at Boston, Mass., is making a circuit of the country, visiting the various branch offices of the concern. During his trip Mr. Lowe has visited the Chicago, Norfolk, San Francisco, New Orleans and Seattle offices. The S. A. Woods Machine Co., whose engineers have given much study to the increased output from the point of view of the mill owner, is to enlarge its plant to meet the increasing demands of its ever growing business.

D. B. McMullen, of Cadillac, Mich., son-in-law of the late Fred A. Diggins, of that city, is intending to move with his family on December 1, to Minneapolis, Minn., where he will represent the Cadillac Auto Truck Co., of Cadillac, in which he is extensively interested. To better handle the Cadillac business Mr. McMullen has incorporated the Acme Auto Truck Sales Co., which will act as the northwestern distributer of the Cadillac trucks and has established headquarters at 917 Hennepin avenue, Minneapolis. Mr. McMullen is intending to devote a good deal of his attention to the lumber trade of the northwest as an outlet for his trucks, as he has been more or less associated with the industry for some years. He is a nephew of D. H. McMullen, a well known Minneapolis lumber dealer.

W. E. DeLaney, of the Kentucky Lumber Co., Lexington, Ky., was in Chicago this week and went from here to Memphis on business for his company. Mr. DeLaney says that the only restriction on his hardwood trade at the present time is the shortage of cars. He does not feel this so much at the Kentucky operations of his company as he does at the mills in Alabama, where only a small percentage of the car requirement can be secured. He reports a splendid demand for common oak in ties and structural material and says that prices are considerably improved. He recently filled a large order for crating stock from one of the big Pennsylvania industries, on which the price was not so much a factor as the delivery of the lumber within a stated time. In his opinion the car shortage is likely to become even more serious than it is today and the prices of lumber are therefore apt to further advance. In his opinion, also, there will be little falling off in the hardwood lumber demand or prices until the car situation is relieved.

OBITUARY

DEATH OF CHARLES P. MILLER.

Charles Porter Miller, vice-president of the Mississippi Lumber Co., of Chicago and Quitman, Miss., died at his residence, 5650 Dorchester avenue, Chicago, Sunday, November 12, from heart trouble. Mr. Miller had been ill for nearly five years, but had been able to attend to business at intervals. He took a great deal of outdoor recreation, such as golf and motoring and was able to travel to some extent. During the latter part of October he removed from his former home, 5625 Woodlawn avenue, to a new apartment building on Dorchester avenue, and a shock he received in the death by accident of a little boy, the son of a neighbor and to whom he was much attached, no doubt augmented his complaint.

Mr. Miller was one of the veteran lumbermen of Chicago. He came to this city in 1879 and was employed by the lumber firm of A. A. Gray & Co. He became associated in 1881 with T. H. Sheppard & Co. and remained with that concern as employe and partner until 1894, closing up the business after Mr. Sheppard's death in 1893. In 1895 he embarked in business with Perley Lowe and William Templeton under the firm name of C. P. Miller & Co., and for several years operated a saw mill at Merrill, Wis., but later joined Messrs. Lowe, Templeton and Charles F. Thompson in the Mississippi Lumber Co. and until his health began to fail he took an active part in the conduct of that extensive business.

The deceased possessed a sterling, irreproachable character and was greatly esteemed by all with whom he came in contact and stood high in lumber and business circles generally. He was born in Greenwich, N. J., July 22, 1849, and was the son of Edwin F. and Elizabeth Porter Miller. His education was secured at Union Academy, Shiloh, N. J. His early life was spent on a farm at Greenwich. Upon completing his education he became an employee of the Central Railroad of New Jersey, with which he was connected until his removal to this city. He is survived by his widow and a daughter, Margaret. The funeral services were held from the family residence on Thursday, November 14, and the interment was at Oakwoods.

R. W. ENGLISH.

The death is announced of Robert W. English, president of the R. W. English Lumber Co., of Denver, Colo., which occurred at his home in that city November 13. Mr. English was born in Erie, Pa., in 1845. He removed with his parents to Bloomington, Ill., when a youth and in 1861 enlisted in the army with the Sixty-eighth Illinois Volunteer Infantry and served until 1865. When he was mustered out he came to Chicago and went into the lumber business and remained here until 1888, when he went to Denver and organized the R. W. English Lumber Co.

Mr. English was a prominent member of the lumbermen's order, the Hoo-Hoo, which he joined in the first year of its existence, and always took an active interest in the affairs of that organization. He almost invariably attended the annual meetings of the order and was accompanied by his family. He was also prominent in Masonic circles and his funeral was conducted under the auspices of that order. Mr. English is survived by his wife and daughter, Miss Gertrude, and a son, Harry J. English.

HOW TO LAY OAK FLOORS.

The principle of delivering service, and so selling merchandise that re-orders will come in from satisfied consumers, which is spreading like wild-fire through the lumber industry, has reached the Oak Flooring Manufacturers' Association, with the result that a bulletin has been issued by that association, prepared by W. L. Claffey, of this city, to educate workmen in the proper laying of oak floors. The use of bone-dry flooring is the first requisite to a good job, damp proof and sound-proof paper or felt is recommended to go between the sub-floor and the surface floor, and care in the proper laying of the sub-floor is essential to a good finished floor. Proper nailing and finishing are also discussed.

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Business Changes, Incorporations and Fires

New Concerns

Trussville, Ala.—The Patton Sawmill Co.; $2,000 capital. R. F. Manly, president; C. F. Manly, vice-president and treasurer.

Toledo, O.—The Acorn Supply Co., to deal in lumber; $30,000 capital. E. B. Mitchell and D. D. Gottschall.

Redwood, Miss.—The Mound Tie Co.; $3,000 capital. Edward Y. Smith, Irene W. Smith, both of Vicksburg, and J. Gilbert Burton, of New Orleans.

Richmond, Va.—The Virginia Timber Corporation; $100,000 capital. J. Pope Nash, president; Jonathan Bryan, vice-president; George J. Benson, secretary-treasurer.

Tulsa, Okla.—The F. S. Miller Lumber Co.; $50,000 capital. F. S. Miller, Tulsa; H. C. Miller, Vinita; E. A. Miller, Seneca, Mo.

Bremerton, Wash.—The Bremerton Mill Co.; $50,000 capital. H. J. Bailey, M. Francis Kane, Lorence Fetcher, W. M. Mahaffie and K. C. McNeill.

Memphis, Tenn.—The Tensas Land & Lumber Co.; $25,000 capital. O. T. Woodard, T. T. Rebori, C. L. Smith, A. R. Woodard and John Von der Bruegge.

Wilmington, Del.—The Blue Hen Lumber Co.; $150,000 capital. J. Paul Cranston, Clifford V. Mannering, Charles W. Bush, all of Wilmington.

Wilmington, Del.—The Greenwood Lumber Co.; $50,000 capital. J. Paul Cranston, Clifford V. Mannering, Charles W. Bush, all of Wilmington.

Oklahoma City, Okla.—The Van Deren Lumber & Grain Co.; $10,000 capital. E. A. Van Deren, Edward Spiers, S. K. Bernstein.

Washington, Ind.—The Plainville Cooperage Co.; $3,000 capital. Frank Cummins, C. L. Cummins and Ethel M. Cummins.

Lebanon, Ky.—The Lebanon Flooring Co.; $5,000 capital. John L. Powell, Hugh Murray and C. C. Matson.

Climax, Ga.—Peacock-Napier Co.; $60,000 capital. A. Peacock and J. W. Napier.

Savannah, Ga.—A. S. Bacon & Sons, $150,000 capital. A. S. Bacon, Hal H. Bacon and Oliver T. Bacon.

Flint, Mich.—Michigan Lumber & Fuel Co.; $30,000 capital.

Port Angeles, Wash.—Sunset Timber & Shingle Co.; $10,000 capital. W. H. Phillips, Charles M. Wirges and Nora Wirges.

Marysville, Wash.—Royal Cedar Co.; $10,000 capital. J. J. Hatton, George Davis, Fred Hovlik, Gus Lundgren, W. T. Weed, Charles Lee, Bruce Hatch and James Bedford.

Celina, O.—The Celina Sawmill Co.; $10,000 capital. John P. Diener and others.

Portland, Me.—J. H. Hamlen & Son; $450,000 capital. C. P. Shilstone, 11 Broadway, New York, N. Y., representative.

Portland, Me.—Wood Products Chemical Co.; $500,000 capital. Dennis A. Meaher, Robert E. Ahren, Frank B. Fish and others.

Crothersville, Ind.—The A. W. Benham Cooperage Co.; $10,000 capital. A. W. Benham, F. C. Mitchell and H. W. Benham.

Portland, Ind.—The Sheller Wood Rim Manufacturing Co.; $25.000 capital. H. E. Sheller, E. J. Minch and A. S. Blowers.

Buchanan, Mich.—The Home Lumber & Coal Co.; $15,000 capital.

South Stillwater, Minn.—The Andersen Retail Lumber Co.; $100,000 capital. H. J. Andersen, president; F. C. Andersen and J. B. Weisser, secretary-treasurer. This concern has yards at South Stillwater, Copas and Marine, Minn., and Dwight, Wis.

Grand Rapids, Mich.—Veit Manufacturing Co.; $30,000 capital.

Omaha, Neb.—Fowler Box & Cooperage Co.; $50,000 capital.

Fayetteville, N. C.—Carolina Woodenware Co.; $50,000 capital. H. W. Lilly, president; John F. Harrison, vice-president, and J. C. Cowell, secretary.

Warren, O.—Crystal Supply Co.; $5,000 capital. L. D. Sheffield, R. F. Lintz, H. L. King, B. J. Shafer and H. F. Weir.

La Grange, Ore.—La Grange Lumber & Milling Co.; $10,000 capital.

Ripley, Tenn.—Hall's Hoop Co.; $6,000 capital. W. C. Potter, H. C. Darby, E. A. Ferguson and others.

Tacoma, Wash.—Pacific Coast Shipbuilding & Dry Dock Co.; $500,000 capital. J. H. Hyde and associates.

New Mills

Moscow, Ark.—W. S. Elder, of Sheridan, has purchased timber rights on 760 acres, and will build a small mill.

Lake Providence, La.—O. T. Woodard, of Memphis, Tenn., has purchased 5,818 acres of timber, and will erect a band sawmill of 30,000 feet daily capacity.

Louise, Miss.—The Bellgrade Lumber Co., of Memphis, Tenn., is planning erection of sawmill with daily capacity of 50,000 feet.

DeKalb, Tex.—Lee Rosenberg, of Texarkana, Ark., has purchased 3,000 acres of hardwood timber, and will build a sawmill.

Midland, Wash.—The Midland Lumber & Investment Co., whose plant was destroyed by fire early in September, will rebuild. The new plant will have a daily capacity of 100,000 feet.

Baker, Ore.—The Pacific States Investment Co., which recently purchased 124,000,000 feet of government timber on the middle fork of the John Day river, will erect a large sawmill at once.

Phelps, Wis.—The Hackley-Phelps-Bonnell Co. will immediately rebuild its sawmill, which was recently burned.

Antigo, Wis.—It is reported that the Charles W. Fish Lumber Co., of Elcho, Wis., will erect a band mill here, with a capacity of 8,000,000 feet annually.

Norfolk, Va.—The J. E. Etheridge Lumber Co. has prepared plans for a new planing mill, 100 x 132 feet; nearly all Yates machinery.

Business Changes

Crawfordsville, Ind.—The Mercer-Winchel Lumber Co. has changed its name to Montgomery County Lumber Co.

Watertown, Wis.—The Barker Lumber & Fuel Co. has purchased the Casco, Forestville and Maplewood lumber yards of the Sawyer Lumber Co., of Sawyer.

La Crosse, Wis.—The C. L. Colman Lumber Co., of La Crosse, has purchased a chain of four lumber yards, from the Bekkedal Lumber Co., of Viroqua. The yards are located at Viroqua, Westby, Rockland and Boscobel.

Kingsville, Tex.—The Kingsville Lumber Co. has increased its capital from $20,000 to $100,000.

Prescott, Ariz.—The Clark & Adams Co. has sold out to Montgomery & Mullin Lumber Co., of Los Angeles, Cal.

Walker, Kan.—The Walker Lumber Co. has sold out to the Logan-Moore Lumber Co., of Kansas City, Mo.

Cainsville, Mo.—The F. M. Roberts Lumber Co. has sold out to Drury & Casteel.

Beaver Falls, Pa.—Rhodes & Garvin have changed name to R. C. Garvin & Son.

Dublin, Ga.—Georgia Veneer & Lumber Co. now Dublin Veneer Co.

Winnebago, Ill.—The Winnebago Grain & Lumber Co. has sold out to the Midland Lumber Co., of Freeport.

Irma, Ala.—P. J. Hardy has sold out to the Farmers' Mutual Lumber Co.

Huntington, W. Va.—The Lumber Manufacturers' Agency has been succeeded by Bosley, Thurmond & Waldrop.

Tonasket, Wash.—The Tonasket Lumber Co. has sold out to the Columbia Valley Lumber Co.

Reidville, N. C.—J. B. Watkins, jr., has sold out to Rogers & Cook.

Sodus Center, N. Y.—Coleman & Webber now Webber & Metz.

Red Cloud, Neb.—The Malone-Avery Co. is now the Malone-Gellatly Co.

Chicago, Ill.—The W. L. Joyce Co., of Minneapolis, Minn., has opened an office at 133 West Washington stret, this city.

Doon, Iowa.—The Joyce Lumber Co. has sold out to Schoeneman Bros. Co.

Sylvia, Kan.—The Houston-Doughty Lumber Co. has sold out to the D. J. Fair Lumber Co.

Hodgenville, Ky.—W. T. Shaw has sold out to Fred G. Jones & Co., of Louisville.

New Orleans, La.—The Edwards Lumber Co., of Mobile, Ala., has opened an office here.

Marysville, O.—The Marysville Wire Fence & Lumber Co. has sold its lumber business to C. H. Bodley.

Tulsa, Okla.—The E. C. Robinson Lumber Co. has sold out to the F. S. Miller Lumber Co.

Hillsboro, Tex.—Wilkerson & Satterfield have changed name to the O. L. Wilkerson Lumber Co.

Lexington, Ky.—J. T. Jackson is now the J. T. Jackson Lumber Co.

Piketon, O.—The Bowlus Timber Co. has sold out to J. W. Dewey.

Richland, Ore.—The Richland Lumber Co. has sold out to the McDowell Bros. Milling & Lumber Co.

Burke, S. D.—Kinnie & Schutz have sold out to the Jas. A. Smith Lumber Co., of Osage, Iowa.

Sheboygan, Wis.—The Northern Furniture Co. has increased its capital stock from $400,000 to $600,000.

New Diggins, Wis.—The Champion Lumber Co. has been succeeded by the New Diggins Lumber Co.

Greenleaf, Wis.—M. J. Roach has sold his lumber yard and building material business to H. W. Jeffris, of Oshkosh.

Fires

San Francisco, Cal.—The main factory of the Pacific Box Co., destroyed by fire with a loss of about $200,000, is rebuilding.

Ogdensburg, N. Y.—Planing plant of the Skillings, Whitneys & Barnes Lumber Co. burned; loss several thousand dollars.

Hartburg, Tex.—S. M. Tomme & Son's sawmill burned; loss $7,500.

Armorel, Ark.—The lumber yard of Lee Wilson & Co. burned; loss $150,000.

St. Paul, Minn.—Cedar and tamarack poles and railroad trackage of the Valentine-Clark Co. burned; estimated loss $500,000.

Paris, Tenn.—The Paris Lumber Co.'s plant partially destroyed by fire; loss $25,000, with $15,000 insurance.

Hoquiam, Wash.—Fire in the edger room of the Hoquiam Lumber & Shingle Co. caused $2,000 damage.

New Richmond, O.—Plant of the Friedman Lumber Co. burned; loss $6,500.

Evansville, Ind.—Fire in the lumber yards of F. M. Cutsinger destroyed poplar lumber valued at $1,500.

Chemainus, B. C.—Two dry kilns at the plant of the Victoria Lumber & Manufacturing Co. burned; loss $15,000.

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The News Miscellany of the Lumber World

Southwestern News

Kansas City, Mo., Nov. 23.—On a recent trip across the state of Missouri the Kansas City correspondent was surprised at the large number of new roofs and buildings of all kinds going up. Every city of any size is adding to its business buildings, while an unusually large number of good residences are going up both in the country and smaller cities. These places reflect the prosperity of this territory. Building continues to make gains here and the real estate business is active.

KANSAS CITY, MO.

A Kansas City newspaper recently "wrote up" the recently organized Kansas City Lumber Trade Exchange in such a manner that an explanation of its purposes is necessary. The organization, still incomplete, is designed to encourage honest competition in the retail lumber business here. It would eliminate price cutting methods that reduce profits below the cost of doing business. The scheme is admittedly an experiment but an incorporation is planned, thus giving it state recognition. Until that is done all the details of the plan will not be decided upon.

Among the social events of the last week here was the Towers-Foresman wedding. John Alden Towers is a rising young lawyer here and Miss Hazel Mae Foresman is the daughter of J. H. Foresman, manager of the retail interests of the Long-Bell Lumber Co. Both are popular in the younger set here.

That lumbermen are finding the production of fine cattle profitable is evidenced by the purchase last week of a 1,800-acre tract near this city by W. R. and W. A. Pickering. The Pickerings plan to develop their new holdings along the lines of a stock farm.

* * *

Little Rock, Ark., Nov. 20.—It is proposed to hold a conference of Arkansas shippers in little Rock some time within the next two weeks, for the purpose of trying to find some remedy for the serious car shortage situation, which has prevailed here for some time. The shippers will also at that meeting discuss the proposed changes in the demurrage rates of the various railroads throughout the country. Doubtless, if it will tend to make conditions better in the matter of getting cars, as it is hoped or intended to do, the shippers here and elsewhere will be glad to have the changes made.

LITTLE ROCK, ARK.

The Southern Lumber Co. is increasing the capacity of its plant at Warren, from 90,000 feet to 230,000 feet per day. The Warren Stave Co. is also enlarging its plant, by adding a hardwood lumber mill. Both of these will be ready for operation by January 1 or before.

A 760-acre timber land tract was purchased by S. M. Samstag, of Hot Springs, recently. The tract lies near Moscow. The purchase price was $26,000. Mr. Samstag in turn sold the timber from the tract to W. S. Edler, of Sheridan, who will erect a mill on the land and cut the timber for market.

Inland Empire News

Spokane, Wash., Nov. 20.—Spokane's building permit records are continuing to beat all former figures, according to the totals for the first ten months of 1916, compiled today. The number issued, so far this year is within 180 of the total issued during the entire two years, 1914-1915, and this year's total already is more than 70 percent ahead of twelve months' total for 1915, and more than double the total during the first ten months of last year.

SPOKANE, WASH.

Considerable of interest has transpired in the lumber world of the Spokane country during the last week, including large sales, and the announcement of plans for the coming year. Market prices are holding firm, and sales are exceptionally good. Inquiries indicate that this condition will continue. An advance of $1 per thousand has been made by all grades of lumber on the coast, according to reports from the West Coast Lumbermen's Association, and this sent rumors afloat that there would be an advance in prices here. This, however, has not been substantiated by the lumbermen themselves, who state that they do not look for a rise in the Spokane prices. It is explained that for the last six months coast firms have been selling at a lower price than Spokane manufacturers.

The Dover Lumber Co., of Sandpoint, Idaho, fifty miles north of Spokane, has started on the survey for a flume, which when completed will be used to bring the timber to the Clarksfork river, and from there the logs will be boomed to the mill. This flume will probably be nearly ten miles in length. Supervisor J. A. Fitzwater, of the Pend d'Oreille national forest, in north Idaho, has just consummated the sale of 80,000,000 feet, board measure, of timber on the Lightning creek water shed in the Pend d'Oreille forest. The sale was made to the Dover Lumber Co., and the contract extends over a period of from eight to ten years.

Pacific Coast News

San Francisco, Cal., Nov. 20.—J. W. McLean, manager of the San Francisco branch of the Simonds Manufacturing Co., is making a visit to the home office at Fitchburg, Mass., and will attend the annual meeting of branch managers.

SAN FRANCISCO, CAL.

A Hoo-Hoo dinner, followed by a concatenation, will be held at the Commercial Club, San Francisco, on December 9.

The Art Toy Co. has established a plant at 269 Eighth street, San Francisco, where building block toys are being manufactured of redwood. Manager W. F. Haskins states that about 125,000 feet of redwood will be used to supply the demand of the coming holiday season.

The Hihn-Hammond planing mill at Santa Cruz has been transformed into a plant for demonstrating the possibilities of utilizing redwood waste for the manufacture of paper. George M. Pillsbury will have charge of the plant.

The McCloud River Lumber Co. has closed its two mills and the logging camps at McCloud, Cal. The early closing was necessitated by the shortage of cars to ship the finished product.

A heavy snowfall in the mountains around Truckee, Cal., has caused the lumber mills in that vicinity to close earlier than usual.

The California Door Co. plans to continue operations at Caldor and Diamond Springs as long as possible, as a splendid market is being found for its finished products.

* * *

Tacoma, Wash., Nov. 20.—Tacoma bank clearings and building permits showed a large increase during October over the figures for the same month last year. Bank clearings for the month amounted to $11,055,920, as compared with $8,545,956 a year ago. This is a gain of 23 percent. Building permits in October, 1916, amounted to $96,427, as against $70,205 last year, an increase of 37 percent.

TACOMA, WASH.

The St. Paul & Tacoma Lumber Co. has completed the construction of a new fuel shed, of unique design and said to be the largest of its kind on the Pacific coast. The building has a sloping roof, 40 feet high at the ridgepole. At frequent intervals trapdoors are cut in the roof through which the conveyors carry the cut wood. The St. Paul company expects to be able to sell dry wood during the entire rainy season.

Geoffrey Winslow, former manager of the St. Paul & Tacoma Lumber Co.'s creosoting department, visited Tacoma last week and reported that his new plant at Everett is nearly completed and that he expects to begin operations this month.

An inquiry for approximately 6,000,000 feet of lumber for use by the government at Fort Sam Houston, Texas, was received by Tacoma lumbermen early in November. The specifications were received by wire and were extremely vague. Lumbermen are unable to account for the government's action in asking the northwest manufacturers to furnish lumber for a point so far away, although the freight differential would not apply, as the material was to be shipped on a government bill of lading.

* * *

Centralia, Wash., Nov. 20.—The M. C. & M. Lumber Co. is the name of a new agency that recently opened up in Centralia for business. E. W. Miller and Louis Charneski are the members of the new firm. Both were formerly connected with the McCormick Lumber Co. The new concern is maintaining offices in the Union Loan & Trust Co. building.

CENTRALIA, WASH.

Messrs. Carpenter of the American Cross Arm Co. of Chicago, Hosford of the American Telephone and Telegraph Co. of New York, Wisner of the Pacific Telephone and Telegraph Co. of San Francisco, and Boren of the Western Electric Co. of New York who have been in Centralia for several days conferring with local mill men relative to improving cross arms used by the various telephone companies, have finished their work here and left for their various homes.

Schafer Bros. are opening up a logging camp near Junction City where they have a section of timber to cut. Schafer Bros. will also resume work on their railroad which was abandoned soon after the strike of the longshoremen.

Northern States News

Rib Lake, Wis., Nov. 20.—The largest saw mill chimney in the state of Wisconsin was completed here November 6. This chimney, which is of brick construction, was built by the Alphons Custodis Chimney Construction Co., of New York, for the new modern sawmill of the Rib Lake Lumber Co., which will be ready to start operations in about another month.

RIB LAKE, WIS.

The chimney is 165 feet high, 14 feet 10¼ inches in diameter at the bottom, and 7 feet 9 inches at the top. It rests on a solid concrete foundation, reinforced with steel, 20 feet square, 9 feet thick and has a dead weight on same of 364 tons. The chimney in question is guaranteed to withstand the dead and wind loads of the column when exposed to a wind velocity of 100 miles an hour.

Middle States News

Buffalo, N. Y., Nov. 23.—The Buffalo Lumber Exchange held a meeting a few days ago to receive the report of the delegates who attended the hearing on the lumber-in-transit privilege before the Interstate Commerce Commission at Washington. Some differences have arisen between the northern and southern railroads as to the division of the rates on transit lumber and it is probable that another hearing will be given by the commission.

BUFFALO, N. Y.

This city will be the center of a Billy Sunday campaign beginning next February and the erection of a tabernacle is to be undertaken immediately. It will have to be rushed to completion in order to have it ready in time. The site has to be somewhere within a two-mile radius of the center of the city. The tabernacle is to be of wood and 249 by 302 feet in size and is to seat

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What Is a Lacey Report?

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NEW ORLEANS 1213 Whitney-Central Bldg.

16,000 people. With the present shortage of cars it may prove a difficult matter to get the required quantity of lumber. North Carolina pine was specified at first, but some change may be made in the requirement.

The Beaver Board Timber Co. has been incorporated to take over the Smith-Fassett Lumber Co., at Charlton, on the Blanche River, in upper Ontario. The buyer has a large plant at Thorold and thus acquires a good supply of spruce to be manufactured there. President W. F. MacGlashan, of the Beaver Board Co., becomes president of the new timber company and all the other officers but one are Buffalonians.

An unfamiliar sight in this harbor nowadays is a sailing vessel loaded with lumber, but one arrived the other day, the Sophie, bringing 292,862 feet of white pine for Graves, Manbert, George & Co. She sailed from Georgian Bay in two weeks.

Gulf Coast News

NEW ORLEANS, LA.

New Orleans, La., Nov. 23.—Plans for the organization of a large corporation, to handle the products of manufacturers in St. Louis and other commercial centers of the Mississippi valley, for exportation to Central and South America and the Pacific coast, through the port of New Orleans, are actively under way, and the completion of the organization may be expected in a short time.

Charles F. Herb, vice-president of the Mississippi Valley Trust Co., of St. Louis, who as a member of the St. Louis delegation, took part in the business conference here recently between the commercial organizations of Chicago, St. Louis and New Orleans, is responsible for the above statement.

The schooner June, recently purchased by New Orleans interests, has arrived from the Pacific coast, and is being loaded at Gulfport, Miss., with 400,000 feet of yellow pine, furnished by the Finkbine Lumber Co., the Quaves Lumber Co. and the Vinegar Bend Lumber Co., for shipment to the West Indies. The June will hereafter ply regularly in the West Indian and Cuban trade.

The W. F. Johnson Lumber Co., of Campti, La., has recently bought a large body of fine timber at Natchitoches, La., and has started the construction of a new mill. It is using some of the equipment from the Campti mill, but is increasing mill capacity, and will have a more modern plant at the new location. It is building two kilns of the Moore moist air type, with capacity of 20,000 feet per day.

At the annual meeting of stockholders of the Great Southern Lumber Co., held last week at Bogalusa, La., all old officers were re-elected, and reports submitted showed that the past year had been one of the most prosperous in the history of the corporation.

As an evidence of willingness to assist the railroads in relieving the car shortage, southern pine manufacturers have agreed that demurrage charges on cars be increased, and that reconsignment privileges be suspended until the situation is improved.

* * *

ORANGE, TEX.

Orange, Tex., Nov. 21.—The schooner City of Orange, of 1,800 tons, which is said to be the largest yellow pine vessel ever built on the Gulf of Mexico or its tributaries, was launched here today. The schooner is to be used in the export lumber trade between Orange and Italian ports and is owned by Henry Piaggio, Italian consul at Gulfport, Miss., who for a number of years has been extensively engaged in the exportation of coal and pine pitch.

More than half a hundred ladies and gentlemen, friends of Mr. Piaggio, from half a dozen cities and towns in Mississippi, Louisiana, Alabama, Texas and Florida, made up a party to the launching. Special Pullmans attached to a Southern Pacific train brought the crowd to Orange, where the Board of Trade and business men generally had subscribed $2,000 for their entertainment. Last Wednesday night there was a ball, which was preceded by a banquet.

* * *

BEAUMONT, TEX.

Beaumont, Tex., Nov. 22.—No port on the gulf coast can boast of a record equal to that of Port Beaumont in its first eight months existence. Since the deep water channel was officially opened, March 23, by the arrival of the American steamship Vesta, there have been several vessels in the harbor every week.

Total shipments handled up to August 31 was 250,000 tons. In September 328,000 barrels of petroleum products, 6,400,000 feet of lumber and timber and 700 carloads of merchandise were loaded at this port. In October the shipments included 3,000,000 feet of lumber, and all of the lumber and timber was shipped to England by the Standard Export Lumber Co.

The scarcity of ships, it is said, has held Beaumont's shipping back considerably, just as it has many other American ports.

Work on the second unit of municipal wharves is practically completed, and construction of the freight shed and terminal tracks at the water front will begin next week. Work on the shed was delayed and the contract has been relet to another contractor, who, it is believed, will push the shed to completion.

When this unit is finished the city will have 1,000 feet of modern wharfage and a 400-foot freight shed equipped with the most modern loading and unloading machinery.

* * *

HATTIESBURG, MISS.

Hattiesburg, Miss., Nov. 20.—The people of Louise, a small town on the Y. & M. V. railroad near Yazoo City, have rented a tract of land for a term of years and have offered the site to the Bellgrade Lumber Co., which is contemplating building in that section.

It is announced that the Churchill-Milton Lumber Co. has accepted the proposition of the business men of Greenwood and will build a mill there at an early date.

According to statements made in shipping circles at Gulfport there was more tonnage in the Gulfport basin last week than there has been at any other time for the past three years. There have been more ships, it is said, but the eleven which were there last week were larger and will carry more extensive cargoes. Two of the vessels carry upward of two million feet of lumber.

The Central Lumber Co., which operates mills at Brookhaven, Bogue Chitto and McCalls Creek, has recently completed a fifty thousand capacity circular mill at Lucien. It has sufficient pine timber to keep the mill in operation for years and will have it running full time within the next few days.

Sam Eaton, who has been connected with the J J. Newman Lumber Co. of this city for several years as order clerk, and for the past two years as assistant sales manager, has severed his connection with the Newman lumber company and accepted a place as sales manager with the W. W. Carre Lumber Co. of New Orleans. Eugene Bridges, who has been order clerk with the Newman lumber company, has been promoted to the position of assistant sales manager.

* * *

GULFPORT, MISS.

Gulfport, Miss., Nov. 21.—Representative business men from all parts of the gulf coast country, in which the lumber industry was prominently represented, attended a meeting held here at the Great Southern Hotel today, at which formal organization of the Gulf Coast Country Tourist and Development League of Mississippi, Alabama and Florida was effected.

Henry Hall, president of the First National Bank of Mobile, was elected president of the league, other officers chosen being: R. W. Goodheart, president of the National Bank of Commerce, Pensacola, first vice-president; Thomas O'Donnell of Hattiesburg, second vice-president; A. F. Dantzler of Moss Point, third vice-president, and Dr. H. W. Taylor of Mobile, secretary.

An executive committee of twelve members will be appointed, while the board of directors will be composed of one member from each community represented in the league. Mobile was designated as official headquarters of the organization.

The object of the league is to nationalize the gulf coast country through means of a great publicity campaign, at an approximate cost of $250,000, on a basis of $50,000 annually for five years.

Central Southern News

MEMPHIS, TENN.

Memphis, Tenn., Nov. 21, 1916.—The Tensas Land & Lumber Co. has been incorporated here with a capital stock of $25,000. It was announced a short time ago that O. T. Woodward had purchased 5,018 acres of timber lands in East Carroll Parish, La., from the Idaville Land Co., and the incorporation of the new firm followed immediately thereafter. Steps will be taken to develop the timber on the property thus acquired.

The Bellgrade Lumber Co. has announced that

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the mill which it recently acquired at Zwolle, La., will be removed to Louise, Miss., and that it will be in readiness for operation sometime next spring. This firm sometime ago purchased 7,500 acres of timber lands in Sharkey and adjoining counties in Mississippi and the mill will be installed for the development thereof. It will have a capacity of 40,000 to 50,000 feet per day. The Bellgrade Lumber Co., owns and operates a big hardwood mill at Isola, Miss.

At the recent meeting of the stockholders of the Mossman Lumber Co. the following officers were elected: W. E. Mossman, Fort Wayne, Ind., president; W. C. Douglass, Memphis, vice-president; F. C. Storton, Memphis, secretary; F. G. Smith, Memphis, treasurer and manager, and A. C. Wilkinson, Huntingdon, Ind., and J. J. Rankin, Henderson, Ky., directors. This company has recently acquired two sections of timber lands in Mississippi county, Arkansas, and will either establish a mill for the development thereof or will handle the timber thereon in some other manner.

Announcement is made that the McLean-Arkansas Lumber Co. will complete its big hardwood mill at Argenta, a suburb of Little Rock, by Dec. 1, and that it will be placed in operation on that date. The company has an ample supply of timber to last for a number of years. The mill will have a daily capacity of about 40,000 feet and is estimated to have cost at least $100,000.

* * *

BIRMINGHAM, ALA.

Birmingham, Ala., Nov. 20.—Hereafter the city of Birmingham will be able to make repairs on buildings declared unsafe, insanitary or fire traps, after due notice has been given the owner and the charges will be assessed against the owner. An ordinance to this effect was adopted.

The Vredenburgh Saw Mill Co., Vredenburgh, is building three dry kilns 20 by 100 feet of the Moore Moist Air type, order having been placed with L. Moore Dry Kiln Co., Jacksonville, Fla.

The car shortage, the result of which is being felt throughout this section, is especially noticeable in the retail lumber business. Already prices have been advanced on the local yards because of the shortage in rolling stock, and, unless the present condition is removed, a lumber famine is not a remote eventuality.

Building operations in Birmingham continue to show increases, with the total for October reaching $148,733, compared to $136,747 for the same month last year, a gain of more than 8 percent. Total number of permits issued was 608, compared with 579 last year. Frame residences predominated, with $62,297 for new structures, and repairs to frame residences amounted to $49,430.

Ohio Valley News

CINCINNATI, OHIO.

Cincinnati, O., Nov. 23.—Cincinnati lumbermen who deal in California and Pacific coast fir are much concerned over the recent announcement that the car shortage on the western coast has reached a point where it is restricting production of all forest products. At 124 mills, it is announced that the balance of unshipped orders for transcontinental rail delivery has reached 10,428 car loads, and this does not take in unshipped orders for shingles, sash, doors and other factory products. Shingles are especially scarce now in this locality.

After long years of waiting, being alternately bouyed up by false rumors and depressed by official denials, Cincinnati lumbermen recently were formally notified that for the purpose of opening up vast undeveloped timberlands in Nicholas and Greenbrier counties, West Virginia, the New York Central railroad has authorized the construction of 20 miles of railroad along the Gauley river. The work of building this long looked for spur will be started in the very near future, it is said. It will prove a tremendous boon to this market, affording a direct line of shipment from the producing point to the big markets.

A suit of more than usual interest to Cincinnati, Kentucky and West Virginia lumber operators was instituted last week in federal court at Covington, Ky., across the river from Cincinnati, by John R. Boreing and others, of Laurel County, Ky., against W. T. and E. G. Garrard, the Kentucky River Timber & Coal Co., and the Mowbray & Robinson Co., in which it is sought to quiet title to 90,000 acres of timber land in Lincoln county, Ky., situated along the Kentucky river. The plaintiffs declare there is timber growth on the land valued at $70,000 and that the defendants have removed timber from this land to the value of $18,000 and that the plaintiffs have suffered damages amounting to $10,000.

The Clinton County Lumber Co., at Wilmington, Ohio, recently was incorporated for $25,000, the directorate of the new concern being composed of H. R. Allen, R. W. Allen, Edward Johnson, R. A. Lewis and Phillip C. Read.

The Stevens Organ and Piano Co., at Marietta, Ohio, large consumer of fancy hardwoods, recently increased capital stock from $50,000 to $75,000.

* * *

LOUISVILLE, KY.

Louisville, Ky., Nov. 22.—In addition to installing considerable new machinery, the Louisville Veneer Mills plant is being enlarged considerably. Three new kilns are being erected, and an additional warehouse constructed. When improvements are completed the plant will be one of the most perfectly equipped in the south.

Yard stocks are rather light in Louisville at present, due to the strong demand and light receipts. Building operations during the past two months have shown up well, and have opened up a market for millwork and interior trim.

Dallas Brightwell has resigned as secretary-treasurer of the Capital Lumber & Manufacturing Co., to go with the Lyons Lumber Co., forming a partnership with G. R. Lyons and H. R. Lewis, the present owners.

Timber interests of Kentucky are awaiting with much interest the action of the governor relative to calling a special session of the state legislature in January to take up the matter of tax reform in the state. During the 1916 meeting of the general assembly, at the instance of the assembly, the governor appointed a tax commission, to investigate conditions in the state. It is understood that the findings of the commission will cause a general revisement of the present laws, which it is said are unreasonable.

* * *

EVANSVILLE, IND.

Evansville, Ind., Nov. 23.—The Fullerton-Powell Hadwood Lumber Co., which had offices and yards at 2224 East Virginia street, this city, has closed out its business and the former local manager, W. P. Schmuhl, has returned to his home at Michigan City, Ind., and probably will engage in the lumber business there. The office building and yards here, along with what lumber was left on hand, have been taken over by Maley & Wertz, hardwood lumber manufacturers of this city.

A report from Mt. Vernon, Ind., states that the plant of the Moeller Cooperage Co. at that place is now being operated on the day and night schedule in order to fill large orders from three large flour mills for barrels. Most of the cooperage plants in this part of the state are running on good time now.

Veneer factories in Evansville continue to run on full time and the indications are that the manufacturers will keep busy all winter. This has been a mighty good year for the veneer manufacturers of this section.

Fred Bergman, of Bergman & Mann, planing mill owners and lumber dealers at Chrisney, Ind., who was a recent visitor in Evansville, reported trade conditions in his section coming along all right.

Fire a few days ago destroyed about $1,500 worth of poplar lumber in the yards of Frank M. Cutsinger, lumber manufacturer here, the loss being covered by insurance.

CANADIAN TRADE INDEX.

Our thanks are due the Canadian Manufacturers Association, of Toronto, Ont., for a copy of the 1916-18 bi-annual edition of the Canadian Trade Index, a work similar to the Hendricks Commercial Register and Sweet's Architectural Catalogue, so well known in the United States. The Canadian Trade Index is a pretentious work and gives information of value to not only the manufacturers of the Dominion, but to outside industrial interests over the world, who have had, are having, or contemplate any measure of trade relations with the manufacturers of Canada.

Considering the great stress under which Canadian industries must be laboring in this direful period, the work is a revelation and is illustrative of the stolid, determined character of the Canadians in their vital crisis. The work comprises 560 pages and the various industries are arranged in such a way that almost any information as to kind of business or location can be found without the slightest difficulty. The price of the work is $5 and it can be secured by addressing the Canadian Manufacturers Association, 1404 Traders Bank building, Toronto, Canada.

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The Current Trend of the Lumber Market

General Market Review

The unprecedented car shortage—reported on November 1 at 108,000 cars—marks the most critical business emergency of its kind in the commercial history of the country. It means that, aside from bad order cars, there are at least 5,000,000 tons of commodities awaiting immediate shipment, to say nothing of millions of tons of commodities that would be shipped were cars available, but for which no car requirement has been made, shippers knowing it to be utterly useless to make such requirement. In lumber, particularly, the requirement for cars is estimated to be practically double the supply and, according to the last report, in yellow pine alone there are 617,000,000 feet of unshipped orders at 153 mills, and the total amount from the several thousand mills manufacturing yellow pine amounts perhaps to a billion and a half feet. At 111 mills on the Pacific coast there are 125,000,000 feet of lumber awaiting shipment in the Pacific northwest and if the statistics could be obtained from other mills, not members of the manufacturers' associations, it is likely that the total would be several times as large.

NORTHERN AND WESTERN PINE.

A tendency to limit purchases on the part of buyers of northern white pine because of the approach of the inventory season has narrowed down the market considerably in eastern territory within the last two weeks. At the same time stocks of northern pine are much broken and most of the mills, save those equipped for winter operations, have shut down. The retail trade is practically out of the market and there will be little doing in this line again until along toward February. At the same time there has been more inquiry for northern pine than operators had anticipated and the price has been well maintained. Chicago yard stocks are not heavy and representatives here of northern mills are hard pressed to make deliveries and are getting many fresh inquiries from large consuming industries. The demand for Idaho and Western pine at the Inland Empire mills is still heavy and prices are reported to be held at previous figures. A good demand also exists for California white and sugar pine, in both the upper grades and for box material. The car shortage is a dominating factor, however, and deliveries on many orders are delayed indefinitely.

NORTHERN AND SOUTHERN HARDWOODS.

Northern hardwood markets have been somewhat more closely scanned by buyers for several weeks and slightly better prices have been reported in some of the staple woods. It is noted that dry stocks are much depleted and especially in thicknesses above one inch. Low grades are receiving some attention, owing to the scarcity of the uppers, with the result that, taking the northern list all through, there is an average advance ranging from $1 to $2 on most items of firsts and seconds.

Maple is one of the strong northern stocks and thick lumber has lately been in exceptionally good request. Birch is having a steady outgo at previous satisfactory figures. Soft elm has advanced steadily, it being reported that thick elm is selling as much as $3 better than it did sixty days ago. Basswood is in excellent request and the stocks of this item are meager in all grades. There are indications that the demand for thick stocks of northern woods will continue of healthy proportions, as it is evident that wholesale stocks are not in complete assortment.

This week air dried southern oak has been sold in car lots in Chicago at from $52 to $54 for firsts and seconds, and $33 for No. 1 common. At the same time Kraetzer-cured plain oak, firsts and seconds, has brought as high as $56, while No. 1 common has sold at $35. Sap gum has fallen off in the demand from the volume visible in the summer months and also in price and is now purchasable at $26.50 to $27 for firsts and seconds, and from $22 to $22.50 for No. 1 common. Red gum has been selling around $38 and $24 for the two grades respectively. White ash is in excellent request, as is also hickory, considerable of this stock being absorbed in the aeroplane industry. The cottonwood demand is normal and rather steady as to price. Box manufacturers are taking all of the low grade cottonwood available.

There is a fair demand for poplar, not only in Chicago, but throughout the northern territory and stocks of dry lumber in the upper grades are reported broken.

SOUTHERN PINE.

The unprecedented car shortage, which bids fair to become an historical event, being already greater than any previous one of record, is largely responsible for a recent advance shown on many items of southern pine. At the same time the mills have been compelled to restrict their production in many cases because of lack of piling room and inability to get cars, and this has helped in the improved prices. The mills generally are able to secure an average of not to exceed 60 percent of their equipment requirement and in some sections shippers are compelled to resort to almost every subterfuge short of highway robbery to secure enough cars to take care of their most urgent needs, leaving ordinary deliveries out of the question entirely. The small percentage of equipment they are getting consists of flats and gondolas, with practically no box cars available.

Advances ranging from $6 to $7 a thousand, as compared with last spring's quotations, are reported on long leaf and from $3 to $5 on short leaf. Discounts from the September list now range from $4.50 to $5.75 on various items of long leaf and $5.50 to $6.50 on short leaf. Small dimension is being ordered from points east of the river that is sold perhaps a half dollar cheaper than the above, these comprising straight cars of one size of lumber in all lengths, but running about 50 percent to 16 foot as a rule. Two by four 16's are quoted at about $23 delivered in Chicago territory; 2 x 4, 10 to 20 foot, are about $5 off, being now quoted at $24.75 delivered here; 2 x 6's, 10 to 20 foot, are averaging about $16 at the mill, or $23 here.

There is a big demand for all classes of car material and some of the prices that are quoted are $27.50 for car decking, $31 for car siding, $24 for No. 1 common roofing and from $31 to $32 for sills, this latter item having shown an advance of something like $7 in the last two or three months. Shiplap is now quoted at $21.50, Chicago, which is $4 above the price ruling last summer. In 8, 10 and 12 inch No. 2 center-matched, there has been an advance this week of $1, which makes a net advance of $5 over last summer, the price quoted being now $20 delivered.

One of the unique features of the situation is that transit cars, about which there has been so much discussion at the association meetings, are bringing a higher price at Chicago today than regular shipments. This is one of the developments of the car shortage, it being quite evident that an order given for regular delivery might not be shipped for several weeks, while a car that is known to be in transit, even if the items contained in it are not exactly what the buyer wants, are assured of early delivery, a fact that means much to the small dealer who does not wish to carry large stocks on hand.

The latest trade barometer issued by the Southern Pine Association shows a greatly increased total of orders unshipped, amounting in round numbers to 617,000,000 feet.

CYPRESS.

The widespread difficulty of obtaining cars is one of the primal causes of a higher price for cypress. During the week C finish, 1 x 4 to 1 x 10 widths, has been advanced by $2.50 and many other items have been listed 50 cents or $1 higher. There is a good call for everything on the list; and were shipping facilities good, the cypress industry would be in a most prosperous condition—for a time at least. Some of the mills are so well loaded up on orders that they are unable to accept any more for the present and at some plants also there is a visible lack of assortment, with scarcely any surplus reported in any item. The market is oversold on thick cypress, for which the demand from factory sources lately has been unusually good. The call for mixed cars is not especially active just now, as trade in the retail territory west and southwest is tapering down. Cypress shingles and lath are both in greater demand than supply and No. 2 lath are practically out of the market.

HEMLOCK.

The effects of the scarcity of cars are not so observable in the north as in the south and middle territory, hence the manufacturers of hemlock are able to give good service on deliveries, this being an advantage of no small magnitude over their yellow pine competitors. At this time of the year, however, the demand is necessarily contracting, especially in the direction of the retail trade, which is now buying in only a perfunctory manner such items as are most urgently needed for replenishment. General buying in the east is still fairly good, owing to the excellent weather that has prevailed. The demand is mostly, however, for No. 3 for boxing and crating purposes. Stocks in the hands of the manufacturers are considerably broken, more so than usual at the end of the season and a mixed car order is filled with increasing difficulty. Many of the mills are shutting down for the winter or getting ready to close down and begin their logging operations. It appears to be the general opinion that the log input this winter will be larger than a year ago, but will still be below the normal if plans now entertained are carried out. Prices are holding fairly well, most of the sales reported being on the basis of $1.50 off the list and on one or two items the concession is less.

SHINGLES AND LATH.

It has required a very nimble operator to keep in touch with the red cedar shingle market during the last few weeks. The scarcity of cars has reduced transit forwarding and as a necessary result whenever any cars have been available buyers have been disposed to bid for them rather than await offers. A plentiful supply of transits has meant a normal market, but whenever there has been a scarcity the tendency has been toward higher prices by from 5 cents to 10 cents almost any day. In the general demand for clears it seems that stars have been lost sight of, there being little, if any, change in the quotation of this grade throughout the recent flurry. Sales of red cedars in Chicago territory were reported on Friday of this week at $3.46 for clears and $2.87 for stars. White cedar prices are following those of the coast variety, in a more modest way, however, but have advanced materially, recent sales having been made at $3.35 for extras and $2.50 to $2.55 for standards.

HARDWOOD FLOORING.

The situation in hardwood flooring is greatly improved from what it was six months ago. Maple flooring is reported to be largely oversold and some of the factories are laying off on their solicitation of new business for the present. There is a slight advance in prices, quotations lately having been made on a basis of $47.50 for clears; $41 for common and $27 for factory, this being for car load lots and based on a uniform delivered freight rate. Lately also there has been reported a renewal of foreign demand, which may mean an early resumption of shipments across the water. The present movement, however, is greatly restricted. Oak flooring is fairly active. A largely attended meeting of representatives of this industry was held in Chicago this week Tuesday and Wednesday, at which matters of vital moment to the industry were taken under consideration.

South Atlantic Markets

NORFOLK, VA.

A letter from a manufactufer of North Carolina pine was as follows: "Trade here has been better during the past two weeks, notwithstanding the excitement over the election, and manufacturers generally express themselves as hopeful of better business.

"Demand for the better grades is more active than for some time, but the most active demand is for boxboards.

"Car shortage at the mills is a source of serious complaint and embarrassment, and some mills will

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have to close down until the situation is somewhat relieved."

JACKSONVILLE, FLA.

A letter received from a Florida lumberman says: "Lumbermen seem to confidently expect a good trade for the balance of the year, in spite of the shortage of ships and cars. The car situation is still very bad, and reports of a slight improvement noted in other quarters are not shared generally by lumbermen, who claim the scarcity of rolling stock is equally as serious as it has been at any time.

"The labor situation is a little better. Mills which have for some weeks experienced difficulty in obtaining a sufficiency of labor, owing to the exodus of negroes to the north and plantation demands, are now securing adequate forces to take care of their present needs, and it is believed that there will be a general loosening of the labor situation until next spring."

* * *

FRANKLIN, VA.

A well known manufacturer of North Carolina pine writes us as follows: "We are feeling very optimistic indeed over the present situation. We have, of course, felt to a certain extent the effects of the car shortage and we could increase our shipments by practically 50 percent if we could get all of the cars that we need, nor does there seem to be any indication of a letting up in the seriousness of this shortage.

"In view of the continued stiffening of the market, however, and the promised gradual increase in prices, we are trying to overlook this feature and we are confining our thoughts strictly to better business."

Northern States Markets

ST. PAUL, MINN.

A letter from one of the best informed men in the north on the general situation informs us as follows: "As to the lumber market, both present and future, from all indications of general building operations throughout the country, and considering the fact that lumber substitutes have advanced anywhere from 50 to 100 percent and even more; the further fact that the present car shortage is interfering with the movement of lumber as well as substitute material; the further fact that labor and supplies have been advanced or will be, we cannot help but feel but what lumber must advance materially over present ruling prices."

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DUNBAR, WIS.

A manufacturer of northern woods writes us concerning the lumber situation as follows: "While we find that the market has stiffened somewhat and that more orders are coming in, we are, with the rest of the lumber trade, badly handicapped for the want of cars and at the present time have about all the orders on our books that we can take care of.

"We are in hopes that the market will advance and that with the election settled business will steady down and show a decided improvement."

* * *

NEOPIT, WIS.

We have received this letter describing shipping conditions at Neopit: "We are pleased to inform you that we find the lumber market very strong, the demand is big, and prices have an upward tendency. We have more orders on our books for immediate shipment than we have had during this year, and with the demand we are experiencing feel that prospects for the immediate future are very bright.

"The car shortage is bothering us considerably, but the demand is such that our customers are willing to permit of loading on almost any sort of loading equipment, in order to get their material."

Gulf Coast Markets

NEW ORLEANS, LA.

Conditions in the New Orleans market are described as follows: "A more cheerful feeling regarding the car situation is reflected in the better tone of the yellow pine market this week. Although scarcely any improvement is noted at present in the transportation situation, there appears to be a very general idea among manufacturers that a greater amount of rolling stock will be available for the movement of lumber during the next few days. In fact, many familiar with conditions declare emphatically that the worst is now over, and that a steady improvement may be expected. Dealers are more disposed to accept orders with guarantees of deliveries within thirty days than recently.

"Prices, which have remained good throughout all the trying times that have lately been experienced, show no decided trend backward or forward. The market is maintaining a firm tone, and all items are in demand at high figures, where prompt deliveries can be guaranteed.

"Cypress, which has been steadily on the up grade for some time, shows continued improvement for the past week or two, according to local manufacturers and sales agents. Twenty-five percent of the cypress output is decidedly stronger than ten days ago, and the rest of the list has remained virtually stationary. No item records a decline, and nearly all at least a slight advance. The present logging season has been very good, on account of the fact that the scarcity of rain has helped dry swamp operations.

"Splendid demand for tupelo and gum of all grades is the striking feature of the hardwood market. Tupelo, which has been advancing for some weeks, is now commanding prices higher than for many months, and from the substantial character of orders received for this material, dealers and manufacturers see no prospect for recessions at any time in the near future.

"Oak, which has been fairly active recently, continues to move in a more or less substantial way. Firm prices are asked for poplar, elm, hickory and other hardwoods.

"Continued dry weather has tended to stimulate mill operations. Labor and price conditions are said to be satisfactory, and the only thing standing in the way of a good market is an adequate supply of cars to handle the product of the mills."

* * *

ORANGE, TEX.

A prominent lumberman of Orange writes us as follows: "Lack of equipment to move lumber is seriously interfering with trade here. Orders are plentiful and prices are advancing. Yard stocks have undoubtedly been seriously depleted by the car shortage, for deliveries recently have been very irregular, and demand abnormally high, in view of the extensive building operations reported in all parts of the country. Many mills would be thirty to sixty days in catching up with orders, even were the car situation effectually relieved at once. Due to the flattering prices that have been offered, some mills have sold ahead for a month or two on a few items."

Central Southern Markets

CHARLESTON, MISS.

A lumberman in close touch with producing and shipping conditions in the south writes us as follows: "So far as we can see there seems to be nothing in sight to prevent a marked advance in values of hardwood. We base our opinion of this view on conditions prevailing in the hardwood district, which are in substance as follows: The shortage of freight cars preventing mills accumulating logs for winter supply; increased demand for lumber of all kinds from neutral nations; a tendency on the part of ocean rates to permit of more liberal exportations; improvement in general confidences; car shortage curtailing supply in the consuming markets with no prospects of immediate relief.

"These are some of the things that we believe will improve prices in the consuming markets."

Pacific Coast Markets

TACOMA, WASH.

Conditions in the Tacoma market are described as follows: "So serious is the car shortage in this locality that there are rumors that a number of the larger mills are planning to close down until the situation improves. While these reports could not be confirmed, it seems to be accepted that unless a remedy is found soon, the lumber trade will suffer materially. Orders are plentiful and prices better than for many months, but as manufacturers are unable to get their lumber out the improved situation is only aggravating.

"Many of the mills are still operating on full time and piling up large quantities of lumber which they are unable to ship. It is feared by many operators that this large amount of surplus lumber

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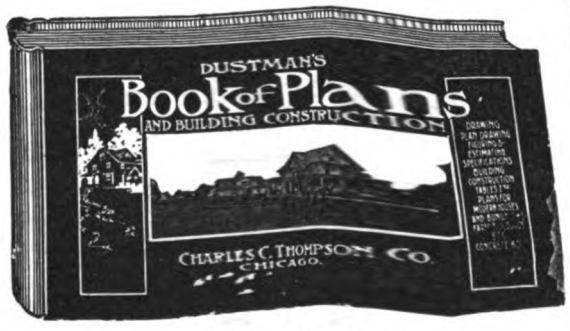

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will have a weakening effect on prices when cars are again available. Railroad men are unable to promise any immediate relief and say that it will be another month before there is any marked improvement in the situation.

"The same relative condition prevails in the shingle market where prices are firm and the demand brisk. A majority of the mills are unable to ship any quantity of shingles out of the district."

* * *

A well known manufacturer of the northwest writes from Seattle as follows: "Relative to conditions here in this territory, from every indication we look for higher prices on all items of coast stock, which has been brought about by the increased demand as well as the severe car shortage.

SEATTLE, WASH.

"Orders and inquiries are coming here from sections that have never before used much fir, and have probably been forced here from the shortage in the south as well as in other sections. Many of the mills are refusing to take on any more business as they have all the orders they can possibly ship out within the next three to four months if they do not get any more cars than they have been getting. Mills that could load eight to ten cars a day are not getting to exceed eight or ten cars a week. Some of them are figuring on closing down on account of their inability to move their stock.

* * *

A correspondent writes us of the San Francisco market as follows: "The California lumber market continues to show an improvement, as far as the demand is concerned, as conditions for fall construction work have been ideal, but no changes in prices have been noted of late. The car shortage is making its effects felt, but retail yards are fairly well stocked, and the concerns feeling this most keenly are those who ship a large part of their output to points outside the state. A number of mills making a specialty of this shipping business have been compelled to close, and are far behind with deliveries.

SAN FRANCISCO, CAL.

"Lumber exports are below the normal, because of the scarcity of tonnage and the extremely high tonnage rates now prevailing. Even were ships available it is not likely that a high water mark would be reached, owing to the enormous cost of transportation. Just at present there is a very heavy demand for lumber in the Hawaiian Islands, and millmen are making special efforts to satisfy this. Shipments are now going forward steadily from San Francisco on freight and passenger steamers, but more could be used if they could be had at once.

"The market for shingles is steadier than it has been for some time, owing to increased residence building in the San Francisco Bay region, and a reduction of stocks.

New England Markets

A lumber authority at Boston, Mass., says: "The lumber market seems to be firm, although consumption is not active at this season. Dimension spruce is particularly strong and some of the lumbermen are predicting a further appreciation. At latest accounts sales were effected on dimension around $28. Considerable interest is caused among lumbermen by the greatly increased cost of logging supplies, especially in the way of provisions for logging camps, and this is bound to enter into calculations of lumber prices the coming spring. The car shortage has seriously affected the hardwood market, and consequently any stock available is promptly disposed of. A scarcity of thick maple and red birch is reported. Considerable hemlock is going into distributing hands, owing to the scarcity of yellow pine and the difficulty of getting deliveries. Sales recently made are on the basis of about $22 to $23. There is also a shortage of soft pine because of the inability to get shipments forward from either the middle northwest or from the Inland Empire. All Pacific coast lumber is quiet, on account of the light offerings and car shortages. The yellow pine market has been affected most seriously by the embargo placed on shipments from the south by the New Haven road, and there is naturally considerable strength to prices. A rather slow movement is noted in both red and white cedar shingles, and the price is attractive for anything that is offered. Lath are strong and scarce, both 1½ and 1½-inch spruce being in the best of demand."

BOSTON, MASS.

Inland Empire Markets

A lumberman writing of conditions in the Inland Empire says: "The market here is seriously affected by the lack of cars, although the Inland Empire has suffered less from this cause than most sections.

SPOKANE, WASH.

"Millmen report the lumber market to be very firm, with a favorable outlook and tendencies toward higher prices. Crops are good throughout the districts served by the Inland Empire mills, and the yard trade is consequently good.

"Building in this city, and in the towns throughout this section continues active with good prospects."

* * *

A leading manufacturer of the northwest writes us as follows: "The present condition of the market is considerably above normal with us. We only have a small stock on hand so far, approximately 20,000,000 feet, but have been very well treated with empty cars, and conditions are as near 100 percent as we want them, but we could have used about 50 cars more last month, if we had received them. We feel, however, that we will make more money on our lumber which we did not ship last month on account of advance in prices we will be sure to obtain during this coming year.

BEND, ORE.

"Contracts have been freely entered into at the advanced prices on shop, and when the peak of the movement on wheat has been reached we feel sure that cars will be easier. The continual cry of car shortage has been quite detrimental to the lumber interests in the west, holding back orders from us which we could have furnished in due time, although, to be candid, we could not give the service we would like, as very often certain cars of certain railroads would be scarce. On the whole, we have not the complaint to make which seems so prevalent, but which, I think, is a little overdone.

"We are very much opposed at the present time to long term contracts, and, with the exception of shop, have very little sold ahead.

"The market for boxes seems to be reaching a point where those manufacturers will at last receive a fair price for their products and enable us to sell them lumber at a price approximating the price received in the general trade."

Middle States Markets

A well known lumberman writes from Pittsburgh as follows: "Orders from dealers and from wood consuming industries continue to come in, Local building continues active, and reports from all sections show a like situation.

PITTSBURGH, PA.

"This makes us feel that we may anticipate a very active demand for nearly all kinds of lumber, and we shall not be surprised to see sharp advances on practically every commodity. There is already apparent a shortage in nearly all kinds of low grade and box lumber, and the glass manufacturers are just beginning to use lumber in their new fires, hence, we look for heavy business, and prices that are materially better than what we are now getting."

* * *

We are in receipt of the following report of the Buffalo market: "The lumber market has been quite active lately in some branches and the increased trade is said to be due to the car shortage at mill points. Yards here which can supply stock in a hurry have been getting a great many orders of late and in some lines stocks are becoming much depleted. By spring a lot of lumber will be moved out of wholesale yards and certain stocks will hardly be obtainable hereabouts. Some dealers say they have had more orders for certain stocks during the past month than for a number of years at this season. With such an unusual demand developing it is only natural that prices are showing an advance.

BUFFALO, N. Y.

"White pine has been selling a good deal more readily during the past few weeks and nearly all grades are wanted. The yards which handle low-grade stock say that the market will be short of

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lumber this winter and that prices will be considerably higher.

"Hemlock and yellow pine are also in good demand and prices are up about $1 from a month ago. This is due to a large extent to the shortage of cars and inability of the railroads to make prompt shipments.

"The hardwood demand has been fair lately, but not as good as some dealers expected. Much trouble is experienced in getting men to handle lumber at the yards and incoming shipments are much delayed by car shortages at the mills. Prices are holding about the same and an advance is looked for.

"Shingles are in light supply here, the lake season having been an unusually dull one in shingle receipts. Prices are strong."

Southwestern Markets

ST. LOUIS, MO.

A correspondent writes us from St. Louis as follows: "The news of the trade is still largely dominated by the car shortage. It is the principal topic of conversation in all lumber offices here. It is seemingly unchanged. The natural decrease in the demand from the time stock taking commences until the first of the year may prevent the car situation from being so noticeable but it will not be greatly improved most dealers here assert.

"Yellow pine is in good demand and prices are advancing. Lack of equipment at the mills is having a marked effect on the supply here and there is a pressing need for some items.

"Hardwood dealers report a good business in all lines, limited, of course, by the car shortage. Prices advancing in most lines. Gum continues to lead, ash and poplar also are active, oak is rather slow in both plain and quartered."

* * *

HOUSTON, TEX.

A lumberman writes us from Houston as follows: "Orders and inquiries continue to come in and all the mills are raising prices. The car situation is about as bad as it has been for the last several weeks, but there is a very general opinion that an improvement in the situation is not far off, and mills are preparing to take care of the more active movement, which is expected to set in by the end of the month. Confidence is expressed that measures taken by the Interstate Commerce Commission will insure relief from the present trouble, at least to a considerable degree, and manufacturers are hopeful of soon satisfying the heavy demand for lumber reported from all parts of the country."

* * *

KANSAS CITY, MO.

Conditions in the Kansas City district are reported as follows: "There has been a good movement of yellow pine in the last two weeks considering the car shortage. The demand continues excellent but there has been some difficulty in finding supplies at mills that can move them with certainty of dispatch. Some mills are entirely out of the market. Others are holding the price at such a figure that they are getting practically no business. Reports from line yard operators here and from the smaller yards all over this territory reflect a good volume of building.

* * *

SHREVEPORT, LA.

The effect of car shortage in the south is shown in this letter from a manufacturer in Louisiana: "We are really overloaded with orders, especially in view of the present car situation, and are not taking on any business except an occasional car, when possible to do so, to help out our regular customers.

"We have been offered some very attractive prices for nearly every item on the list, on condition we could make shipment within a reasonable time, and it looks as though the manufacturer could name his own price, if he could satisfy customers that he could make the required shipment.

* * *

MALVERN, ARK.

A wideawake lumberman of Arkansas writes of market conditions as follows: "As to the present condition of the lumber market there can be no two opinions. There is a splendid demand at very satisfactory prices, and while this doubtless is stimulated to a considerable extent by the car famine, the fact remains that the retail yards are having an enormous fall demand, and we believe that even if there were no car famine, there would be good business for all of the mills.

"As to the immediate future, we can see nothing that can prevent a continuation of good business, at least up to the first of the year, and even beyond, if the mills will adopt and strictly adhere to the policy of cutting absolutely no more than they can ship.

Ohio Valley Markets

CINCINNATI, OHIO.

A correspondent, well informed on trade conditions, sends this report: "One of the chief features of the lumber market at present is the general stiffening of the yellow pine market, better prices being realized not only in cases where immediate shipment can be guaranteed, but on orders taken for future delivery. While the scarcity of cars is having a tendency to hold back the market naturally, nevertheless there has been a steady gain noticeable despite the car situation.

"Building operations are going along at a much better pace than was to be expected at this time of the year, due undoubtedly to the unseasonably mild weather and this has had the effect of bolstering up the demand for yellow pine in no small degree. Mill stocks are becoming pretty badly assorted due to the car scarcity, numerous mills shutting down or decreasing their output owing to the uncertainty regarding moving the product. Car building material probably is moving the best.

"Veneer stock is finding a very ready market in the hardwood list and probably features the hardwood market, although the lumber itself is moving in better volume than a few weeks back. Owing to the increased call for furniture lumber and box material there has been an upward tendency noted in prices for these items lately. Birch continues to rule in the northern list, finding a ready market with the furniture manufacturers and the lower grades are being readily snapped up by the box concerns. Oak has revived among the southern woods, red and white selling in better volume, with the inquiry gaining much larger proportions.

* * *

LOUISVILLE, KY.

We are in receipt of the report of this Louisville market: "With the exception of the shortage of cars in which to receive or ship stock the Louisville lumber market is in very good shape at the present time. There is a good demand for all grades of lumber and millwork, building operations being heavy for fall, and factories consuming lumber all being busy.

"Poplar and oak have recovered from the early fall slump, there now being a good demand for poplar box boards, thick stock and siding. Oak is moving well in plain and quartered in both red and white. Gum continues to feature the market, and all grades and thicknesses are in demand.

"Prices are generally satisfactory, the market firm, and higher prices are predicted."

* * *

EVANSVILLE, IND.

A man well informed on the hardwood lumber situation at Evansville and in southern Indiana writes as follows: "There has been a steady trade with the hardwood lumber manufacturers in this section during the past two weeks. From present indications business will remain good the balance of the year. Prices are holding up well. Collections are reported good.

"There is a strong demand for quartered white oak, as well as for the best grades of hardwood. Gum remains strong, due to the activity of local furniture factories that are being operated on full time. River mills report they are still receiving a good many inquiries for quartered sycamore.

"Logs are coming in nicely, although the prices are high, and some of the manufacturers report that they now have enough logs on hand to run their mills during the winter months.

"The retail lumber business is very good. Yellow pine dealers report a strong demand with steadily advancing prices. Building operations here remain active and weather conditions up to a few days ago have been ideal. Planing mills continue to run on full time and sash and door men report a steady active trade. Contractors and architects say there is a good deal of building in sight for next year. The various wood consuming plants in Evansville and surrounding cities are being operated on steady time and reports from the south and southwest are encouraging to the manufacturers. Furniture manufacturers are especially busy and there is every indication that next year will bring them in a larger volume of trade than this year."

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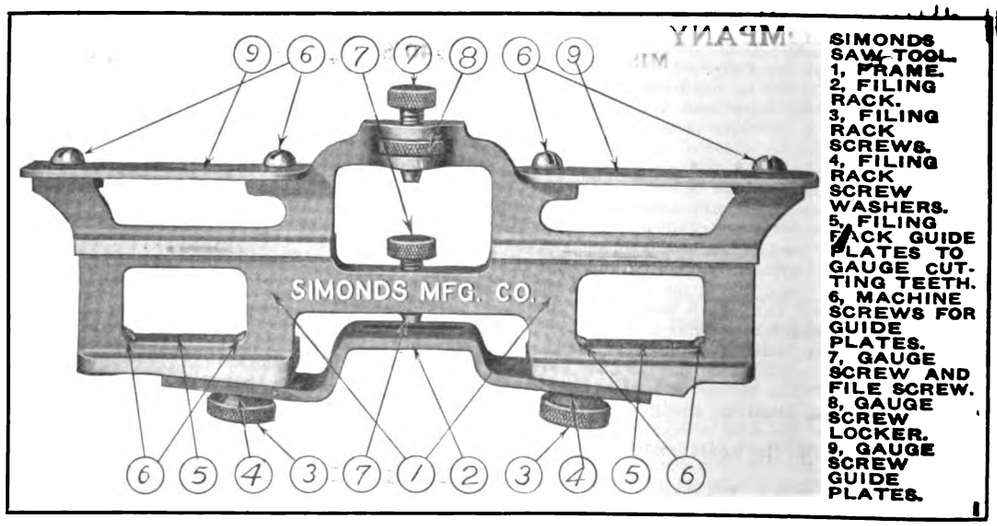
The Simonds files used with this tool are admirably fitted to their work. An illustration of this excellent saw tool is given herewith.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ANOTHER SHIPYARD FOR TACOMA.

Tacoma, Wash., Nov. 20.—Plans for the construction of another shipyard in Tacoma harbor were announced November 1 by J. H. Hyde, the organizer of a new company known as the Pacific Shipyard and Docking Co. The new firm has secured a lease of six acres of land directly on Commencement bay. Construction work is expected to begin soon.

The Pacific company has made bids for the work of building three large schooners wanted by a Norwegian firm and expects to secure at least part of the work.

The company's plans include the construction of a drydock large enough to take care of the largest vessels now operating on the Pacific coast.

The Pacific company makes the third shipbuilding organization to locate in Tacoma during the past six months. It is rumored that another large plant, which will build steel ships, is being considered by a number of Tacoma's leading business men.

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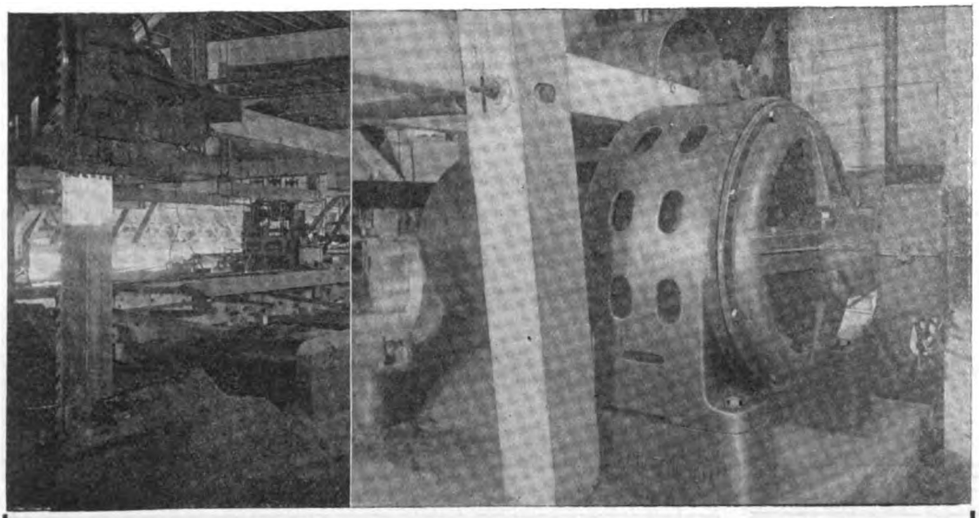

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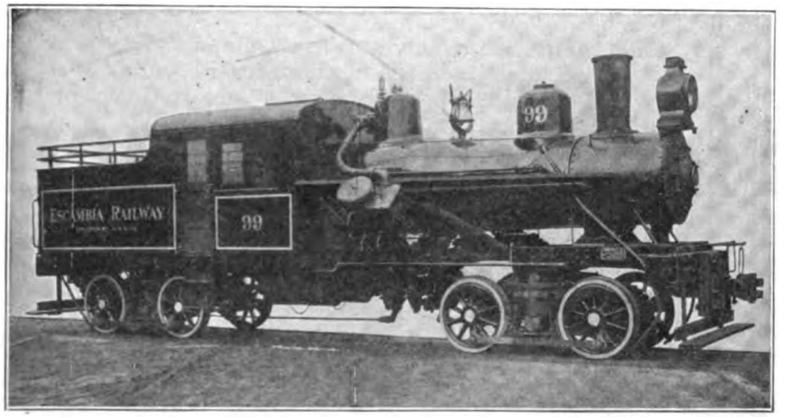

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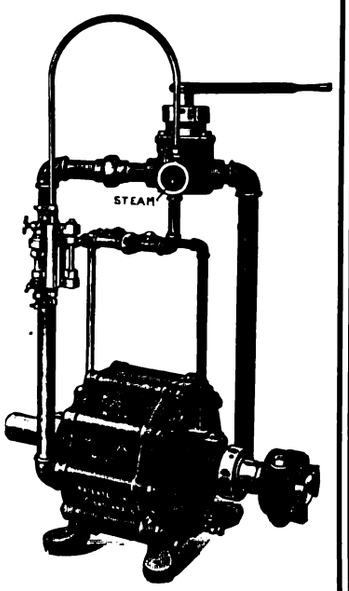

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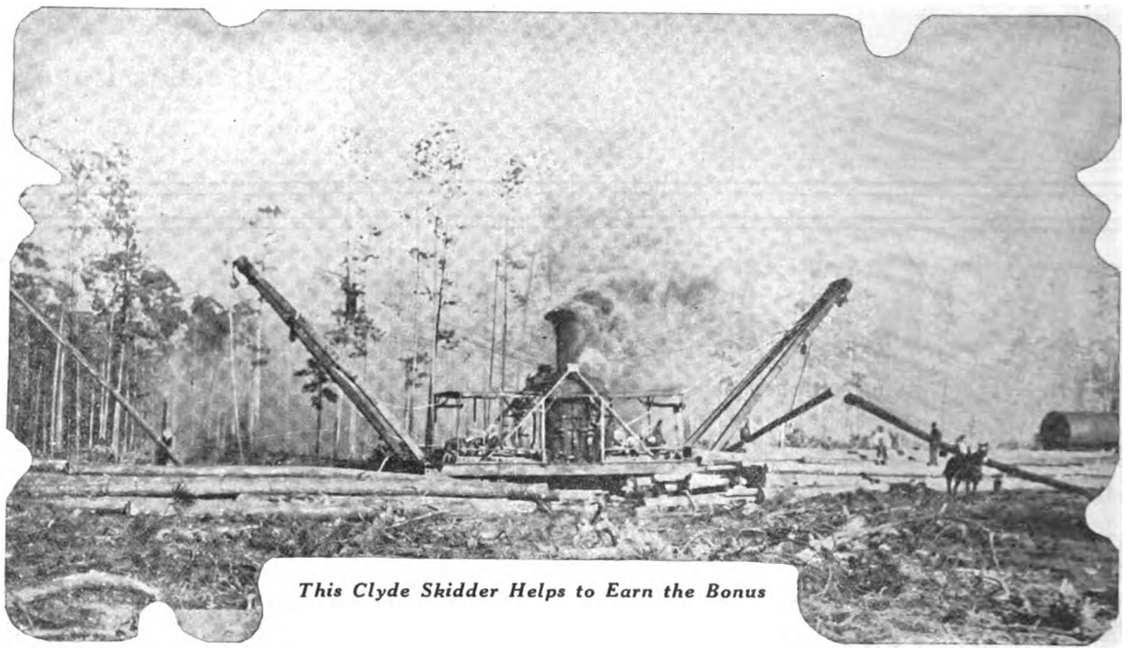
A Bonus Plan for Skiddermen

is the subject of the leading article in LOGGING for September, '16. It has worked out well and is worth your consideration


This Clyde Skidder Helps to Earn the Bonus

Send for a Sample Copy of this number of LOGGING and judge for yourself whether this or some similar bonus plan might be made applicable to your business.

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Mississippi Lumber Co.

"Triangle M" Brand

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Quality, Workmanship, Dependability

Its stock is manufactured from one of the finest bodies of Yellow Pine Timber in the South, and by the Best and Most Modern Machinery that money can buy.

A fine stock of FINISH, FLAT and EDGE GRAIN FLOORING, CEILING, BASE, CASING, MOULDINGS, DIMENSION, SMALL TIMBER, LATH, and all other PRODUCTS, at all times.

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A separate plant produces OAK, POPLAR, GUM and other varieties of Hardwood Lumber. Always a large stock from which to select.

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The Kind Your Father Used to Buy

WE manufacture it at our Band Mill at Richmond. We have a well assorted dry stock at Richmond of

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and would be pleased to quote you for prompt shipment.

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An uninterrupted test of FORTY-THREE YEARS should prove to anybody's satisfaction that WILCE'S "UNEQUALED" BRAND of HARDWOOD FLOORING is the STANDARD of all STANDARDS. We ship all over the world.

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The T. Wilce Company

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It is

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Which Assures Even and Uniform Stock

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Manufacturers of Band and Gang Sawed

Louisiana Long Leaf Yellow Pine

Located on Main Lines of Illinois Central and Kentwood & Eastern Rys.

All No. 2 and Better Strips, Boards, Shiplap and Lath—Steam Kiln Dried

DAILY OUTPUT—550,000 FEET

SPECIALTIES:—Uniform and high grades, superior planing mill work, prompt service, for the retail yard, factory, railway and export trade.

OUR TRADE-MARK——————A GUARANTEE

OUR NEW MILL

with most modern equipment in circular and gang saws, steam kilns, matchers and moulders has just commenced sawing.

With this new plant and our 31 years' experience at McComb we are finely equipped to serve our customers, old and new.

We solicit inquiry for timbers having rigid specifications. Lengths up to 50 feet, and size 24x30.

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Long Leaf Yellow Pine Timbers and Yard Stock

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Lumber World Review

THE LUMBER REVIEW FOUNDED 1897

CONSOLIDATED JANUARY 1912

THE LUMBER WORLD FOUNDED 1905

Volume XXXI Number 11 | CHICAGO, DECEMBER 10, 1916 | Single Copies Fifteen Cents Two Dollars a Year

TRADE MARK REG. U.S. PAT. OFFICE

More than a year ago announcement was made that the members of the Southern Cypress Manufacturers' Association had determined upon a trade-mark which would be affixed to the end of each board manufactured by them, and that this trade-mark would eventually be given to the public, together with information as to what it stood for in the way of service and quality of material.

The CYPRESS manufacturers have moved slowly in this matter and it has been solely through consideration for the retail dealer. But it is believed that more than a year is ample warning and **ANNOUNCEMENT IS NOW MADE THAT THE ADVERTISING OF THE TRADE-MARK TO THE GENERAL PUBLIC WILL BEGIN WITH THE MARCH MAGAZINES,** some of which appear as early as February 20.

Retail stocks of CYPRESS are now at a minimum and must be replenished. A large majority of these stocks are already supplied with trade-marked CYPRESS This announcement is made in order that those who must replenish their stocks can do so with full understanding of the kind of advertising campaign which will hereafter be behind CYPRESS which bears the Association trade-mark.

(Continued on pages 8 and 9)

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Real Lumber Service

YOU get real lumber service when you deal with this thoroughly equipped company.

We have been manufacturing long and short leaf yellow pine lumber for many years, with expert specialists conducting the major and minor affairs of our various plants.

Our mills are located at Huttig, Ark.; Mansfield, La.; Campti, La.; Noble, La.; Montrose, La., and Nacogdoches, Tex.

No matter what grade or quality of yellow pine lumber you require, we are prepared to handle your order promptly and intelligently, doing away with shipping delays, off grades and other disappointments to the purchaser.

UNIFORMITY OF GRADES AND QUALITY F-J

TRADE-MARK

Our price list tells exactly what yellow pine lumber of any grade or quality will cost delivered to any point on a railroad in America. Send for this list today.

FROST-JOHNSON LUMBER CO.

MANUFACTURERS OF LONG and SHORT LEAF YELLOW PINE LUMBER

300 BROADWAY - - - - ST. LOUIS, MO.

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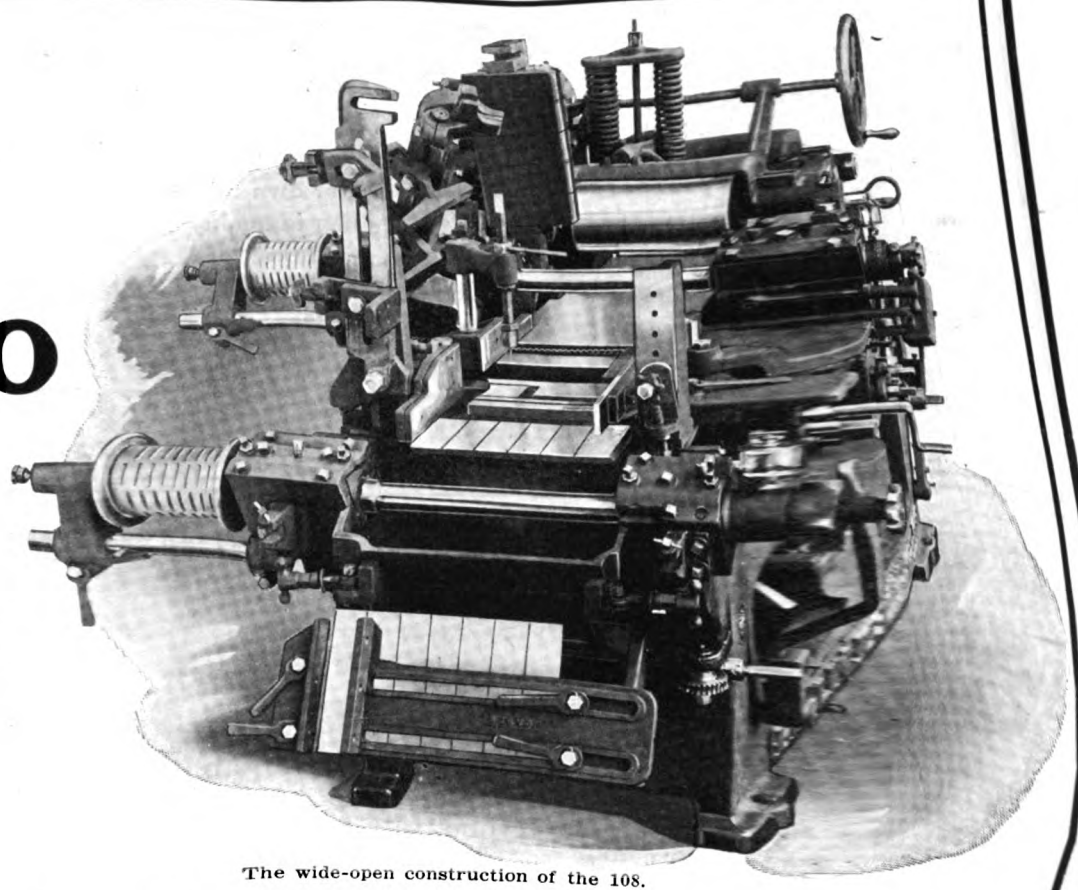
Increase The Ratio of Productive Time!



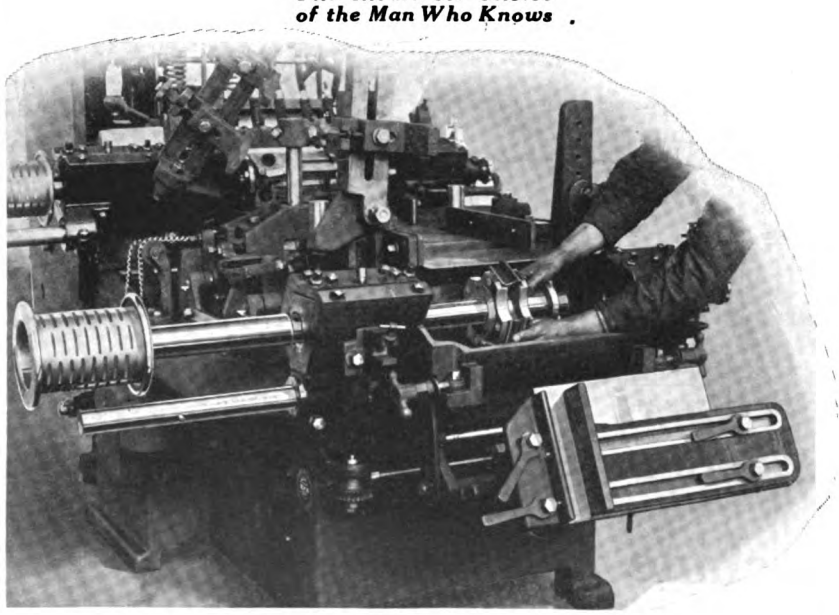
The wide-open construction of the 108.

WITH the prices of labor mounting higher week by week, there's nothing more necessary than utilization of every possible moment in productive effort. In hundreds of woodworking plants there are old style moulders which, under present conditions, are simply lavish in their waste of time. Maybe you've never thought of it because loss of productive time is one of the hardest sources of loss to detect. You've got that waste in your factory if you're using old slow feed moulders with hand made knives, instead of

The Yates Number 108 Moulder

Yates - formerly BERLIN

The Invariable Choice of the Man Who Knows



Slipping a Head on the 108.

GET rid of the old moulders. Don't let them sap, unhindered, the vitals of your business. Investigate the Yates Number 108 Moulder, with its slip-on heads and wide open construction which permits it to be set up in a few moments. Look into the use of milled bits on the Number 108, giving a perfect match of pattern at once, without loss of time in filing and tinkering "to make 'em alike."

Consider the high rates of feed—75 to 100 feet per minute—that can be used, in most cases, without lowering the quality of the output in the slightest degree. When you come to understand the difference between old style moulders and the new Yates high speed Number 108, you'll see where the 108 is a money saving investment.

Send for our folder, "Putting the Prod to Production." It tells all about the New Yates Number 108. No obligation involved.

P. B. Yates Machine Co.
BELOIT. WISCONSIN. U.S.A.
Canadian Plant, with Offices—Hamilton, Ontario

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H. A. J. UPHAM, Vice-Prest., Milwaukee, Wis.
R. E. MacLEAN, Sec'y & Treas., Wells, Mich.

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"Ideal" Rock Maple Flooring

We cut from our own timber, manufacture at our own mill and are second to none either in quality of timber or in the manufacturing of Lath, Shingles, Cedar Posts, Poles and all kinds of forest products.

Also manufacture Wood Alcohol, Charcoal and Acetate Lime.

We make a specialty of Bill Stuff and can ship mixed cars of Ceiling, Siding, Moulding and Casings, in Pine, Basswood, Hemlock or Hardwoods. Capacity, 90,000,000 feet annually.

I. STEPHENSON CO., Trustees, Wells, Mich.

SERVICE QUALITY

INTEGRITY DEPENDABILITY

Are the Foundation of the Edifice of Business Success which this Institution has built. The Satisfaction of Profitable Trade binds our Customers to us. From all Lumber Merchants who Appreciate a Product in which these Qualities are Inherent, we respectfully Solicit Correspondence.

WEYERHAEUSER LUMBER COMPANY

THE MILLS OF SERVICE

EVERETT, WASHINGTON

Speed in the Lumber Office

is as essential as speed in the yard or mill—only more so in that office labor costs more to start with and in most offices a whole lot more than it should at the finish. But whatever your objections may have been in the past toward mechanical aid you can't afford now to overlook the

Dalton Adding, Listing and Calculating Machine

In actual practice it has demonstrated its efficiency in the lumber office not only in addition, but in the auditing of invoices requiring multiplication. For example it took an ordinary operator on the Dalton but **67 seconds** to audit the following invoices:

464 pcs. 1x8—16 No. 2 Com. Y. P. S2S		4,949
763 pcs. 1x8—18 No. 2 Com. Y. P. S2S		9,156
134 pcs. 1x8—20 No. 2 Com. Y. P. S2S		1,786
206 pcs. 1x8—24 No. 2 Com. Y. P. S2S		3,296
Weight 2,082 lbs. M.	19.187 ft. @ $14.45 M.	$277.25
39,947 lbs.		
Rate 14.25 cwt.		$ 56.92
Total at destination		$334.17

Fill out coupon attached and mail today for further information regarding use of the Dalton in the lumber office.

I should be glad to know more about the DALTON adding machine and welcome some further information on the subject, without obligation to us.

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Lumber World Review, December 10, 1916.

How Long Would It Take You To Do it?

The Dalton Adding Machine Co.

Norwood, Cincinnati, Ohio

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THE KAUL KIND

# of Yellow Pine

has always maintained its high place because of the uniformity of grade and excellence of manufacture

Note this Fact, Mr. Retailer:

Our large mill at Kaulton, Ala., is equipped with up-to-date machinery to further increase our output of the "Kaul Kind" yellow pine.

The "Kaul Kind" of service is unsurpassed.

For twenty-seven years our friends in the RETAIL TRADE have given us their confidence and support, for twenty-seven years more we will continue to render them the same excellent service.

Ask for the "Kaul Kind" of Yellow Pine

KAUL LUMBER CO.
BIRMINGHAM, ALA.

ELECTRIC MAPLE FLOORING

Our Trade-Mark "Electric" is stamped on underside of our flooring

We are members of the Maple Flooring Manufacturers' Association

Maple, Beech and Birch Flooring

The individuality of the various manufacturers and their organizations must be reflected in their flooring.

No two men are exactly alike and it is inevitable that no two manufacturers can make the same grade of flooring exactly alike.

It is said that a man may be known by the company he keeps. By the same token the character of our "Electric" flooring may be known by the dealers who handle it and by the builders who use it.

Cobbs & Mitchell, Incorporated
Sales Department Cadillac, Michigan

Mitchells - Make

ROCKHARD MITCHELL MAPLE FLOORING

"Rockhard," Maple Beech and Birch Flooring

Is so good that it satisfies the discriminating user who cares more for quality and superior mill work than a slight difference in price.

Order the Rockhard. *It Pays.*

Mitchell Brothers Co., Cadillac, Mich.
Members of Maple Flooring Manufacturers' Association

LUMBER

We Make "BETTER" Yard Stock
Because that is Our Business
A TRIAL SHIPMENT OF OUR FAMOUS

KANEY KREEK KLEARS

WILL DEMONSTRATE TO YOU THE HIGH QUALITY OF OUR PRODUCT

FOSTER LUMBER COMPANY
Long Building Kansas City, Mo

LUMBER LUMBER LUMBER LUMBER

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A Tasty Home

Home of John M. Gibbs, Norfolk, Va. Built throughout of

North Carolina Pine

This beautiful home of the modified Colonial type, so successful architecturally, artistically and practically, is only one of the many instances of such use of NORTH CAROLINA PINE with satisfaction to all concerned. The interior trim and panel work in this house is finished in White Enamel. If you wish to please your customers carry this wood in stock so they can get it when they want it.

We Manufacture It

Anderson Lumber Corporation, Marion, S. C.
Fosburgh Lumber Co., Norfolk, Va.
Greenleaf Johnson Lumber Co., Norfolk, Va.
Montgomery Lumber Co., Suffolk, Va.
John L. Roper Lumber Co., Norfolk, Va.
Rowland Lumber Co., Norfolk, Va.
Waccamaw Lumber Co., Bolton, S. C.

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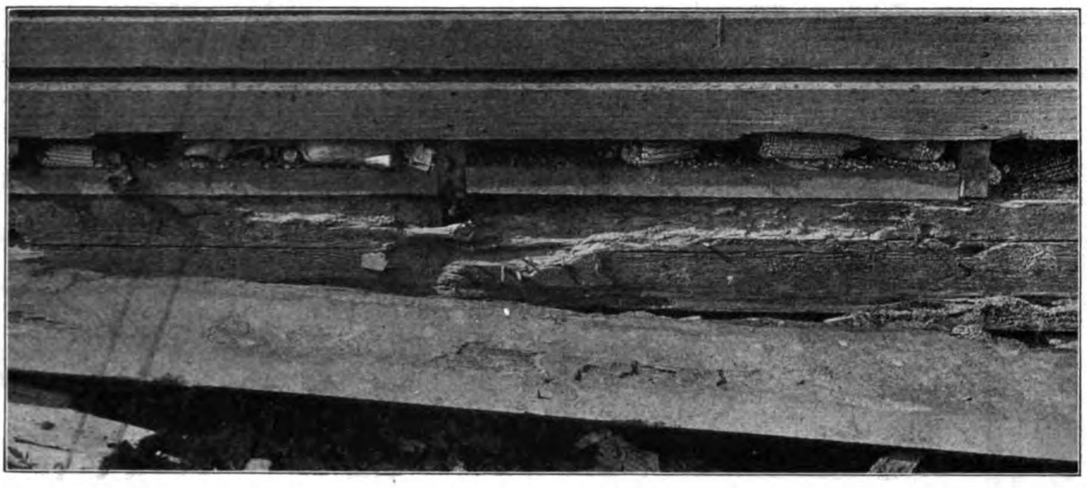

Decayed Lumber in a Corn Crib (Courtesy U. S. Forest Service)

A Reason Why Substitutes Are Used

LUMBER would not now be engaged in a "war on substitutes" if its proper utilization had been taught a decade ago.

Lumber has so many natural advantages that the lost ground can easily be regained, but use must be made of every possible aid.

Lumber's chief aid is Creosote Oil. It prevents decay, makes wood *more durable,* and consequently *more valuable.*

In the case illustrated above it was logical for the farmer to replace the rotted wooden crib with a steel crib, and to lose faith in lumber as a building material for similar structures.

If the dealer who sold that particular lot of lumber had induced the purchaser to preserve it, these consequences would have been avoided and a customer for lumber would have been retained instead of lost. In addition, that dealer could have made a handsome profit from the sale of the preservative.

Barrett's Carbosota Grade-One Liquid Creosote Oil

Creosoted Wood is the *most effective weapon* against substitutes.

Learn for what purpose your customer intends to use the lumber he purchases, and if it is to be used under conditions subjecting it to decay advise treatment with creosote oil, and ***sell him the proper grade of creosote oil.***

Barrett's Carbosota Grade-One Liquid Creosote Oil is a pure coal-tar creosote oil, especially refined for the treatment of lumber in any quantity by the brush or open-tank method. It is the "standard".

Nationally advertised. Easy to sell. Profitable to handle.

Advise your customers to treat only *seasoned* wood.

Booklets free on request

Special Notice Regarding Change in Name

Since we introduced Grade-One Liquid Creosote Oil, numerous imitations have appeared on the market. For ease of identification, therefore, we have decided to change the name of this product and hereafter it will be known as BARRETT'S CARBOSOTA—Grade-One Liquid Creosote Oil.

The Barrett Company

New York Chicago Philadelphia Boston St. Louis Cleveland Cincinnati Pittsburgh
Detroit Birmingham Kansas City Minneapolis Nashville Salt Lake City Seattle Peoria

THE PATERSON MANUFACTURING COMPANY, Limited: Montreal Toronto Winnipeg Vancouver
St. John, N. B. Halifax, N. S. Sydney, N. S.

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He Who Looks Before He Leaps

As a result of more experience than other lumber manufacturers have had in using advertising to shape the public mind, the CYPRESS manufacturers have become sure of their ground and they know what they can do and what they cannot do. They have supreme faith in what trade-marked lumber will mean, both to the retail lumber dealer and to the public, and they also have full knowledge as to the effect upon the public of the advertising of this trade-mark to the public.

Therefore, the announcement hereby made to the retail trade that the advertising of the trade-mark to the public will begin with the March magazines is a step taken with extreme confidence in the results. It is not a threat and can hardly be classed as a warning, but it is a certainty that those dealers carrying only trade-marked CYPRESS will hereafter have the best demand and theirs will be the customers who are thoroughly satisfied.

Furthermore, this is not a threat to those manufacturers who are not permitted to use the trade-mark. Such manufacturers have not the intensity of purpose, the faith in their product, nor the ethical belief in association standards back of them; nor are they the ones who have, by the expenditure of large sums of money, built up the trade of the retail dealer by giving him a ready made market.

Hereafter, the trade-mark will differentiate between those who are aiding the retail dealer and those who are not. It will differentiate between those who are working to create standards of association methods and efficiency and those who are not. It will separate those who have the interest of CYPRESS at heart and who wish a man who once buys CYPRESS to continue buying CYPRESS from those who are concerned only with an immediate sale and who are willing to permit the future to take care of itself. In other words, the trade-mark will stand for all that is best in the lumber trade, and it should be remembered that there are manufacturers who, either because of their methods or the quality of their timber, are not permitted to join the Association.

And please bear in mind that it will be wise to hereafter insist that your orders be filled with trade-marked CYPRESS as it will cost you no more and will be easier to sell.

Be One of Those Who Are Helping To

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Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Baker-Wakefield Cypress Co., Plattenville, La.
CYPRESS S 77 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Baxter, G. S., & Co., Jacksonville, Fla.
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CYPRESS S 6 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Burton-Swartz Cypress Co., Burton, La.
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CYPRESS S 66 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	East Coast Lumber Co., Watertown, Fla.
CYPRESS S 20 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Albert Hanson Lumber Co., Garden City, La.
CYPRESS S 68 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Hebard Cypress Co., Waycross, Ga.
CYPRESS S 23 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Jeanerette Lumber & Shingle Co., Jeanerette, La.
CYPRESS S 26 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Lutcher & Moore Cypress Lumber Co., Lutcher, La.
CYPRESS S 31 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. P	Opdenweyer-Alcus Cypress Co., Sorrento, La.
CYPRESS S 33 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Ramos Lumber Co., Ramos, La.
CYPRESS S 74 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Standard Lumber Co., Live Oak, Fla.
CYPRESS S 43 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	Whitecastle Lumber & Shingle Co., Whitecastle, La.
CYPRESS S 46 C M A "THE WOOD ETERNAL" Trade Mark Reg. U.S. Pat. Office	F. B. Williams Cypress Co., Patterson, La.

t The PRESSure Behind CYPRESS

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ACCOMPLISHMENT

THE STORY OF ACCOMPLISHMENT:

To standardize lumber by making an international reputation for the manufacture of **quality** lumber.

To successfully operate ten great sawmills located in the heart of the finest forests in the South.

To produce the maximum capacity of one million, five hundred thousand feet of **quality** lumber per day.

To market all over the world four hundred and fifty million feet of **quality** lumber per annum.

To deliver to dealers, wholesale buyers and export trade twenty-four thousand, three hundred and sixty cars of **quality** lumber per annum.

To build up and maintain a selling organization of able Salesmen, meeting the lumber trade in all parts of the United States and some foreign countries.

To mass this gigantic organization, the largest lumber manufacturing institution in the world, under one administrative head, directing the growth, development and consummation of its phenomenal success, all in a short twenty-five years—**Is nothing short of a Titan Task.**

Just twenty-five years ago the company started to manufacture lumber in a small way, with three objects in view, namely:

1. The standardization of lumber which meant **quality** lumber.
2. The production of **quality** lumber in sufficient volume from several localities to take care of extensive orders, so that shipments could be made on record time.
3. And last, but most important, to build up an institution so trustworthy as to its method of business conduct as to inspire every dealer or buyer of lumber, or any commercial institution, with absolute confidence, wherever the name of The Long-Bell Lumber Company went forth.

With these three principles in mind, Mr. Long welded together the great interests which have grown from the almost forgotten miniature nucleus in 1891, into not one, but ten enormous sawmill institutions under one head. These ten sawmills, located in the States of Arkansas, Louisiana and Texas, have succeeded in standardizing lumber, placing upon the market **quality** lumber unassailable as to its uniformity and superiority. And today, when the name of The Long-Bell Lumber Company is mentioned, it is understood that the delivery of **quality** lumber will be exactly in accordance with the agreement of time of shipment and quality of the lumber, plus the satisfaction of dealing with an institution that lives up to every contract it makes.

To have accomplished this splendid task is a satisfaction to the management of The Long-Bell Lumber Company's operations, but that satisfaction of accomplishment is only an incentive to further development. An institution founded upon the principles that have made The Long-Bell Lumber Company, world famous in the production of **quality** lumber, is in an enviable position in the lumber markets of this and foreign countries.

The work is just begun. The accomplishment already made demonstrates conclusively that this organization can at all times take care of all orders for long and short leaf yellow pine and oak flooring **quality** lumber, both in this and foreign countries.

As long as the lumber industry of America will supply the trade, so long will The Long-Bell Lumber Company endure and deliver its **quality** lumber to the trade.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company

KANSAS CITY, MO.

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The Virginia & Rainy Lake Company

GENERAL OFFICES AND MILLS :: :: VIRGINIA, MINNESOTA

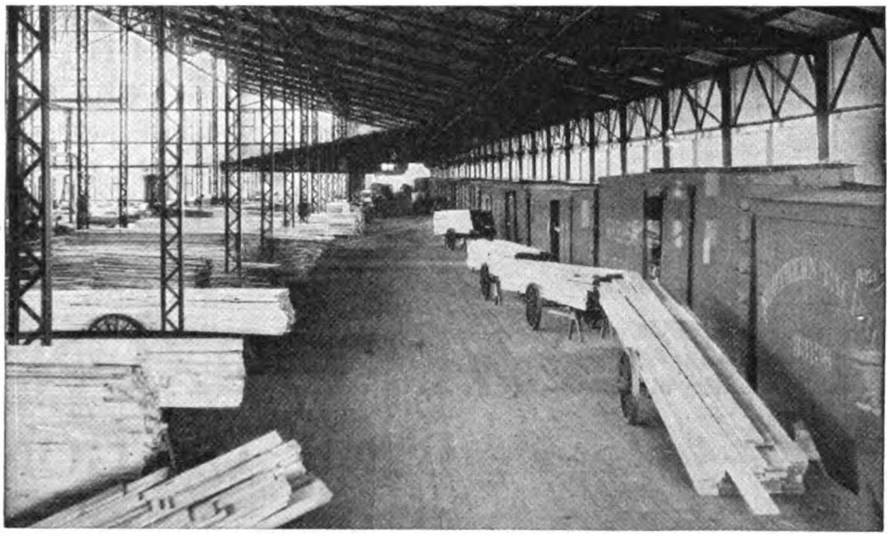
The Largest, Most Modern and Complete

WHITE PINE

Lumber Plant in the World

Annual capacity 300,000,000 feet.

Shipments by Rail or Water



Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily.

BRANCH SALES OFFICES:

1510 Otis Building Chicago

First National Bank Building Milwaukee

Lumber Exchange Minneapolis

Lyceum Building Duluth

EDWARD HINES, President
M. W. TEUFEL, Ass't to President

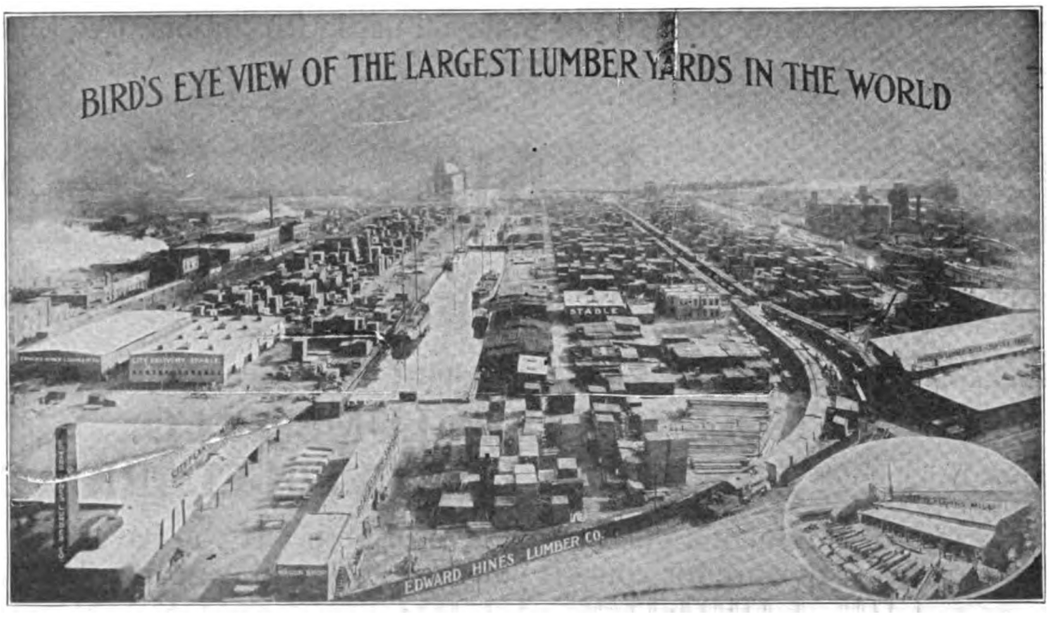
L. L. BARTH, Vice-President

C. F. WIEHE, Secretary
EDWARD H. THOMAS, Ass't Treasurer

Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office. TELEPHONE "CANAL" 349

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SHEVLIN PINE

(SOFT AND WHITE)

BEND

THE SHEVLIN-HIXON COMPANY

BEND, OREGON

REPRESENTATIVES

WYOMING, UTAH, COLORADO
G. W. Gates & Co., Denver-Portland-Salt Lake City

NORTHERN IOWA
Wilson-Rex Lumber Co., Perry

KANSAS, NEBRASKA, SOUTH DAKOTA
Bradford-Kennedy Co., Omaha

MINNESOTA, SOUTHERN IOWA, NORTH DAKOTA
Crookston Lumber Company
900 First National-Soo Line Bldg.
Minneapolis

MINNEAPOLIS
N. H. Morgan
First National-Soo Line Bldg.

PITTSBURGH, PHILADELPHIA
Forest Lumber Co.

CHICAGO, DETROIT
A. W. Lammers, Continental Commercial Bank Bldg., Chicago

Of Vital Importance

in building is the quality and character of material used. In lumber, two kinds of wood, for both exterior and interior use, stand foremost.

White and Norway Pine

have been used for generations and have never been found wanting in all good qualities.

CROOKSTON LUMBER CO.
NICHOLS-CHISOLM LUMBER CO.
SHEVLIN-CLARKE CO., Ltd.

have in pile ready for shipment a good assortment of both. If you have never used these woods a real surprise is in store for you—if you have, you will continue their use.

Let us have your next order to prove how good our grades and service are.

SHEVLIN-CARPENTER CO.
1986 Continental & Commercial Bank Bldg.
CHICAGO, ILL.

CROOKSTON LUMBER CO.
Sales Dept., 903 First National—Soo Line Bldg.
MINNEAPOLIS, MINN.

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Mississippi Lumber Co.

"Triangle M" Brand

Means

Quality, Workmanship, Dependability

Its stock is manufactured from one of the finest bodies of Yellow Pine Timber in the South, and by the Best and Most Modern Machinery that money can buy.

A fine stock of FINISH, FLAT and EDGE GRAIN FLOORING, CEILING, BASE, CASING, MOULDINGS, DIMENSION, SMALL TIMBER, LATH, and all other PRODUCTS, at all times.

HARDWOOD

A separate plant produces OAK, POPLAR, GUM and other varieties of Hardwood Lumber. Always a large stock from which to select.

Send Inquiries to

QUITMAN, MISSISSIPPI

MARBLE CREEK IDAHO WHITE PINE

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our luxuriant timber.

Edward Rutledge Timber Co.

Coeur d'Alene, Idaho

Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

KIRBY-BONNER LUMBER CO.

EXCLUSIVE SALES AGENTS

KIRBY LUMBER CO.

HOUSTON CHICAGO ST. LOUIS KANSAS CITY OKLAHOMA CITY
NEW YORK INDIANAPOLIS NEW ORLEANS MOBILE HAVANA

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B-S Cypress Co.

In the Heart of
The Best Cypress District

THE following from the National Retail Lumber Dealers' Association's declaration of business ethics—

Branding Lumber

Sec. 3. This association heartily endorses and will support the efforts of all associations of lumber manufacturers which are devising ways and means for the branding of the product of their members and thereby assuring, within a reasonable variation, the integrity of the grade, as well as making possible the identification of the stock, with consequent protection to the retail dealer and the consuming public.

Advertising Lumber

Sec. 5. The retail lumber dealers recognize that their interest lies in the sale of lumber and they are directly benefited by the advertising campaigns which are being conducted by the National Lumber Manufacturers' Association, and by the several associations of lumber manufacturers. This association, therefore, most heartily endorses all efforts directed to the promotion of the use of lumber and commends those manufacturers who are aiding such promotion.

CYPRESS DEFIES DECAY

WE BRAND OUR CYPRESS

We solicit your inquiries and orders

Burton-Swartz
Cypress Co. of Florida

Our Location

Perry, Fla.

Our Mark

CYPRESS S M 75 C A
"THE WOOD ETERNAL"

Yellow Pine, Oak and Gum Lumber

Retailers can get from us Rough Oak Wagon Material for reaches, tongues and general repair work and gum box boards in the same car with Yellow Pine yard stock.

We have three Yellow Pine Mills; one at Pineland, Tex., and two at Diboll, Tex., which manufacture 150,000,000 feet of lumber a year. At Diboll we manufacture hardwood entirely separate from yellow pine; both operations being conducted by competent men. This enables us to furnish mixed cars of pine and hardwood manufactured in the proper way.

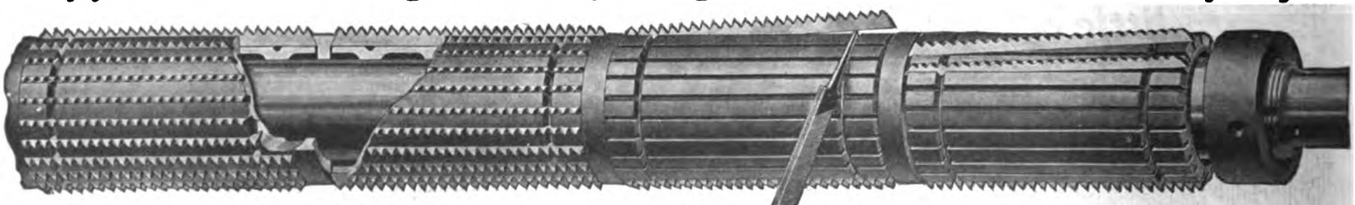
SOUTHERN PINE LUMBER COMPANY
TEXARKANA, TEXAS

COLEMAN FEED ROLLER
(that never wears out)

Saves hundreds of dollars per edger per year

Resharpened at NOON, by changing feed bars (saw toothed or plain). Boosts your grades. Eliminates crooked lines, tapered ends and "bucking" edgers.

Never has to be taken from its bearings. Nothing to wear out except removable feed bars (toothed or plain) which can easily be removed and replaced AT NOON. Saves time, cuss words and hundreds of dollars on every edger every year. Want to see the figures? Give your edgermen a chance to make more money for you.



TO PROVE UP ON THIS: 30 DAYS' FREE TRIAL ON YOUR EDGER

Send for commonsense book containing the evidence.

COLEMAN FEED ROLLER COMPANY, VREDENBURGH, ALA.

For Sale by E. C. ATKINS & COMPANY, Indianapolis, Ind.

On exhibition at their branch houses { Atlanta, Ga. Chicago, Ill. Memphis, Tenn. Minneapolis, Minn. New Orleans, La. Hamilton, Ont. New York City Portland, Ore. San Francisco, Cal. Seattle, Wash. Vancouver, B. C. Sydney, Australia

Also for sale by machinery houses or direct by the makers.

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Forest Scene in the Long Leaf Timber of the W. G. Ragley Lumber Company

You Will Find They Are Right

Because:

RAGLEY Long Leaf

is manufactured from *Long Bodied Calcasieu Long Leaf Yellow Pine*, with the *most modern equipment*, into *lumber for you.*

There *is* a difference

W. G. Ragley Lumber Company

Ragley - - Louisiana

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OUR NEW MILL

with most modern equipment in circular and gang saws, steam kilns, matchers and moulders has just commenced sawing.

With this new plant and our 31 years' experience at McComb we are finely equipped to serve our customers, old and new.

We solicit inquiry for timbers having rigid specifications. Lengths up to 50 feet, and size 24x30.

J. J. WHITE LUMBER CO.

Manufacturers

Long Leaf Yellow Pine Timbers and Yard Stock

COLUMBIA, MISSISSIPPI

EVERYTHING IN

Louisiana Red Cypress

250,000,000 Feet in Stock All the Time

No concern excels us in
PLANING MILL FACILITIES,
UNIFORM GRADES or
FAIR TREATMENT.
We excel them all in SERVICE.

WE WANT YOUR ORDERS

Shipments by rail or sea

Cable Address, "REDCYPRESS"

Louisiana Red Cypress Company

Hibernian Bank Bldg. NEW ORLEANS, LA. Frank N. Snell, Sec. & Gen. Mgr.

Western Soft Pine and Larch Lumber

***Also* Box Shooks, Lath, Moldings, Sash, Doors, Millwork**
Shop Lumber and Lap Siding for Eastern Trade

When you need **Quick Shipment** remember our stocks are two hundred miles, or more, closer to you than most of the Western mills.

ANACONDA COPPER MINING COMPANY

Lumber Department **BONNER, MONTANA**

No. 3 Western Pine Boards

Our mixed cars of No. 3 Boards, Lap Siding and choice Larch Dimension will equip your yard with the real trade winning material.

Order Now!

The abundant crops throughout the country insure activity in building on farm and in town. Get ready to handle the trade.

Write or Wire

SELLING OFFICE

Blackwell Lumber Co.
Panhandle Lumber Co.
Spokane, Washington

Suite 1310
Old National
Bank Bldg.

FOUR BIG MILLS **ANNUAL CAPACITY 200,000,000 FT.**

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QUALITY!

LONG AND SHORT LEAF YELLOW PINE

MISSOURI LUMBER & LAND EXCHANGE COMPANY

QUALITY SERVICE CAPACITY

R. A. LONG BUILDING KANSAS CITY, MO.

THE SAME
TODAY AND TOMORROW

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All timbers and heavy planking will bear the ***Calcasieu Long Leaf*** Trade-Mark brand shown in this advertisement.

We carry 35 million feet of well assorted one and two inch stock in all sizes and grades.

Industrial Lumber Company
Elizabeth, La.
Edw. E. Krauss Sales Manager

Delivering The Goods

is a problem we have solved.

Our high grade lumber and superior shipping facilities are all at the service of our customers.

We ship 30 cars every 10 hours.

Our Selling Organization.

Minneapolis—C. M. Rhone.
Denver—Dwight H. Elder.
Sioux City—J. D. Merrill.
Pocatello—R. C. Angell Co. (E. T. Sturgeon).
Salt Lake City—R. C. Angell Co. (R. C. Angell).
Walla Walla—W. E. Murphy.
Grand Island—McCormick & White (T. P. White).
Omaha—McCormick & White (F. P. McCormick).
Chicago—Geo. T. Mickle Lbr. Co. (Wilber Hattery, Jr., Mgr. Western Dept.).

Douglas Fir Lumber Company
Manufacturing Merchants **Portland, Oregon**

We want to move quick

5 Cars 8/4 No. 2 Common and Better
ASH
We ship all over the world

Headquarters for
Old Fashioned Yellow Poplar

VANSANT, KITCHEN & CO.
ASHLAND, **KENTUCKY**

Many Orders Now Specify

Immediate Shipment

We are prepared to comply with this requirement. When you are in a hurry for hardwoods, remember we can furnish the stock and the service, and that reasonably prompt delivery can be expected from orders placed with

LAMB-FISH LUMBER COMPANY, CHARLESTON MISS.
"The Largest Hardwood Mill in the World"

D. S. PATE, Pres. G. J. POPE, Vice-Pres. H. C. WOLTER, Secy. P. S. FLETCHER, Treas.
Established 1873

D. S. Pate Lumber Company

Manufacturers of

YELLOW PINE

We manufacture Yellow Pine for Implement and Wagon Factories

Mills at
BRINSON, GA. WAINHURST, GA. POPLARVILLE, MISS.
General Offices: 1221 Lumber Exchange Bldg., Chicago
Telephone Randolph 5940

THE
COLUMBIA HARDWOOD LUMBER CO.

Kiln Dried **Air Dried**

HARDWOODS
OAK AND GUM

SHIPMENTS DIRECT FROM MILL

Office and Yard: 2048-84 Dominick St.
CHICAGO, ILL.

SERVICE AND QUALITY

Douglas Fir Lumber, Spruce
Western Red Cedar and
Grey Fir

ST. PAUL & TACOMA LUMBER CO. MT. TACOMA

Mixed Cars for Rail Trade
a Specialty
Any Assortment Desired Including
Cedar Shingles and Siding

ST. PAUL & TACOMA LUMBER CO.
TACOMA, WASHINGTON

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"COOPERATION, NOT COMPETITION, IS THE LIFE OF TRADE"

Lumber World Review

Volume XXXI
Number 11

CHICAGO, DECEMBER 10, 1916

This Copy 10 Cents
Two Dollars a Year

Lumber World Review

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Lucius E. Fuller
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FOREIGN

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DOMESTIC

Brentano's ..... New York
Morris Book Shop ..... Chicago
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Post Office News Co. ..... Chicago
St. Charles Hotel ..... New Orleans
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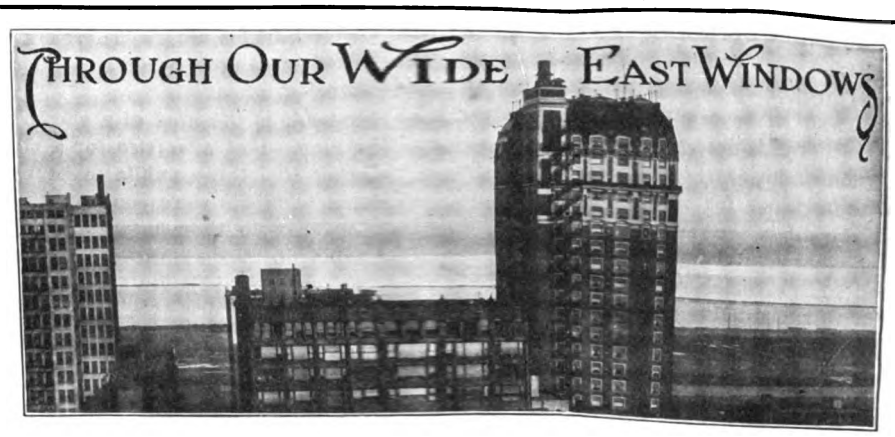
Huckins House ..... Texarkana, Ark.
Hotel Baltimore ..... Kansas City, Mo.
Vanderbilt Hotel ..... New York City
Albermarle-Hoffman ..... New York City
New Richmond Hotel ..... Seattle



AGAIN THE BIGGEST THINGS IN SIGHT from the vantage viewpoint of our "Wide East Windows" are the HOPES and FEARS of the National Lumber Manufacturers' Association, all of which should command the attention of every timber owner; logger; manufacturer of lumber; wholesaler of lumber; manufacturer of doors, sash and blinds, and the jobbers and wholesalers thereof; manufacturer of boxes, manufacturer of barrels, staves, heading, hoops, etc.; and in fact the interest should extend to furniture manufacturers and all other collateral beneficiaries in the manufacture and distribution of wood products of whatever name or nature.

This much talked-of Forest Products Federation or reorganization of the National Lumber Manufacturers' Association should and ultimately will interest also the retail dealers of lumber, for the wide breach that was made between the retail dealer and the manufacturer in the autumn of 1914 and the spring of 1915 has been bridged over in a hundred places, and there should not remain a figment of memory of the episode—except that it occurred like all other troubles have and—"also passed."

The wonderful interest stirred up in the Inland Empire and throughout the Pacific Coast since the morning of November 13, 1916, must not be allowed to lag, and every secretary and officer of all the various associations of lumbermen and associations in collateral lines should be kept informed and should become interested in this movement, whether or not they were privileged to take part in the Western Demonstration.

Those who participated at Spokane, Seattle, Everett, Tacoma, Aberdeen, Hoquiam, and San Francisco—not less altogether than a thousand individuals—should REMEMBER that after a REVIVAL there is always a BACKSLIDING.

In the emotional HEAT of revival the slightest disturbance outside of the church might lead the least imaginative to expect that it was the pleasant noise of the arrival of a chariot from above in which to carry all men to Glory—when in the afterglow of the revival when the participants have gone back into the normal walks of life, they would know at once that it was either the arrival of the grocery boy or the milkman, and would not be curious enough to even look out of the window to satisfy themselves as to which one it was.

The "Umbrella Brigade," and the "Billy Sunday Squad," as Mr. Downman and his three associates were dubbed, were Evangelists, it is true, and the results of their work are evangelistic and fine; but it

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yet remains with the converts to do THEIR part or they will yet have to deal with that Devil of the business world, the Sheriff!

To get the good out of this wonderful tour—the end of the chronicles of which has been reached in this issue of the LUMBER WORLD REVIEW,—even YET depends on WHETHER or NOT the participants are willing to take the advice of our friend Uncle Mac, the negro preacher, whose philosophy is often used up here on these "Wide East Window" seats.

Uncle Mac was at the end of a great revival of his church and as he stood towering above the quivering emotions of his flock, he leaned forward on the yellow pine pulpit and looked down at his people over the tops of his old brass-bowed square-eyed spectacles, and gave forth a parable:

"You all down thar gwine out in de worl' to fight de Devil an holp you'seves up into de Glory; but if you gits fur on de road you mus' know de diffunce betune HOPE an' BELIEF. You HOPES you gwine quit stealing; you HOPES you gwine buy hogmeat for you' famblies, stid nigger gin for you'seves; you HOPES you gwine covet nuffin' but dat which belongs to you; but does you BELIEB? Fur if you doan BELIEB, den dat little lack of BELIEBIN done kill de HOPE."

We are now going to find out if all these Inland Empire and Pacific Coast converts actually believe. If they DO believe it will take the form of MONEY IN THE TILL.

It has been a mighty hard role that we so-called progressives in the lumber trade of the United States have had to perform. We first have had to convince the lumber trade that what was the matter with them was not a CONSTITUTIONAL disease but a SPORADIC trouble that could be cured; then that such medicines as scientific research, association work, and advertising were the proper panaceas to administer; and even THEN the lumbermen have had to be caught and shackled and held down while the medicines were administered.

It has been a thankless task and those who have expected any personal, immediate reward have had their labor for their pains. The reward, however, is coming and above the din of the Christmas shopping we can hear the voice of the prophet clear and clean, crying aloud to the lumber world. "Gangway, please! Here comes your reward; better regional association work; a better financed national body; a broadened market which shall take in the whole world; less waste; more profit!"

Is There a Car Shortage?—Read the Answer.

WE HAVE RECEIVED A COMMUNICATION, every line of which should be printed in red letters and hung on the outer walls. It is pitiable and it is absolutely true. We can only pick out of it in these busy shopping days one little tale among many which illustrates SPECIFICALLY and CONCRETELY the best "car rustling" episode which has ever been presented to us.

In order to climax this story we stop it a little short of where the author did, but when he sees it he will forgive us. Here is the story:

"One of the most ingenious schemes of record is accredited to a lumber manufacturer operating a small mill at Junction City, Miss., on the Mississippi Eastern railroad. This road is the property of the Mississippi Lumber Co., of Quitman, a concern which naturally considers that it is entitled to all or at least most of the cars that are unloaded along its line. The Junction City man went over to Shubuta, Miss., a town located on the Mobile & Ohio road, and there bought an old cow, for which he paid $20. This cow was loaded in a stock car and billed to the Junction City mill, twenty-four miles by rail. While he paid full carload rates, the freight amounted to only about $8, which, under present circumstances, is cheap enough for a car. Upon the arrival of the cow at Junction City that evening it was unloaded and the mill man immediately got to work and by dawn the next morning he had the car loaded with 25,000 feet of his lumber and it went merrily forward to destination. The next day he drove the cow across the country to Shubuta, a distance of twelve miles, and, securing another car, he billed the cow back to Junction City and that same night again loaded the car with lumber. This process he repeated full seven times before the railroad people "tumbled" and then they heartlessly refused to ship the cow any more.

The manufacturer, in explanation of his frequent reshipments of the cow, said that the animal became most obstreperous upon arriving at destination and would invariably break loose and make its own way across the twelve-mile walk to Shubuta, but there are some who doubt this.

"Anyhow, the cow got fat and seemed to like traveling and the mill man stated to our informant that whenever it saw a railroad train it would endeavor to board it. Of course the old cow was getting fatter and more va[illegible] time went on, but the ruthless corporation blocked the ambi[illegible]ts shipper, who was driven to other expedients, althou[illegible]od of ten days he had secured more empties than [illegible]owned the line had received for a month."

W[illegible]all the Yankees were born in New England?

We want this "car shortage" story watched and herewith file it with the Interstate Commerce Commission for that purpose.

And They Do Not Like Our Slogan.

THE ADVERTISING AND SELLING MAGAZINE does not like our lovely little slogan, "There's a wood for every need," which the National Lumber Manufacturers' Association retrieved from 73,000 other slogans even more bromidic than this. We supposed we are just naturally bound to have a slogan, just as we must wear our coats at dinner in the best hotels, should sleep in nightshirts, although some of us did not know what they were made for until we were twenty years old, and should do a vast lot of other things because it is considered customary.

Instead of advertising the beauty of wood, the National Lumber Manufacturers' Association did some slogan advertising along in the spring and summer and received many mail sacks full of some of the rottenest arrangements of English words ever perpetrated, from which, after much extensive labor, some of which had to be paid for, the slogan mentioned above was chosen.

As slogans go, the one that was picked out was no more inane than most slogans are and seemed to fill the bill until we picked up the protest in the November issue of Advertising and Selling. Here is the protest:

"The National Lumber Manufacturers' Association announces that the best slogan on wood, absolutely the very best that it could select out of a number sent in, is 'There's a wood for every need.'

"May we now expect to see locomotives, dyestuffs and steam radiators made of wood?

"That is the kind of a slogan that wins prize contests from the kind of firms that advertise for a slogan. Some time ago it was quite the thing to let the public make up an advertising slogan and dozens of such contests were conducted.

"What do they do with them after they get them? In what advertising do they appear? How many can you name offhand?"

Will The "National" Be Reorganized?

THIS PAPER HAS PRINTED MORE COLUMNS of editorial on this subject than all of the other lumber trade newspapers put together; and while we may have had our labor for our pains, we see very clearly now what the opposition has been to changing the form of the National Lumber Manufacturers' Association as to its name and as to its membership requirements.

Many of the officials of that body who have put in valuable time and thousands of dollars in money to promote the interests of the association have thought that this meant that the reorganization should be of such a nature that ALL the associations of lumbermen in the United States might come into this National body, and as a matter of fact that was OUR thought in the FIRST place; but it has been made clear that such a thing could not happen; that no combination of effort could be effected which would contain associations in which the wholesaler of lumber predominated.

We are not discussing the justice of this attitude, but it exists and it is not to be altered.

On the other hand, the retailers' associations, which did much to start the movement which resulted in the Trade Extension Bureau, got out of the game early on account of their inability to raise funds for the support of the organization—either because of their inability to raise these funds or their lack of desire to do it.

We still believe, however, that the retail dealers' associations should be a part of the movement, even if they do not put up a red cent.

It has now been settled that the H. D. Langille proposition, which has been in part endorsed by the Western Pine Manufacturers' Association and the West Coast Lumbermen's Association, does not contemplate interesting anybody in the National lumber effort who is not interested either in the "tree" or the "refinement" thereof. That, of course, would cut out the retailer, and we would be delighted to sacrifice the retailer for the time being if the other movement could be worked out, and it can and ultimately will be done.

If this reorganization occurs, it will not be in many respects a thing that is new, because as a matter of fact when the West Coast Lumbermen's Association took the word "manufacturer" out of its name a few months ago the movement began. That innovation, however, did not contemplate a closer or bigger National association, but was meant to apply exclusively to the West Coast Lumbermen's Association.

It is pretty generally settled now that some arrangement will be made that will include in the movement the timber owner and such institutions as the cooperage, heading, hoop, stave, sash and door and other associations, and also, if possible, the box associations, all of which bodies are certainly interested in the "refinement of wood" and all of which lines of trade are interested in any movement which will popularize lumber and help it to hold its place in the commercial world.

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Conditions in the Lumber Industry

Which May be Improved Through Associational Activities Both Regional and National

By E. B. HAZEN of Portland, Oregon

First of all, the word "can" should be substituted for "may" in the title of this paper. Not what may be done, but what *can* be done, is the subject considered.

The following six items, to my mind, are the big ones which indicate necessities not yet undertaken:

First—A thorough, detailed survey of the industry to find its exact situation in relation to other materials.

Second—Uniform cost accounting to determine the cost of each item produced.

Third—The collection and distribution of accurate lumber selling prices in all important markets, this information to be comparable with "market reports" on other kinds of products.

Fourth—Necessary co-operation of lumbermen with banks for the extension of credit for upbuilding rural population; the future of wood consumption will be in the country largely.

Fifth—Co-operative selling of product abroad and perhaps at home.

Sixth—Market extension through advertising, distribution of literature, and the sending of men into the consuming field to insure the proper use of wood where wood is best.

In fifteen minutes' time it is impossible to go into detail on all of these phases of associational activities which have as yet been undertaken but feebly in a national way and but feebly in a local way in most regions. This last need, namely, the extension of markets, is to my mind the most necessary, provided, however, that the first need given above, namely, the survey of our markets to determine their exact status in relation of our materials to other materials, is pursued contemporaneously. On this phase I am going into some detail.

DECLINE IN CONSUMPTION.

Lumber consumption has fallen off regularly and constantly since 1900 except in 1907. The per capita of wood consumption has decreased from 500 feet maximum per capita to 375 feet per capita, or 25 percent.

Building on the whole increased steadily from 1907 to 1913. Twenty-seven billion feet, board measure, or about 70 percent of 38 billion feet, which was the total 1915 National lumber cut, went into general building.

In 1909, 50 percent of all lumber products consisted of rough timbers. In 1913 only about 28 percent of the national cut went into rough timbers. This crude product has been decreasing in demand and the refined product has been increasing in demand.

Lumber prices have risen slightly during the past twenty-five years.

It is estimated that in 1915, in uses where lumber had once been consumed there had been utilized in substitute materials the equivalent of 8 billion feet, board measure, which was equal to 22 percent of the total national lumber cut and 33⅓ percent of that portion of the cut which was used in general construction.

It is estimated that in 1915 the equivalent of 4 billion feet, board measure, was utilized in

E. B. HAZEN, OF PORTLAND, ORE.

substitute materials, in such uses as roofing, lath, posts, cooperage, etc.

This, then, makes a total displacement of wood products other than fuel of 12 billion feet. There was 15 billion feet of consumption in wood fuel displaced in 1915 by coal and oil.

Some of the 8 billion feet of lumber displacement was represented by products such as substitute packages, which were part wood or all wood, so that there was not an actual total loss to wood, if this is taken into consideration. However, the authority developing these figures states that this 8 billion substitution could be stated as 10 or even 11 billion and still represent less than the actual loss to wood.

Seventy-five percent of the loss to wood has gone to materials costing more than wood products.

Seventy percent of the loss was in classes of use in which the same tendency promised to continue.

Sixty percent of the loss has occurred in the past ten years and is increasing at the rate of 1 billion feet board measure per annum. The 8 billion feet of sawed lumber displacement is divided about as follows: 4 billion feet in building and construction; 1 billion feet in fencing; 1 billion feet in sidewalks, railroad cars, vehicles, silos and wind-mills; ½ billion feet in furniture, ships and miscellaneous; 1½ billion feet in boxes.

Besides losing 1 billion feet of fencing, another 2½ billion feet of posts has been displaced, making the fence consumption loss in that year 3½ billion feet.

The sidewalk loss is 600 million feet a year.

Only about one-half the footage used in the old style box car is now used in a freight car, when built of wood at all, and in 1914, with only a few thousand freight cars built, there was a loss to wood of 260 million feet.

Vehicle construction has succumbed largely to automobile manufacture, which has reduced the consumption of wood in that industry. The manufacture of horse-drawn vehicles dropped from 1,750,000 vehicles to 750,000 vehicles in the past few years, while during the same period the number of automobiles increased 680,000 in number.

Silos have given 50 percent to other materials, largely because of better salesmanship. This has lost to wood 50 million feet per annum, while windmills have ceased to use 25 million feet per year because of the use of steel.

Furniture making, which normally uses 1 billion feet per annum, surrendered 175 million feet in 1915 to other materials.

One and a half billion feet of box shooks have surrendered to the substitute containers, which are, however, a partly wood product.

Lath output has fallen off 30 percent, equivalent to 210 million feet per year.

Out of 200 million feet for ships, 150 million has surrendered to other materials. There is every evidence, however, of this coming back strong this year.

Cooperage utilization of other materials amounts to 325 million feet.

A report on the wood block pavement laid in 444 cities in 1907 indicates 2.92 percent of the total pavement laid, while in more than twice the number of cities canvassed in 1915 the percentage was only 2.37.

These are some facts regarding the inroads of substitute materials. Now a few facts as to the increase in use of these commodities which are displacing lumber.

INCREASED CONSUMPTION OF OTHER MATERIALS.

The substitutes which have displaced lumber have been mainly concrete, steel, brick and other clay products.

Since 1900, concrete and steel products have increased 300 percent, while during 25 years bar iron has increased 25 percent and cement 60 percent. Wall and plaster board has increased 6,700 percent since its use was introduced only a few years ago.

The cement output today, reduced to board measures, is equivalent to more than one-half the lumber cut.

Patent roofing increased 200 percent in ten years.

Brick sales increased 50 percent in fifteen years.

In 1913, 217,000 freight cars were built—more than in any year since 1889, excepting 1906. Steel underframes and wooden superstructure cars represented 27 percent; all-steel except roofing and decking, 15 percent; and all-wood box cars, only 5 percent; while 42 percent were all-steel.

Wooden shingle output has decreased about 20 percent since 1904. Nearly 50 percent of all roofing manufactured now represents substitution. The increase in production of substitute roof covering from 1904 to 1914 was 200 percent. The displacement is the equivalent of 1½ billion feet, board measure.

A recitation of a few facts pertaining to the activities of the substitute people and the extent of them, and some of the differences in

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the modus operandi of the handling of their business will be pertinent.

SALES METHODS OF SUBSTITUTE MANUFACTURERS.

Much more aggressive merchandising on the part of the substitute producers has brought with it much more exact knowledge concerning the properties of substitutes than have ever been presented by lumbermen regarding their commodities.

Research and engineering work has played a large part, as well as aggressive merchandising.

Lumber has been encroached upon in many a place where it was superior or just as suitable.

The same kind of merchandising and the same kind of data, as a result of research and engineering, will reinstate wood in many places.

Much of this work cannot be done by the manufacturer individually, but must be done co-operatively; yet much of the necessary effort must be pursued by the right kind of individual manufacturing enterprise.

Substitute prices have decreased steadily, due to new discoveries and scientific production, until recent months, when the war situation has forced most everything upward.

Substitute producers have made their products known and consumers have been instructed in their use. Defective materials have been replaced willingly, and manufacturers have made what the consumers wanted, not what best suited their own convenience. On the other hand, lumber has suffered because of varying standards of product, and often because of no standards.

The successful substitute producers have developed not only their associational activities to a high state of efficiency, but have developed their individual producing units as well. They have equipped themselves to capitalize the results of their co-operative accomplishments through the most intensive, high-class, efficient manufacturing and selling. This is as important as the co-operative effort, for unless the manufacturing enterprise is equipped and able to follow up the conditions created through market extension work, the association funds and association efforts are wasted.

There are 77 cement companies in one association which contribute for co-operative market extension per year about $750,000.

There are 25 asphalt shingle producers who are spending $200,000 a year co-operatively.

In 1911 over $3,000,000 was spent co-operatively by the producers of 30 lines of commodities which were actual competitors of lumber. They had then been at this market extension work at that rate for seven years, having used $21,000,000 in extending the use of their various products.

One company manufacturing agricultural implements during the past four years has

Reached over twenty million people by literature, lectures, agricultural courses and co-operative educational work;

Printed and distributed nearly fifteen million booklets;

Circulated 1,500 lecture charts and lantern slides before five million people.

Why are we not paralleling these efforts with our campaign to accomplish the covering of these implements with suitable sheds? The implement people work hand in glove with us.

WHAT ARE WE GOING TO DO?

Now all of this array of facts should not daunt the lumber manufacturer, but on the contrary it should stimulate him to doing something to save the declining wood consumption. This is not the first time that a large industry has found it necessary to change its methods of manufacture and selling.

It would not be an extravagant prognostication to claim that the lumber footage which has been surrendered to other materials can be recovered in some form through the proper individual enterprise effort and through the proper co-operative effort.

There is much occurring which is pointing to some recovery in spite of us; but instead of this fact helping to satisfy the lumbermen, it should serve to stimulate them to constructive work, individually and co-operatively, to place the industry back upon its feet. The lumbermen have been discouraged, but this "bound-to-come improvement" should serve as a tonic.

The unprecedented railroad earnings will bring the roads back into the market as heavy purchasers.

The rising cost of all substitute materials is going to help lumber.

The rebuilding of Europe will help the American lumber market.

The discovery by consumers, without even our suggestions, that some of these substitutes which they have been using are not superior to wood, is already evidencing itself in freight car use, in roof coverings and in other ways. All of these things will help in spite of continued inactivity.

There are, however, many constructive things now working which have been initiated by and which are being pursued by lumbermen themselves; and there are many things which will be developed and pursued which will, to my mind, do more than all other things combined to place the lumber industry in a successful position. We have nothing to be alarmed at excepting our own disinclination to exert ourselves in the proper way in our own business and in support of joint effort.

The direct merchandizing abroad by co-operative expert companies is one about-to-be-realized activity which will be a big thing for the business.

The spirit of co-operation evidenced by the departments of the government through the Federal Trade Commission, the Forest Service and the Department of Foreign & Domestic Commerce, is going to be of great assistance.

There are many uses where wood is inferior to other materials. This consumption we will lose and should lose. We must not forget, furthermore, that the utility and price of the substitute will limit the lumber price.

We must support association work in every phase; we must push wood where wood is best; we must push wood in pavement, shingles, stave pipe, silos, pulp, veneer, cooperage, and eventually in products of wood distillation. We must make shingles fire retardant; we must creosote our lumber; we must determine the limitations of our product and be governed accordingly. Out of this sort of effort some old uses will be revived, some new uses will be discovered, and unfair encroachments will be successfully combatted and wood use will be supported.

There has already been a large amount of increase in consumption of products of the tree regarding which we know little. There has been a steady increase in wood pulp since 1889. In that year 750,000 cords were consumed; in 1914, 4,500,000 cords were consumed. Consumption of wood waste for distillation has increased during ten years from 675,000 cords to 1,200,000 cords, and one-third of the waste was from lumbering operations. The tanning industry now handles 1,000,000 cords of waste per year. There have been a lot of new possibilities revealed through the Forest Products Laboratory at Madison in recent years. Charcoal is used in the manufacture of black powders and in driving bullets from shrapnel. They are using large amounts of acetic acid produced from hardwood distillation. Pure wood alcohol is going into formaldehyde, which is the universal disinfectant. A lumber company in Pennsylvania is securing from its waste a gross return of $124 per acre. Only one-third of the tree goes into lumber. Consider, therefore, the possibilities ahead of the lumber industry. Over $1,000,000 worth of dye was worked out of mill waste last year. Grain alcohol is yet to come from wood waste, and we are assured that it will before long be a commercially successful process. At Madison they have even developed sausage casings, tapestry and artificial silk; they have made a good kraft paper from western pine.

We are optimistic about this lumber industry because of opportunities before us for doing things, not because we think that the pendulum is going to swing back and we are going to escape without effort. There is only one way to accomplish much of what is necessary and to push the clouds away and that is through organization, both individual and co-operative.

In the final analysis, the benefits of association work are to be secured only in the exact ratio that the industry is willing to give of its time and money to a consistent and painstaking study of itself. We will get no more than we put of ourselves into the work of stabilizing and standardizing the industry. How far each individual is willing to consecrate himself to this work depends solely on his mental attitude toward the value of co-operation as an uplift movement. You cannot and should not expect others to do what you should do for yourself. Get in and help, and that right now.

Advertising and salesmanship are twin high-powered projectiles which have successfully battled down prejudice, increased demand and capitalized hitherto neglected opportunities in other industries. Why not apply the same constructive methods to the lumber industry? It needs it. Without these modern stimulants its future is doubtful and progress toward recovery will be slow.

INCREASED DEMURRAGE CHARGES.

A Fletcher Marsh, chairman of the traffic committee of the Lumbermen's Association of Chicago and Edwin E. Hooper, secretary of the association, have issued the following announcement to members:

Chicago, Dec. 4.—In line with permission given by the Interstate Commerce Commission on Friday, December 1, due to the present car shortage, the railroads have been authorized to put into effect special demurrage rates up to May 1, 1917.

According to these tariffs there will still be two days' free time and thereafter charges will be assessed on the basis of: $1 for the first day, $2 for the second day, $3 for the third day, $5 for the fourth day and each day thereafter.

These tariffs will be effective three days after issuing and our members should anticipate their going into effect some time during the latter part of the week.

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The Logging Manager—His Requisites and Responsibilities

Paper Read at the Annual Banquet of the Appalachian Logging Congress, Held at Knoxville, Tenn., October 18-19, 1916

By JOHN RAINE, Meadow River Lumber Co., Rainelle, W. Va.

Today's passing pageant of autunmal glory is made possible by the gift of the trees. Prof. Bailey must have had the trees in mind when he wrote his book, "The Holy Earth." Our own poet Bryant sang

"The groves were God's first temples,"

and another has said that the trees ever lift their arms aloft in adoration of the Creator of the Universe. Now, it is with such elements of beauty and utility that our business has to do. In the minds of some, we lumbermen are simply despoilers of these bounties of nature. Then the recent criticisms of the Forest Service should startle us into taking account of ourselves and see if, indeed, we have been wasteful, unscientific and inefficient in the management of our business.

The lumberman has a double responsibility to society, that he despoil not the beauty and utility of our forests which are, in a sense, the heritage of all the people; and to himself and allied interests, that he transform the mature products of the forest into the varied articles of man's need at a reasonable profit.

A young man entering the game a few years ago remarked to the writer, after a year's careful observation, that there was less science displayed in this business than in any of which he had knowledge; and the average lumberman must admit that there is a grain of truth in the charge. Possibly the government Forest Service has made the same discovery.

STUMPAGE AND LOGGING THE CHIEF ITEMS OF COST.

In the hardwood belt with which we are familiar stumpage plus the cost of delivering logs into the mill pond constitutes probably two-thirds of the cost of lumber production. The general high efficiency of the modern sawmill plant and the fairly uniform scale of wages paid, do not permit a wide variation in the cost of manufacture of rough lumber. The competition of highly organized buying and selling agencies makes the sales manager's position a comparative sinecure. These two factors constitute, so to speak, dead level costs. So we must look to the logging end of the business for reform in extravagant costs of production and for the elimination of waste. Here is where big money is used in carrying on the business and here is where the big leaks occur. For every industrial success or failure some one man is primarily responsible. In the lumber game that man is the logging manager and it is the purpose of this paper to hint at the place that he should have "in the sun." If, then, this man is primarily responsible for the success of an operation, how shall we distinguish him?

A THOROUGH KNOWLEDGE OF WOODS LORE.

The logging manager must have an existence before the operating company is formed. Many a lumbering proposition would never have been organized for failure had the logging manager first been consulted. Here, sometimes, "fools rush in where angels fear to tread." Some years ago an observing woman remarked to the writer, after he had examined a tract of timber, that a good many men had looked it over and that some day one with more money than brains would appear and that they would sell it. The sale soon took place and with disastrous results. Here is where our hero must shine. He must be a real timber estimator. He is a good judge of the quality of the stand estimated, as well as its quantity. He has gained his knowledge and judgment by continuous estimates and study of various forest stands and further by following the logs through the mill and comparing actual outcome with his own prior estimates. He is conservative in all of his estimates. He accepts and uses the scientific methods of the Forest Service. While a practical man, he is yet broad enough to appreciate all that exact science has to teach him. Because he is capable as an estimator and sure of himself as to the skidding feasibility of the same, his judgment must determine the commercial possibilities of any given stand of timber.

A CRIME AGAINST SOCIETY.

I have in mind one unprofitable proposition that was carried forward against the positive expert advice of the logging manager. It seems a crime against society to carry forward an operation that dissipates nature's gifts and brings no gain to the operator, all such operations being stressed for income to meet current obligations, overstock consuming markets and hence help to lower values. A recent unfavorable operation was brought to our attention where the estimating was done by a successful mill man and the logging manager was not consulted. The outturn of this particular tract was not much more than 50 percent of the estimate.

The logging manager must be able to put a proper value on stumpage in relation to its ultimate market. Other things being equal, the higher the transportation charges the lower the stumpage values. His knowledge of ultimate values and proportion of grades will here serve him a great purpose. The proportion and value of No. 3 and lower may be the very factor that shall determine the profitable possibility of a given tract.

IMPORTANCE OF SKIDDING KNOWLEDGE.

Then our manager makes himself perfectly familiar with skidding conditions. Here is where he must be onto his job or costs will consume him. He makes a careful survey of the topography of the country and determines what system of logging will best suit his conditions. He may have to use every known system to economically operate his whole tract or tracts. He has an open mind and will not deny the old methods simply because they are old. There is a possibility of overreaching the mark with cumbersome machinery, but generally he is safe in getting away as far as possible from brute force. He has the modern outlook and recognizes that this is an age of steam in logging; and the nearer he can get the mill to the railroad, the railroad to the timber and the steam skidder to the individual tree, the cheaper logging he can do.

THE CONSTRUCTION OF RAILROADS.

He insists on being his own engineer and determines grades and curves within the limit of safety. His judgment only in individual situations determines where railroading shall cease and skidding begin. He realizes that the log nearest the steel is the cheapest skidded, but amount of available stumpage must determine to what distance he can push his steel and thus cheapen the actual skidding. The nice balance between railroading and skidding must be determined by our manager and here is just where the most expensive mistakes are sometimes made. Local conditions must determine what shall be done. Each stream, each mountain and, finally, each logging proposition, as a whole, may require different treatment and the real office of the manager is to determine how each situation is to be handled for economical production. Because A has been successful with one method of logging is no reason why B should use the same method. We have one situation where we feel confident that nothing but an overhead cableway system will give us reasonable skidding costs. Rough ground conditions and besides, the saving of railroad construction dictate that this is the ideal method. Other situations may point to the ground skidder as the best method for lowering skidding costs.

Our manager must determine the relative merits of standard and narrow gauge railroading. Personally, we have never been able to persuade ourselves that the narrow gauge was economical for the handling of not only logs, but bark and wood as well. It has been our experience that if we are to handle large stocks of logs with consequent heavy equipment, the track and ties must be practically as durable for the narrow as the standard gauge, and there is consequently little saving in the cost of construction and no saving in the cost of operation, and an actual loss in the handling of bark and wood. The size of the operation and the possibility of future railroad development will have some bearing in determining gauge.

We have situations where we feel entirely confident that the railroad splitting the hills and thus materially shortening the skid, whether all steam or part steam and horse skidding is used, will very materially reduce our costs. Here farms dot the hilltop and spread out into the bottoms, so that this will keep us well within the timber limits as well as shorten the length of the skid, whatever method is used. Another operator may find it to his advantage to keep on the tops of the mountains, but his problem is not ours. So here the manager must decide upon the best course to pursue to insure the cheapest cost for dropping the logs at the pond.

Under present labor conditions and in our mountain country it is costing about $1,200 per mile for standard grading construction.

IMPROVED LOGGING METHODS.

Looking backward, our manager finds that much progress has been made in recent years in logging methods. However, he is not satisfied but is still working to improve upon the past. The method that has the most pressing present appeal to him is to deliver the timber to the mill in the whole tree, or practically so,

where it can be cut for both grades and lengths under the eye of one man, who shall be specially qualified for that work. This is a problem that we would like to hear fully discussed in this congress.

ELIMINATION OF WASTE.

Conscious of the value of stumpage, our ideal manager is constantly working on the problem of eliminating waste and conserving all of the economically valuable wood. This means that he insists on securing all the valuable timber, and bringing to the mill of such—and only such—parts of the whole tree as are commercially profitable. For the residue he is seeking avenues of disposition in other directions; and here he calls to his aid the chemist and the government. There are no doubt commercial possibilities in all wood waste, and the government could render no better service than to aid the lumberman in finding uses and a market for all such waste. These latent values some day the magic wand of the chemist, under government aid, will reveal.

He believes that the lumberman has an obligation to future generations and so uses all means to conserve the newly growing timber. The recent statement of the chief forester of the United States, that by reducing waste it is possible to harvest a continuous crop of hardwoods from the present stand, and at the present rate of production, quickens his pulse and stirs him to renewed efforts to lessen this waste and help to conserve these valuable hardwoods. To this end he combats the forest's greatest enemy—fire. Especially during dry seasons he insists on carefully hooded and screened locomotives, with all trains fully equipped with hose and buckets; the outlook tower being carefully manned and constant watchfulness to prevent the smallest beginning of fire. In this and all other matters he invites and utilizes government supervision and co-operation. He does this the more cheerfully because he realizes that there is a vital relation between forest conservation and the public good. As the foresters say, "Burned timber pays no wages" and "A tree will make a million matches. A match may waste a million trees."

PROPER COST ACCOUNTING.

Our ideal manager is a crank on cost accounting and is able to show from month to month not only all the varied items that go to make up his totals, but adds thereto ample depreciation to consume his plant during its operation. Only thus can he keep from deceiving himself as to visible profits up to the close of his operation. However, others may figure that low grade lumber costs less to produce than high grade. For himself he can prove by detailed accounting that his small and low grade logs cost more to saw, trim, grab, skid, roll, load and haul to the pond than the larger, high grade logs.

WELFARE OF EMPLOYEES.

He is a strategist and knows how to handle men. He looks after the physical comfort of his men. His model camp is built on wheels; is well lighted and ventilated; has ample storage and kitchen facilities; the dining car is clean and roomy; sleeping quarters are kept clean and orderly. He provides a well equipped reading and writing room; pure water is always supplied and the sanitary conditions are well looked after, for any man below par physically or mentally is the worst asset of any camp.

He has an open mind and, while keeping his own counsel and doing his own will, is eager for suggestions from both superiors and inferiors. He is not like the laws of the Medes and Persians, that change not, but he is ready to discard the mistakes of yesterday for the light and wisdom of today. Especially does he solicit suggestions from the men immediately about him, for they are rich in practical ideas.

Of necessity he must be the chief counsel of the business. New problems of the greatest concern present themselves daily and he has constant need of all his faculties. Hence he must keep his mind clear and body fit at all times. In short, he is a personality unhampered by the past, believing all things of the future; living, thinking, planning and accomplishing day by day the highest results in the game of lumbering.

If he is unknown to any of us, this congress will be an aid in developing him by presenting and discussing the problems in which he is vitally interested. This should secure his presence and co-operation at these meetings.

Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

Although winter is drawing on apace and building operations are gradually falling off and the holiday season is evidently already under way, there is still unusual activity visible in the door and mill work industry through all channels from the manufacturer of shop lumber to the consumer of mill work. New orders are not quite so plentiful, but there are enough estimates in hand to keep everybody busy for the next month or even longer. Possibly there is as much new business coming in at the estimating offices as there would be ordinarily at the opening of a spring season.

Factory operators report that they are unable to promise a fixed delivery period and in consequence are not particularly anxious to heap future trouble upon present difficulties. Low stocks of mill work are reported in all ultimate distributing hands and stocks at retail will need to be heavily replenished within the next sixty days in order to be prepared for spring trade. The big stock factories are running full on all of the stock sizes they are able to take on and are more than filled up with special work. Shipments of raw material are greatly hampered by the car shortage, which, however, now shows some signs of easing up. The window glass market is full of strength and the shortage of glass shown during the summer and early fall has not been fully relieved, which imparts a healthy tone to all kinds of glazed mill work. From present indications it seems that the position of the door market is exceptionally favorable to activity throughout the winter, which, as usual, will no doubt be interrupted by a few days of inventory and repair after Christmas and during the first week of January.

Status of Shop Lumber.

Buyers and shippers of shop lumber everywhere report scarcity of stock and inability to get shipments forward within a reasonable period. Inland Empire pine, of both the Idaho and Western varieties, is selling fairly well when there is any to be obtained, but the stocks are greatly reduced and in poor assortment, while because of car shortage shipments can be forwarded only with great difficulty. California white and sugar pine are both in strong demand, but the car scarcity militates with equal force in that quarter. Northern white pine is by no means plentiful and representatives of that industry in the Chicago territory say that they are able to fill only a fraction of their requirements, not only by reason of the car shortage, but because of the actual scarcity of stock. No. 1 shop common Western pine has been selling here lately on the basis of $41 in 5-4 and 6-4. No. 2 shop is somewhat more difficult to secure and its price has lately risen at times to as much as $35 for the same thicknesses. No. 3 shop is quoted around $25, these prices being all on the basis of Chicago delivery. Northern white pine shop is exceptionally strong, being held as high as $52 for No. 1 in 5-4 and 6-4, $43 for No. 2 and $32 for No. 3.

Trade in Chicago Territory.

According to local authorities, the activity previously noted at the various Chicago door warehouses has not been lessened, with the single exception that new orders and inquiries are not so pressing. The various wholesale establishments in Chicago are gradually making headway in reducing their order files, but in some cases are still indifferent to taking on any new business. They say that what they have aready in hand will give them all the work they will find it possible to get out this month and a great deal of it will no doubt have to go over the first of the year. Many of the establishments are running short-handed, which accounts to some extent for their inability to state with any degree of certainty as to the time of delivery on orders already on their books.

The Strength of Prices.

There has been no recent advance in the sash and door list, but values are firm on every item. There is some disposition to raise a notch or two on car loads, although bulk inquiries are not yet heavily in evidence. At the present writing No. 1 and No. 2 doors are quoted at 71 percent discount from the list in lots of 100 openings or more and at 69 per cent for small lots. Glazed sash are at 75 and 73 percent, respectively. There is a big demand for all sorts of interior trim. Veneered doors are not particularly strong at this time, but are moving in fair volume and are not held in uncomfortable surplus.

Another Advance in Window Glass.

While many of the window glass factories, both machine and hand operated, were run-

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ning steadily throughout November and up to this date, no large additions have been made to the reserve stocks of window glass and the scarcity of cars has been shown in a considerable slowness of movement. Some of the factories have been greatly hampered, especially during the recent cold snap, by inadequate natural gas supply and some have even been forced to close down for this reason and may have to adapt their plants to other fuel. When the weather again approaches the zero mark there will be, no doubt, many other factories who will have to close down, and this contingency is bothering the glass manufacturers in no small degree and without doubt will result in a considerable curtailment of the production during the winter. Another difficulty that has been recently revealed is a scarcity of skilled workmen. In view of all these unpromising features, the American Window Glass Co. withdraw its outstanding quotations on November 28 and on December 5 announced an 18 percent advance on all sizes and qualities, making the current discounts on the following basis: Single strength A, first three brackets, 86; single strength B first three brackets 88; larger sizes A and B, single strength 85. Double strength A 86; double strength B, 87 and 5.

In the Minneapolis-St. Paul District.

Trade in the middle northwest is normally quiet, or at least is slowing down as usual at this time of the year; but the sash and door distributers of the Twin Cities say that they have been having a rather surprising amount of new business, no small part of which comes from the country retailers, although the bulk is from city trade. Open weather has continued much later than had been expected, so that building is being forwarded more than the retail dealers had counted upon. The warm weather has somewhat reduced the demand for storm sash and storm doors, which had reached considerable proportions two weeks ago. Prices on all mill products are very strong and the outlook for a large car load trade this winter is excellent.

Door Conditions in the Northwest.

Competition in the door trade is rather sharp in the Puget Sound territory. It is reported that recently some of the mills have sent representatives into eastern trade centers and, in spite of the inability to secure cars, have made some rather heavy concessions in the discounts on fir doors, involving belated delivery as a matter of course. One of the large plants on the coast has been shut down for some time owing to the inability to secure cars for its eastern trade; besides, the margin between manufacturing cost and selling profit has narrowed down to an unusual extent, a feature little relished by manufacturers. However, business as a rule is inclined to be fairly active.

Features of Eastern Trade.

Recent advices from the leading sash and door distributing points of the east are indicative of a continued activity in manufacture and a steady influx of orders for jobs nearing completion. Baltimore reports several good building projects, involving a large amount of mill work and the dealers there on the whole are well pleased with their current business. A fair demand is shown at the sash and door distributing houses at Buffalo, N. Y., who are having a good trade in special work and stock items and ore also supplying a satisfactory quantity of storm goods. Trade in the east has continued well into December, owing to the open weather.

Southwestern Demand.

There has been visible a large business for this time of the year throughout the southwest, as reflected at such door distributing centers as Wichita, Kan., Oklahoma City, Okla., Kansas City, Mo., and St. Louis, Mo. The demand from that territory may be expected to fall off, however, from this time forth through an expected lowering of temperatures and the advent of unfavorable or stormy weather. Prices, however, have held up well at all southwestern points. The factories are working busily on unfinished jobs and seem to have plenty ahead to keep them going, especially at Kansas City and at the other southwestern points named.

A REDWOOD BUNGALOW IN AUSTRALIA

The Redwood Export Co. of San Francisco, of which E. W. Neunaber is manager, is a corporation made up of several California redwood mills for the purpose of serving as a central medium and clearing house for exporting redwood, and has attained great success since its organization in 1912 making a specialty of shipping clear dry redwood to Australia, tending not only to stabilize values,

PERSPECTIVE OF THE AUSTRALIAN BUNGALOW

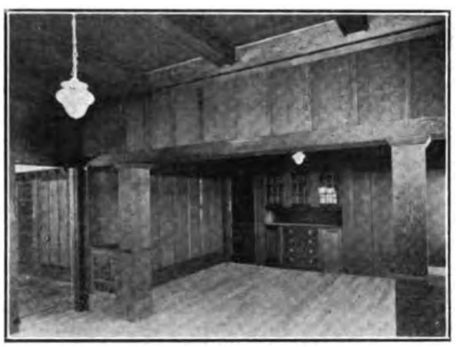
but also to increase the quantity exported from approximately 34 million in 1911 to 50 million in 1915 as a result of co-operative exploitation.

With the purpose of still further increasing the use of redwood through educating the contractors and consumers as to its merits and usefulness, W. R. Morris, a young lumberman who had served his apprenticeship in the mill of the Union Lum-

A NOVEL GATEWAY

ber Co. of Fort Bragg, had already made a trip to Australia so that he was familiar with conditions there, was employed to represent the Redwood Export Co. at Sydney, New South Wales, to personally explain methods of working and finishing redwood, distribute publicity matter descriptive of this wood, calling attention particularly to its lasting qualities, fire-resistant characteristics, absence of pitch, and also that the destructive white ants of that region do not seriously affect redwood.

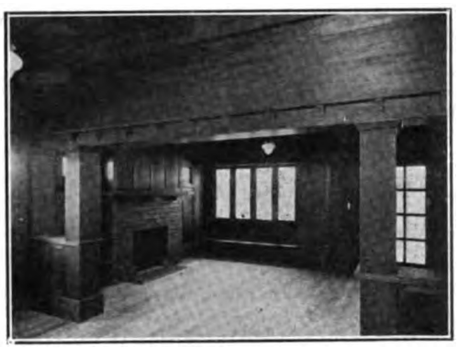
Recently acting upon Mr. Morris' recommendation, the Redwood Export Co. authorized him to enter into arrangements to put up a redwood bungalow as an object lesson to the Australians, which would serve as a permanent exhibit, they to stand the expense of labor and material, the latter to be purchased from the local "Timber and Joinery Merchant," Mr. Morris to arrange to accept the site offered as a donation by Stanton & Son, Ltd., who were laying out a new suburban tract near Sydney at Rosebery. The accompany-



WALLS AND CEILING OF CALIFORNIA REDWOOD

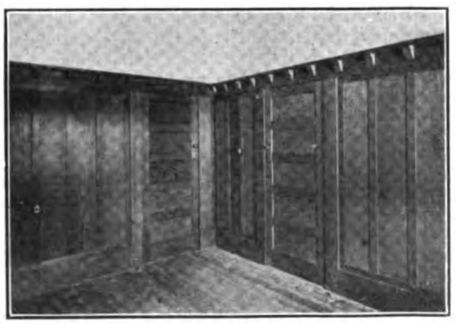
ing illustrations indicate the details of this charming bungalow of a type that appeals to the Australians, for suburban homes. The Rosebery tract consists of 300 acres and is located opposite the Rosebery racecourse, where the multitude will observe it and be influenced strongly to use California redwood lumber and shingles in their prospective homebuilding.

The bungalow has five rooms, the interiors finished simply but effectively. The living room and dining room walls are paneled with 16-inch vertical boards, finished with dull stain and wax, ceilings with T. & G. "lining" and built up beams. One bedroom and the hall are finished with clear wax, well rubbed down, so as to preserve the natural pinkish tones of the wood, the other bedroom is finished in a gray stain while the fact that redwood holds paint well is emphasized in bathroom and kitchen. This gives a good variety of suggestions for finishing redwood to visitors, to whom methods are fully explained by Mr. Morris who also distributes redwood samples, descriptive booklets and miniature redwood shingles. Exploiting



A COSY CORNER

shingles is real missionary work as the Australians are accustomed to use of corrugated iron and slate. The siding is rough "weatherboards," stained with an oil stain. Only rough lumber is used on the exterior, this rough surface effect being carried out in posts, plate and in the rustic



DOOR HEIGHT PANELING WITH PLATE RAIL

gateway. Roof and gables are shingled with redwood shingles laid 5-inch to the weather, with zinc coated old-fashioned cut iron nails, a custom which Mr. Morris is introducing as a necessary precaution that may well be spread throughout this country as well to insure the best roof.

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DOWNMAN-COMMITTEE'S WESTERN TOUR

Detailed Narrative of the Happenings at Portland and San Francisco—A Cordial Reception Extended Everywhere—Much Good Accomplished by Eastern Lumbermen.

THE smiling countenance at the left has been chosen as emblematic of the feeling of the committee of the National Lumber Manufacturers' Association who recently visited the Pacific coast at a period directly after finishing their tour and validating their tickets for the home trip.

Just where this photograph came from nobody actually KNOWS. A prominent manufacturer of fir lumber gave it to the writer; and the fir manufacturer said that it came to him from the east somewhere. He thought either a newspaper man or an advertising counsellor or some such collateral to the lumber trade had given it to him.

Between us—realizing that at least it had come out of the East—the source of all good things—we concluded that it had a place in this aftermath story of the Downman invasion of the West.

Invaders are usually enemies. These invaders, R. H. Downman, A. R. Turnbull, R. B. Goodman and Charles S. Keith were evangelists.

They were not crusaders—but they might be in some future time if so be the lumber manufacturers of the Inland Empire and of the West Coast when they come to think it over, do not consider seriously this affair after their guests have gone their ways.

We believe Evangelists go out offering peace and benediction. The Crusader went forth to win his way with sword and flame—but come to think of it OUR Evangelists must have looked like crusaders to their hosts when they began to prove to them that there was no such thing as early dimunition of the timber products of the Southeast, the East, or even the South.

It was easily the saddest news which West Coast and Inland Empire lumbermen have ever heard and differed so radically from all OTHER preachments on the subject that the manufacturers of lumber beyond the Rocky Mountains have not YET recovered from their surprise.

THE WEST CANNOT GET RICH BY "WATCHFUL WAITING."

The western holders of timber—following W. B. Greeley's assertions made at Portland, Ore., late in October in his paper read before the Western Forestry and Conservation Association, where he prophesied that the stumpage of the west was about double the amount it had been considered to be in the past—learned through the evidence offered by the Downman party of Evangelists that the timber of the Northeast, Southeast and South was being reproduced in considerable measure as it was being cut off and certainly showed the westerners that their only way out at a profit was to increase their WORLD trade rather than to expect to get rich by holding their stumpage for some "better day."

SOME people learn by PRECEPT, some by EXAMPLE, some by a more excruciating lesson than example—which we dub EXPERIENCE.

With precept, example and experience we trust that the lumber manufacturers East and West will soon come to actually KNOW that through trade extension is their only hope and that trade extension cannot be accomplished in a playhouse way in the future as it has been in the past; that the lumber manufacturer will proceed to take care of his business and the individual participants therein just as if the BUSINESS were an invading army in an enemy's country; and that just as the decision of battles runs with the heaviest artillery, so does success in trade run with the cleanest knowledge of distribution.

To the average maker of a trade paper it might seem that we were hanging on to this story an unconscionably long time, which we would be doing, of course, if this was mere news; but it is really an epoch-making event and ought to be the basis of all future prosperity of the lumber trade in America, and would be if all men estimated each other at their face value and took each others' assertions at par.

In the last previous issue of the LUMBER WORLD REVIEW we printed R. H. Downman's masterly statement of what the National Lumber Manufacturers' Association has accomplished to date, and also printed the only complete detailed statement of the entire event contained in one number of any trade newspaper.

The last two items of the story, however, were covered by wire, namely, the demonstrations at Portland and at San Francisco.

In this issue is given a somewhat detailed review of the Portland and San Francisco episodes and also in large relief in the front part of this publication is found a paper offered at one of the Portland meetings by that brilliant economic engineer and lumber manufacturer, E. B. Hazen, of Portland, Ore.

Our policy in this affair is to keep this whole movement in the minds of the lumber manufacturers of the country until they are convinced that the necessities of the occasion warrant the trade extension investment of not less than TWO HUNDRED THOUSAND DOLLARS a year, which the trade shall gladly and willingly contribute.

SOME DETAILS OF THE "NATIONAL" COMMITTEE MEETINGS RECENTLY HELD AT PORTLAND, OREGON.

Mr. Downman's committee remained in Portland three days. Two of those days were taken up with sight-seeing of an educational nature, and one day devoted entirely to two of the most enthusiastic meetings of citizens, lumbermen and bankers that has ever met a committee of esatern business men in Portland.

ASTONISHED AT LACK OF WOODEN PAVEMENTS.

Referring to the trips that the visitors took on the Columbia Highway, the Evening Telegram of Portland said:

"Accompanied by O. M. Clark, F. C. Knapp, E. B. Hazen, George B. McLeod, H. D. Langille and Chester J. Hogue, the visiting lumbermen were taken for a drive yesterday over the Columbia River highway. Although the visitors were charmed with the scenic beauties of the famous highway, opportunity was given during the drive to digress upon the ever-present topic of where are the weak spots in the lumber industry.

"For example, Mr. Keith was quick to notice the creosoted wooden block pavements on the downtown streets and across the bridges, but none on the paved highway itself. He drew attention to the few stretches of block pavements as being among the first he had seen since leaving the larger eastern cities, and remarked to the Portland lumbermen in the party upon Portland's slowness to generally adopt this type of paving as standard. He was unable to understand why, with eastern cities using constantly increasing quantities of Douglas fir paving blocks, the far western cities, where these blocks are manufactured, seemed prejudiced against the use of the product of their chief home industry. In the east, wooden block paving ranks ahead of vitrified brick for street and highway surfaces, although the cost of brick is less."

FIND THAT "PATENT ROOFING" IS USED FOR FOOD.

Continuing in its visity manner the Portland Evening Telegram chronicled an observation of R. B. Goodman's on the highway trip and which it referred to as follows:

"In urging the lumbermen of the Pacific northwest on yesterday's sightseeing trip to join the proposed nation-wide co-operative movement to resist the encroachments of substitute building materials in the legitimate field of lumber uses and to create new uses and markets for forest products, the party at all points had been holding the red cedar shingle industry as a 'horrible example' of declining trade in the face of substitute encroachment, because shingle manufacturers are either too proud or too poorly organized to fight. In all these talks the manufacturers have been extolling the advantages of shingles over other roofing materials, but, as Mr. Goodman expressed it:

" 'We can no longer proudly say that shingles, for all purposes, are better than patent roofing. We believe that wooden shingles are just as fireproof as a majority of the so-called fireproof roofings which municipalities specify in their building codes, but yesterday, out on that beautiful Columbia highway, we fellows of the lumber industry simply had to stop our automobiles and take off our hats to patent roofing as against cedar shingles. Cows were eating a strip of it along the roadside in preference to grass, and apparently enjoying it as much as we did our chicken dinner at the inn close by.' "

MR. DOWNMAN SUMS UP THE SITUATION.

A Portland paper printed an extensive interview with R. H. Downman, from which we quote the following:

" 'Prices of lumber are now 10 percent lower than they were ten years ago,' said Mr. Downman this morning, 'in face of the fact that the market value of all other commodities has shown an average advance of 33⅓ percent in the past seven years. Lumber is being produced below cost at the mills because of cut-throat competition. Taxes are so high that they are eating up the profits of timber operators and mill owners. To meet the heavy carrying charges and overhead expenses, operations are carried on at a book loss, but it is less expensive to run the mills than to permit them to be idle.

" 'Another problem is to avert the losses to the industry because of modern merchandising methods and wasteful production and competition where there should be co-operation in supplying markets.

" 'Solution of our difficulties will be found in increasing the demand for lumber for all structural uses. Greater volume of production of lumber is not so necessary as is increase of consumption. In the south, east and middle west lumber producers have tried new methods of marketing and promotion, which, coupled with co-operation to stimulate demand, have been found to be profitable. We are telling your lumbermen and timbermen here what we are accomplishing and what our plans are for the industry as a whole. That we shall have their support I am certain. The Forest Service at Washington tells us that 65 percent of the tree is wasted. That is another matter receiving our attention.' "

NOONDAY LUNCHEON AT THE PORTLAND CHAMBER OF COMMERCE.

For touch and go swift response and clever business discussion, the noonday meeting at the Portland Chamber of Commerce on Monday, November 20, was one of the best general sessions for the citizens at large that was held on the trip.

It was quite informal and was held for the particular purpose of listening to an address by Charles S. Keith, president of the Southern Pine Association, the Central Coal & Coke Co. of Kansas City, and one of the leading directors of the Chamber of Commerce of the United States of America. Mr. Keith has spoken several times on the subject of co-operation, but never more clearly than on this occasion.

A local paper of Portland printed a resumé of Mr. Keith's short address which got at the meat of the affair in extremely fine shape, and in the interest of our readers who cannot have too much of this thing, there will be found under this head—at the close of the division—that review of Mr. Keith's talk.

O. M. Clark, of Portland, introduced the speakers on this occasion, who were in their order R. H. Downman, Everett G. Griggs and J. H. Bloedel.

Mr. Downman explained the trip of the eastern lumbermen in a nutshell when he said:

"We of the east have come west to study your problems, tell you our troubles, but firm in the conviction that the lumber industry can be lifted out of the slough of despond by co-operative ef-

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fort of the manufacturers. We are today living in an age of co-operation. Manufacturers in other lines of industry are working together, in friendly competition, but with a real attempt to improve general conditions. Why should we of the lumber industry, second in importance in the nation, first in these western states, be the last to learn that only through co-operation can our problems be met."

CHARLES S. KEITH'S "CO-OPERATION OF NATURAL RESOURCES."

Herewith is a rèsumè of Mr. Keith's address, which appeals to us so strongly, and which every lumberman ought to cut out and put in his pocket:

"The visit of our party," he said, "was undertaken in order to secure a nearer view of the problems of the industry in the west and to emphasize the necessity of closer organization and co-operation. What is true of our industry is true in general of the commercial problems of the country."

Mr. Keith proceeded to outline the progress of each century of civilization and how it was necessary for each period to meet the great development problems of the time by wise statecraft. The development of new machinery, he showed, forced the development of co-operative effort in industry. He outlined the manner in which the national Chamber of Commerce was formed during the Taft administration in order to provide national expression for the needs of business, and to allow business to study itself. How the chamber has in four years submitted only sixteen questions to referendum, and how, therefore, the present purpose is to secure such an expression on the natural resource development problem, in which the lumber industry is interested, was explained before Mr. Keith took up the problem itself.

He told how, in the oil industry, the waste has brought up the price of petroleum products today, how the mining industry in America costs the lives of four out of every thousand workmen, through the cut-throat competition which prevents proper care for the men, while in England, under more hazardous conditions, the loss is less than one to the thousand. He outlined the report of the national Chamber of Commerce committee, which is now being sent to a referendum of the nation as follows:

"The committee reached the conclusion that these conditions were superinduced by unreasonable competitive conditions, brought about by the potential forces of our state and federal trust acts. Such a condition could not exist in any of the older countries of Europe; such waste, both of men and of materials, is in itself criminal. The governments of foreign countries would compel co-operation to the end that these conditions might be eliminated. So the committee has recommended that there should be remedial legislation to permit of co-operative agreements under governmental supervision in all industries engaged in the conversion of primary natural resources into such forms as first become available for utilization, either as raw material for other industries, or for general consumption. The committee recommended that the legality of such co-operation should be predicated upon three concurring requirements; they should tend to conserve the natural resources, preserve human life and lessen accidents, and be in the public interest; and that further they should be under the supervision and observation of a federal trade commission.

"I am told that in the states of Oregon and Washington undue and unjust burdens are placed upon the lumber industry in the form of taxation. In no other country have we such forms of taxation on natural resources as we have in the United States. In effect such taxation, acting as a compelling force to manufacture and sell the product, regardless of market conditions, is confiscatory.

"I merely mention this as showing the necessity for co-operation in business in order that congress may be properly informed as to the necessities of the country."

Mr. Keith closed with some examples of the manner in which co-operation in the industry has helped the industry, showing for instance that in the east the lumber interests are greatly extending by co-operative activity, the use of wooden paving blocks. In the east, where these blocks are largely used, through the co-operation of the lumbermen active in association efforts, there is a premium of 50 percent paid to get the wooden blocks, over the cost of many other paving materials. In the west, he said, there is comparatively little of such pavement, despite the presence at hand of the best material in the world, with costs even.

"Co-operate and sell your own product at home as well as elsewhere," he concluded, "and by co-operation help yourselves to help yourselves."

A "SNAP SHOT" GROUP OF MESSRS. R. H. DOWNMAN, A. R. TURNBULL, R. B. GOODMAN, CHARLES S. KEITH, WARREN BULLOCK AND HONORABLE ALEX POULSEN, EVERETT G. GRIGGS, MR. SHIELDS AND OTHER ENTERTAINERS AS THE PARTY WAS SAWMILL AND SHIPYARD GAZING IN THE GRAYS HARBOR COUNTRY.

AFTERNOON GENERAL SESSION, PORTLAND CHAMBER OF COMMERCE.

Immediately after luncheon, Portland lumbermen convened in the Chamber of Commerce and had a series of heart-to-heart talks under the chairmanship of E. B. Hazen, which were of a nature so similar to other conferences held on the tour that no discussion of them will be developed here. Messrs. Downman, Turnbull and Goodman gave "testimony" as to what was being done in their various associations at home, and the lumbermen listened intently to all that was said.

The tendency seemed to be to reserve the strength of the speakers for "the big show" scheduled to be staged that evening.

THE EVER-TO-BE-REMEMBERED MEETING AND BANQUET OF THE PORTLAND CHAMBER OF COMMERCE.

There were easily four hundred people present at this occasion, lumbermen, loggers, sawmill employees, bankers and other business men. The banquet was presided over by Fred C. Knapp, of Portland, whose reputation as toastmaster reaches far beyond the Oregon line, in all DIRECTIONS.

He pledged himself not to indulge in facetiousness, undue levity, or the repetition of so-called Ford stories.

Mr. Knapp paid a high tribute to a young man of Portland who had "endeared himself in the hearts of all the people who had met him here in the west; a young man coming from the prairies of Iowa and making his mark deep and long, not only on the western mind but on national affairs in the lumber world."

Mr. Knapp said he was a young man "who is called upon whenever there is any question to be decided upon the line of manufacturing or forestry." He referred to E. B. Hazen and asked him to enlighten the audience upon what he considered association work, either regional or national, in regard to what that work might do for the lumber business.

Mr. Hazen delivered his paper with great force and it gives us pleasure to present it elsewhere in this issue of the LUMBER WORLD REVIEW.

After Mr. Hazen had finished, Toastmaster Knapp said: "Mr. Hazen is a remarkable man; he is the only man in the state of Oregon who produces absolutely sanitary lumber. He is the only man in the state of Oregon who is able to sidetrack the waters of one of our most beautiful falls and use them in the creation of his business and get away with it."

Mr. Knapp recited the history of the United States from both Plymouth Rock and Jamestown, showing the inclination of business men to cooperate ever since the beginning of the federation of the thirteen original states, drifting easily in his finest manner to the organization of the National Lumber Manufacturers' Association and introducing Mr. Downman.

MR. DOWNMAN'S "APPRECIATION" OF THE NATIONAL LUMBER MANUFACTURERS ASSOCIATION.

R. H. Downman does not stick readily to the printed line and clothes his thoughts each time in a different dress, each time bringing out something new.

Mr. Downman said that the National association

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MESSRS. BONNER AND TURNBULL WATCHING THE WHEELS GO ROUND.

PARTY LEAVING THE CASCADE CLUB AT EVERETT, WASH.

MESSRS. DOWNMAN, PATTEN, KEITH, BLOEDEL, TURNBULL AND PARTY WATCHING THE OVERHEAD LUMBER CARRIERS WORK AT THE WEYERHAEUSER MILL AT EVERETT.

GOODMAN, THE "ANALYST," DRINKING IN THE INFORMATION OF LONG THE "SEER."

was formed 14 years ago, and had taken up many activities, having had born to it at least three children who are still alive, two of which have at least reached their majority, namely, the Credit Rating branch, and the Inter-Insurance branch. The Trade Extension, or third, branch of the association, which had been instituted only recently, was apparently no less firmly fixed than the other branches, but it needed much more money to put it on its feet than it had been able to get so far in its history.

Mr. Downman got more nearly at the heart of the trouble in the lumber industry in one phase of his talk that night than anyone has ever before done when he said:

"THE NATIONAL ASSOCIATION, AS TO ITS LAY MEMBERS, IS MADE UP OF HUNDREDS OF PEOPLE WHO DUMP THE READING MATTER WE DISTRIBUTE INTO THE WASTE BASKET AND REFUSE TO BE EDUCATED. THE LUMBERMAN OUGHT TO BE EDUCATED BEFORE WE ATTEMPT TO EDUCATE THE PUBLIC. THE PROBLEM IS HOW TO MAKE THE LUMBERMAN READ THE THINGS THAT ARE VALUABLE TO HIM."

He believed that it was quite true that 80 percent of the people of the United States had never heard of fir lumber and many of them had never heard of yellow pine lumber.

He said that it had been discovered a short time ago that the architects and engineers were making statements to their clients that there was no more white pine. That awakened the white pine interests into advertising activity. In an architect's office in New York a man of great prominence, George Lindsay [illegible] of the White Pine Bureau of Publicity) was invited to observe that in one of the largest architectural libraries in the country that there was not a single book on lumber except reports from the Forest Service at Washington.

He said the lumbermen had first to educate themselves and then to undertake to educate the public. Such a movement demanded money. So far the lumbermen have not provided any money, and they must expect to do it if they expect to get anywhere.

He showed what the National Lumber Manufacturers Association has done in the lumber freight reclassification question. In that case the lumbermen had worked together, put up a solid front and he had no doubt as to the favorable decision that would result.

He referred to what the National Lumber Manufacturers Association had accomplished in getting a just revenue bill through congress, and said that it had been estimated that if the lumber interests were to pay association dues at the rate of 25 cents a thousand on every foot the association mills would make, it would take them 500 years to pay back the savings accruing from that activity.

He referred to a government report showing that in a comparison of values of 34 species of lumber between 1906 and 1915, 32 out of the 34 have been sold at less prices today than then, and that the two that have sold for higher prices today than in 1906 were cottonwood and basswood, which as lumber are a negligible quantity of the production. On another list of general commodities he observed that the lowest increase had been 19 percent, the highest increase 467 percent, with an average increase 85 percent. There must be something radically wrong with the lumber business if it had fallen so far behind all other commodities.

He had hoped Mr. Hazen would refer to the displacement of wooden lath, by metal lath and wall board, in the last few years, which latter business had increased in 10 years from nothing per year to $4,000,000 worth per year. He referred, as he had done several times before, to a closer government affiliation with general business, and especially with the lumber business. He mentioned the present problem of securing trade representatives to go abroad and the attempt to finance the movement and indicated the general apathy of lumbermen on this question by recounting the fact that he had sent out personally 800 actually signed letters—not mimeographed, but each letter originally written—and out of the whole lot got only 30 satisfactory answers.

An amusing thing in this connection had been the fact that several score lumbermen had been very insistent in recommending a particular man for one of these positions of foreign trade commissioner, and in sending out these letters they had gone to the gentlemen who were so solicitous about their friends, but not one of that lot had offered to put up a dollar to finance the proposition.

He felt that every manufacturer of lumber and logger and the banker who loaned them the money with which to operate, were interested in this movement and that the banker should insist that one of the essential qualifications of a lumberman should be that he was a good association man.

Mr. Downman said that lack of support of association work was the lumbermen's trouble; that the National association had been dragging its anchor chains so long that it was a marvel it had not gone to the bottom. He, however, proposed to stay with the ship. He said that the National had barely $19,000 a year to live on; that he produced only 125,000,000 feet of lumber at all of his mills annually, and that the little stipend which the National association eked out of the lumbermen of the United States would be about 15 cents a thousand on his output alone, and that he would consider that he was getting his money's worth if HE were assessed that amount of money, and thus had to pay the entire NINETEEN THOUSAND DOLLARS to support the National Lumber Manufacturers Association.

Following Mr. Downman's talk, Charles S. Keith was introduced and made a very illuminating talk concerning the province and purpose of the Southern Pine Association.

CHARLES S. KEITH RELATES "ASSOCIATION" HISTORY.

Mr. Keith told of the early inspection days and the long years of fight for standardizing grades and the old foolishness of gentlemen's agreements on prices which were "broken" before the gentlemen left the room; and recounted those times and the changed attitude of the government toward association work, and the reasons for an incorporated company selling service rather than the old fashioned voluntary association.

He told that the first charge to the members was 15 cents a thousand, subject to a credit of 5 cents in exchange for certain information to use in getting out statistics, and that that sort of procedure got the statistics, and without statistics that were real no association could prosper.

He told of their score or more of committees which had held hundreds of meetings during the last year, and how the association felt in regard to the rather heavy fees they had paid, believing that for each 5 cents a thousand paid out they would get 25 cents back; that inside of the next three years they expected to spend as much as EIGHT HUNDRED THOUSAND DOLLARS annually.

The bulk of the remainder of Mr. Keith's talk was a shorter form of what has previously been printed in this series of articles, closing with this peroration:

"Our entire methods of marketing need a revolutionary change. Until we make that change we will not, or cannot expect our manufacturing operations on the 10-year period will be profitable. My own opinion is that if we had charged to our cost of production the replacement of values and the proper extinguished charge for our production plant in the last 15 years, it would show that we had made a loss. The only profit in the business has been that of converting the raw material which we have purchased at a low price in the past years, and we have carried it at great cost.

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We have been timber merchants and not lumber merchants."

The toastmaster introduced R. B. Goodman, after having related how it happened that he, the toastmaster, had escaped being a hemlock manufacturer when they wanted to GIVE him the stumpage, and had referred to the fact that it seemed hemlock lumber had just gone up $2 a thousand.

R. B. GOODMAN TELLS OF HEMLOCK PROMOTION.

Mr. Goodman said in part that the situation in Wisconsin was the same as the situation elsewhere in the lumber world, and referred to the fact that there had been a decrease in consumption from forty-four and one-half billion feet in 1909 to thirty-eight billion feet in 1915. The price of lumber has also decreased, but just a few days ago they had marked up the price of hemlock $2 a thousand, but it was not to advance the price but to advance the price LIST. They had got out the new price list at $2 higher than before. They were so in the habit of selling it $2 off the old list that when they marked UP their price list $2 they (by that method) got the NEW price.

He pointed out the fact that increased money for lumber is not increased buying power when compared with the prices two years ago. He said that while the consumption of lumber is decreasing and the PRICE is decreasing, the COST of production is STEADILY INCREASING.

They had lumbermen in the lake states who would not co-operate, the same as in the west.

There were three classes of these men, all optimists of a dangerous kind; the FIRST, who believed that dimunition of the supply of timber would make the timber holder rich in the end; the SECOND, those who expected the pendulum to swing back; and the THIRD, those who are looking for all kinds of demand for lumber after the war is over.

Continuing, Mr. Goodman said: "We have in the lumber business two or three or four lean years and then we have a prosperous year like they tell me they have in the salmon district here in Oregon.

"When I got out of a former business I thought being possessed of natural resources that were being diminished so rapidly that I could not possibly LOSE—for diminishment of the other fellow's product meant an increase in my own.

"It was a basic mistake. I have had access to the records of Wisconsin lumber companies running throughout the past forty years, and the lumbermen of Wisconsin of today are not making as much profit by the thousand feet of lumber sawed as they were fifteen, twenty or twenty-five years ago. The price may have advanced, but the cost has increased, and even that last is true in Wisconsin in spite of the fact of utilizing the products of the forest in a closer way than in any other part of the United States. We are even beating the packer who uses everything in the hog but the 'squeal,' for we do utilize the 'bark' of the tree. Notwithstanding THAT close USE our margin of profit is less than it was five years ago."

Mr. Goodman said this pendulum theory was nothing but THAT—a theory. If, after several years of low prices, there are a few months of high prices, then right there is a car shortage or some other trade interference that offsets the rise in values. Then when the pendulum slides the other way and we have plenty of cars, there is a shortage of labor in the woods, which is the case right now in the face of this $2 advance in hemlock, for there are not enough men in Wisconsin who will work in the mills to operate them at more than 65 percent of their capacity.

Concerning the after-the-war rainbow, Mr. Goodman said it was all an emotional, born-of-a-hope PROPHECY, and that we are just hunkering down by the roadside and hoping and waiting while Canada, for instance, is looking ahead for business, and the government of British Columbia is actually advertising for it, as Mr. Downman had pointed out that afternoon.

The speaker told the story of the evolution of the advertising of hemlock, saying that when they got to the point of being driven each month into a smaller territory, until they were on the verge of not even getting cost out of their hemlock, they got their people to pay 7½ cents a thousand for advertising hemlock, confining their advertising to the 10-cent rate territory which was their limit of distribution. They created the demand among the men who could use it. In this they enlisted the co-operation of the retail lumber dealers, by paying two-thirds of the cost of his advertising, and there, too, they had induced the dealer to handle lumber instead of handling the BY-PRODUCTS of lumber.

GOODMAN TRANSFIXED.

THIS PICTURE SHOWS THE "WASTER" AS IT TRAVELS NORMALLY TO THE BURNER OF THE GRAYS HARBOR LUMBER COMPANY PLANT AT ABERDEEN, WASHINGTON, WHERE A SIGNAL MAN AND GANG MAKE NEARLY EIGHT HUNDRED THOUSAND FEET OF LUMBER DAILY.

MESSRS. WEYERHAEUSER, BULLOCK, PATTEN, TURNBULL, DOWNMAN AND KEITH AT THE WEYERHAEUSER MILL PLANT.

Now that they have attended to the case of hemlock, they had organized the birch producers.

It was all a matter of formula like a prescription at the druggist's; they could arrange similar campaigns for southern pine and fir and any other kind of wood, and if they could afford to do it they would be pleased to take over the entire national lumber product for the purpose of attending to the trade extension work, because they thought that the application of the same principle and practice would solve any lumber marketing problem. Again, the burden of all the national work along that line would be welcomed by the hemlock people because they realized that their prosperity is dependent upon the prosperity of the other regional associations.

In closing, Mr. Goodman said: "IF YOU ARE GOING TO SELL YOUR LUMBER LOWER THAN COST, IT FORCES US TO SELL OUR LUMBER LOWER THAN COST AND THAT IS WHY WE ARE WORKING WITH THE NATIONAL LUMBER MANUFACTURERS' ASSOCIATION; THAT IS WHY WE ARE BEHIND EVERY ONE OF THE ACTIVITIES OF THE NATIONAL LUMBER MANUFACTURERS' ASSOCIATION. WHAT IS FOR THE INTEREST OF ONE IN THE LUMBER INDUSTRY IS FOR THE INTEREST OF ALL."

A. R. TURNBULL, OF VIRGINIA, TALKS "ADVERTISING."

Mr. Turnbull said that their state had furnished the first president of the National Lumber Manufacturers' Association, and that while they had helped to sound the note in the beginning and showed what the need was, they realized the need more at the present time than ever before.

Mr. Turnbull carried throughout the trip a canvas roll thirty-two feet long and about twenty-four inches wide which had pasted on it clippings from the newspapers of the United States, all clipped upon one day, each clipping doing something in a news or an editorial way for some substitute for lumber. The clippings represented printed matter one column wide and 192 feet long. This, Mr. Turnbull said, was for no other reason than to show that the "substitutes for lumber" advertised in the daily papers and advertised LIBERALLY.

Mr. Turnbull said that the wants of the National association at present reminded him of the story of the man who asked for the loan of $5 of a semi-deaf friend, who seemed not to hear him. Whereupon the needy one asked for $10, whereupon the plethoric, semi-deaf one blurted out: "Hell; I heard you the first time."

Mr. Turnbull said the National association demanded only $100,000 a year five years ago, but now Mr. Downman was asking for $210,000 a year. The lumber manufacturers had better have heard the first request.

Mr. Turnbull said that the North Carolina Pine Association had moved slowly, first contributing 1½ cents, next 4 cents, next 6 cents, now 8 cents a thousand feet, and that if they take on this new proposition—which he did not see how they were going to get away from—their appropriation for association activity would amount to 9½ cents a thousand feet.

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Mr. Turnbull made a statement that will never be forgotten on the Pacific coast: "IF YOU ALL THINK THAT THE LUMBER IN THE EAST IS ABOUT TO BE EXHAUSTED AND THAT THE BUSINESS THERE IS GOING TO BE GONE IN A FEW YEARS AND YOU WILL BE MAKING MORE PROFIT HERE, I WANT TO CORRECT YOU ON THAT GUESS, FOR YOU ARE MISTAKEN ABOUT THAT. YOU WILL BE SURPRISED ABOUT THE AMOUNT OF PRODUCTION IN THE EAST TODAY. I HAVE BEEN INTO THE FORESTS WHERE THE FIRST BOARD WAS CUT ON THE AMERICAN CONTINENT AND I HAVE BEEN THROUGH THE TIMBER OF MINNESOTA AND MICHIGAN I HAVE BEEN RECENTLY OVER ALL OF THAT COUNTRY WHERE OUR ASSOCIATION IS AT WORK AND WE ARE PRODUCING ABOUT AS MUCH NOW AS EVER AND THE SUPPLY IS NOT BEING APPRECIABLY DIMINISHED. WE ARE WITHIN A $3 RATE A THOUSAND FROM PHILADELPHIA AND ABOUT $1.50 FROM BALTIMORE AND $1.25 TO $1.50 FROM NEW YORK. I HAVE NEVER SEEN A COUNTRY WHERE TIMBER GROWS AS IT DOES BACK THERE."

CAPTAIN ROBERT DOLLAR, OF SAN FRANCISCO, IS "DISCOVERED."

It was a genuine surprise to find Captain Robert Dollar present. He was introduced by Chairman Knapp as standing for all that is honest, noble and upright in business and in private life.

Captain Dollar protested that Toastmaster Knapp had not notified him that he would talk. He wanted the lumbermen to know however, that now while he was a shipping man he was basically a lumberman. He told many stories of his boyhood days in the lumber camps.

Captain Dollar thought that the foreign trade was the safety valve for the lumber interests. The hard times that the Pacific coast has been suffering from is due only to the lack of foreign trade. It was not altogether the lack of ships, but a lack of knowledge of how to get the foreign trade in proper quantity.

He said we must remember that the foreign trade was just an exchange of commodities and that one of the great faults with Americans is that they think only of selling and not of buying: but to engage in true foreign trade you must both buy and sell, and that those who owned the ships which are trading privately realize that better, likely, than anyone else, because they have got to have return cargoes for their steamers for in default of getting return freight they have got to have a DOUBLE freight rate for the load out, which makes the trade impossible. "So if you want foreign trade to come into your city and to go out from your city, you must send out goods and be prepared to buy back goods on the ship that returns to your port.

THE OREGON DAILY JOURNAL, PORTLAND, MONDAY, NOVEMBER 20, 1916.

DISTINGUISHED LUMBER MANUFACTURERS ARRIVE ON VISIT TO PORTLAND

Above, at the left—Everett G. Griggs of Tacoma. Center—A. R. Turnbull, Norfolk, Va. At the right—C. S. Keith, Kansas City. Below—R. H. Downman, New Orleans, at the left, and R. B. Goodman, Marinnette, Wis.

MANY COLUMNS OF SUCH ATTENTION AS THIS WERE SHOWERED ON THE EASTERN VISITORS BY PACIFIC COAST NEWSPAPERS. THE PARTY MUST HAVE RECEIVED NOT LESS THAN FIFTY COLUMNS OF MENTION.

PARTICIPANT IN FIGHT OVER REGINA TRE... SAYS BEST M...

Canadi...

Captain Dollar said there is a balance of trade in favor of us such as there never was before; that if the war does not stop pretty soon we will have the gold supply of the whole world bottled up in this country. Japan has the balance of the trade in the favor of her today because they are buying and selling both. Japan having also the ships is gaining great advantage from the high rates of freight. In order to gain the highest modicum of profit you have got to have ships that are owned in your own port and they will bring back trade to you.

Captain Dollar is very much against all the recent policies of the government toward the shipping trade, and said that there is no nation in the world (except the United States) which is NOT trying to help their merchants to carry on a foreign trade. He believes that the government at Washington is having a change of heart. Captain Dollar spoke highly of the Webb bill and believed it would go through, and spoke very highly of the Chamber of Commerce of the United States of America.

He considered that the present seamen's bill simply turned the Pacific ocean over to Japan.

Chairman Knapp introduced E. T. Allen, of Portland, whom he denominated the "man behind the gun" of the Western Forestry and Conservation Association and who recounted the desire to cooperate which permeated his organization. He advocated in co-operation a triple alliance of state, federal and private interests.

THE LUMBERMEN ARE ROASTED AND TOASTED.

Chairman Knapp introduced W. A. Thompson, of the American Newspaper Publishing Association, who put the lumbermen on a spit and toasted them before a hot fire.

We would like to print Mr. Thompson's remarks in red letters edged with gold.

After a pleasant story Mr. Thompson said in part as follows:

"Gentlemen, a stranger coming in here would go away after listening to you so far this evening with the suspicion that there was something wrong with the lumber business. At least, he would feel that the boy who built the millenium did not build it out of wooden timbers.

"I believe that every substitute that has eaten into the lumber business has been mentioned tonight with the exception possibly of the fact that the new custom of using electric chairs in prisons has somewhat cut down the demand for timber for scaffolding.

"I do not believe that any one has referred to the other important fact that the heads of those who do not agree with us are no longer made of wood, but of solid ivory.

"Back in the effete east, where dissipation is no longer bounded on the north by milk and on the south by cider, they still have use for that humble expression that a "little hair of the dog that bit you is good for the bite." (Laughter.) It seems to me that the dog that has bitten the lumber industry is advertising and I think that you gentlemen will find your remedy in a little hair of that same dog that bit you. I don't believe, however, that the individual lumberman is convinced that the lumber business ought to be advertised. My experience with association work is that men get together and come to the result that something ought to be done on a certain subject, but when the man comes around with the hat he finds that his

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friends and neighbors are sitting looking out of the window.

"I believe that you gentlemen should determine whether or not something should be done; and then, further, whether or not that something should be advertising. The amount of advertising that has bitten into the lumber industry is not alone the advertising that has been printed—you cannot judge it by that only—for it has created a sentiment and it will do so every time. That sentiment has been spread broadcast. Opinions and experiences are exchanged by consumers and prospective consumers. It is the kind of advertising that is done by one man to another by word of mouth and it is advertising of a kind that is a good deal stronger than newspaper advertising and yet it comes largely THROUGH newspaper advertising.

"It seems to me that you must make up your minds whether or not your National association has been on the job enough in this respect—whether or not advertising will help you—and I believe that the first job your National association has and if it doesn't do any other job during the next year than this, it would have gotten its money's worth—and that is that the eighteen or nineteen thousand dollars should go for a good purpose. Perhaps that is a hope. Perhaps it is error. I don't know.

"I believe that your National association might well take that money and hire a man who is a combination of spell-binder and collector and let him go out and talk to the individual lumberman and try to show him the need for this something which has to be done. I think that that something is going to be advertising, because I do believe that you can get back, through advertising, what you have lost without it the last few years.

"That man would travel and he would meet the associations and bring facts and figures which he can readily obtain to the individuals and the lumber manufacturers and he would show them the need for advertising. As I said to some of the gentlemen this afternoon in a little personal talk we had, in his capacity as collector let him carry along with him in his pocket six inches of gas pipe to use in case of emergency. Some people need it.

"First make up your minds that something must be done and then 'What'? What shall that something be? Then give liberally to it, with vision and foresight and believe in your industry and tell the fellow next door, and he will tell his neighbor and his neighbor will tell ME."

Toastmaster Knapp referred to J. H. Bloedel, of Bellingham, Wash., as one of the men who "do" things and asked Mr. Bloedel to open the books and tell of the past, present and future of the West Coast Lumbermen's Association.

THE EVENING TELEGRAM

TELEGRAM PHONES Broadway 200 A 6701

...TION PORTLAND, OREGON, MONDAY, NOVEMBER 20, 1916. PRICE ON TRAINS AND NEWS STANDS FIVE CENTS; ON THE STREET TWO CENTS. NO. 187.

National Lumbermen Who Are in Portland to Discuss World Markets

From left, above: Everett G. Griggs, Tacoma; A. R. Turnbull, Norfolk, Va., president North Carolina Pine association; C. S. Keith, Kansas City, president Southern Pine association and director National Chamber of Commerce; R. H. Downman, New Orleans, president National Lumber Manufacturers' association. Below: R. B. Goodman, Marinette, Wis., director Northern Hemlock and Hardwood association; J. H. Bloedel, Seattle, president West Coast Lumbermen's association; Thorpe Babcock, Seattle, secretary West Coast Lumbermen's association.

LUMBERMEN TO REBUILD WORLD

Eastern Magnates Bring Word of Huge Demand to Follow War.

CO-OPERATION URGED

Elimination of Wasteful Methods and Needless Competition Sought.

SUCCESS IS IN UNIONISM

Orders to Come in Blocks Too Large for Sectional or Individual Handling.

Program of Lumb...

This morning... Portland ha... and sawmi... Noon—... Chamb...

U. S. to Assist World Campaign for Lumber

In Opening Address, Charles S. Keith, President of Southern Pine Association, Urges Combination for Promotion and Not in Restraint of Trade.

Legalizing combinations under governmental supervision to carry on development of the country's primary ... resources, including the pro... of the lumber industry, was ... of the address of Charles ... City, president ... "was undertaken in order to secure a nearer view of the problems of the industry in the West and to empha... size the necessity of closer organi... tion and co-operation. What is ... of our ... is true in ...

A WONDERFUL ADDRESS BY J. H. BLOEDEL, OF BELLINGHAM, WASH.

Mr. Bloedel started by saying that he had been preceded by an all-star cast of lumber presidents, the four presidents from the north, the south and the east, not to speak of the ex-presidents thrown in for good measure, and confessed that he thought it would be difficult for him to interest his audience. He referred to the history and accomplishments of the West Coast Lumbermen's Association since its organization in 1901; how the Pacific Coast Lumber Clearance Association had been organized in the Puget Sound district; then the Oregon-Washington Lumber Manufacturers' Association in the Columbia River district; the Southwestern Washington Lumber Manufacturers' Association, and in 1909, realizing that the efforts of all of these various associations were directed to a common end and that their interests were mutual, they were consolidated under the name of the West Coast Lumbermen's Association. This association has a membership today representing from 95 to 98 percent of the actual number of men in its territory who are engaged in the production of lumber. He regretted that there were not 100 percent of the manufacturers in the association, but, he said, there are three types of men who do not become associated in this kind of work and enumerated them as the indifferent man, the tightwad, and the man who is too stubborn and obstinate to change his opinion. Mr. Bloedel stated that the indifferent man would be willing to work for the association if he understood its principles and objects and the necessity for association work as he should understand it. This man is willing to become an association member if he can be "shown," and this was the man that he wished particularly to talk about—the indifferent man. He continued:

"I know, by the number who are present that you are interested in this work. You are just as keenly interested as the gentlemen who have traveled 4,000 miles from the east to get their message to you. You are interested to make the lumber business a success, just as much so as these gentlemen are, and therefore it is to the indifferent man that I am talking tonight.

The tightwad is hopeless. He is the type of man who would come in under your umbrella to save the expense of buying one for himself.

Now, the other type of man — the man who is obstinate — he is the kind of a man who has once said he would not give a damn for association work and, because he has once said that, he would not allow himself to be shown or to change his mind. He is not amenable to reason very often, but if he can be shown he will sometimes change his opinion."

He reviewed the activities of the West Coast Lumbermen's Association—took them through the association rooms and went through its offices, as he said. He said that the ultimate object of all association work is to get results in dollars and cents and he would show that it is a fact that his association gets results. It informs its members first as to the current markets and secondly, as to the probable amount of stocks on hand; it tells them

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of the number of orders on hand, the actual number of ships, giving the information about prices to the members daily and about stocks on hand weekly. Calculations may be made as to the probable future of the market by the perusal of the reports received from 124 mills weekly, which gives the amount of stock on hand the previous week and estimates the amount that will be on hand the current week. It gives information as to the number of car loads that are ordered, stating that there were so many car load orders received and so many shipped and stating how many orders are left, and this shows the members whether orders are increasing or decreasing. The members who make a study of these reports are able to make a pretty accurate estimate of the future of the market. If they don't make a study of these reports, they are not getting out of their business all that there is in it.

Mr. Bloedel referred to the work of the inspection bureau, which employs four or five inspectors and the members would like to have more. These men standardize grades. An inspector has been located at Minneapolis who looks after all of the complaints that are received from the eastern territory.

The engineering department of the association, Mr. Bloedel said, had been established upon the completion of the Panama canal, when the coast manufacturers were looking forward hopefully to a new market for millions of feet of Douglas fir. The eastern structural engineers stated that they did not know the character, qualities or structural strength of Douglas fir and the result was that the Forest Service and the authorities of the University of Washington got together and gathered the facts relative to the strength and other qualities of fir and the book was published and can be purchased from the association for $1 a copy.

The shingle industry, Mr. Bloedel said, languished for want of organization and from the free importation of shingles from British Columbia, where a better quality of shingles was offered than by the United States manufacturers, and they took away the market. It was found necessary that the manufacturers on this side must make as good—or better—shingles as the British Columbia people made. It was necessary to get this information to the public and the shingle association was organized for this purpose. The grades were made uniform at all the mills and there was a uniform trademark burnt on each bundle, the name adopted being the "Rite-Grade" brand. This brand is now known and demanded not only all over the United States, but the association is receiving orders from foreign ports, especially from Japan, which is calling for more shingles than can be shipped. This could not have been brought about without co-operation.

The publicity bureau of the association was instituted for the purpose of getting information about the manufacturers and their products to the public accurately. In this way there has been no slurring over important features of news or misinformation printed in the newspapers.

In summing up the work of the West Coast Lumbermen's Association, Mr. Bloedel said that two years ago one of the presidents of the association found that $1,800 a month was not enough money for the activities of the association, and accordingly he proceeded to spend what he had wisely and to try for more and at the present time the association income has been raised to an average of over $4,000 a month, or about $50,000 a year. This was not done by increasing dues, but by getting additional support and enlisting new recruits. He said: "At the meeting at Tacoma and at another one held in Seattle, the sentiment seemed crystallized that we should make an effort to raise more funds. The average dues raised by the West Coast Lumbermen's Association have been about 1½ cents a thousand feet and that has produced $4,000 a month or $50,000 a year. The sentiment was that we ought to raise the dues to 5 cents a thousand feet, or approximately three times what we are paying now. That would give us nearly $200,000 a year and it is a pittance when you bear in mind the vastness of this business. This $200,000 would be raised and used first, for the purpose of continuing the activities of the association, and secondly, to express proper appreciation of the spirit of the gentlemen who have come here at a sacrifice of their own time and money to explain to us the conditions of the whole industry.

"These gentlemen should be supported in their efforts to extend the limits of the trade market and make it national and international. Just stop and figure a few minutes. What is $200,000 when spread out over an industry of this vastness? In the two states are produced something over six billion feet of lumber in normal times and its value runs from $75,000,000 to $85,000,000. Shingles add $15,000,000 to this and by-products are worth $10,000,000 or $15,000,000 more and then there are the pilings, which make the whole lumber value produced annually somewhere around $180,000,000. Now, what is $175,000 a year to support and maintain and develop such an industry as that? What is it when a matter of even $100,000,000 is involved?

"You cannot afford not to have the assistance of the West Coast Lumbermen's Association or the National association and they cannot afford not to have you co-operating with all who are interested in lumber in any way." (Applause.)

Major Everett G. Griggs, of Tacoma, Wash., made a very fine talk, during which he referred to the excellent work done by the Pacific coast associations, and also made some important references to politics.

Reception to Downman Party in San Francisco

Reference was made in a telegram filed in San Francisco November 23, and printed in the LUMBER WORLD REVIEW of November 25, to a reception given to R. H. Downman and party in San Francisco upon that day. A brief account of the DETAILS of that happening follows:

It was a mass meeting of lumbermen that convened in the ballroom of the Palace hotel at San Francisco, representative of ALL BRANCHES of the lumber trade of California, manufacturers, retailers, wholesalers, ship owners, barrel manufacturers, bankers, and timber land owners. One hundred and seventy-eight people sat down to luncheon in the Palace hotel that day.

A great red, white and blue shield hung above the presiding officer's head, which contained the new slogan of the National Lumber Manufacturers' Association, done with wooden blocks, and reading "There Is a Wood for Every Need"—designed by A. B. Wastell. Mr. Wastell also had the table decorated with wooden houses and various diminutive wooden buildings manufactured of redwood and California sugar pine and white pine, done by the Art Toy Co., of San Francisco.

Captain Selfridge, of San Francisco, at the close of the luncheon, welcomed the guests, saying:

"Gentlemen, this is a gathering of lumber manufacturers, wholesalers, carriers and retailers, to hear a MESSAGE, or rather a GOSPEL of more intense co-operation, as not only PREACHED but as PRACTICED by the bearers of this message. They have traveled many miles and spent many hours in preaching this gospel elsewhere; and, headed by R. H. Downman, president of the National Lumber Manufacturers' Association, they are here today. It is my great pleasure to introduce to you F. J. Koster, president of the San Francisco Chamber of Commerce, who will welcome them for you."

SAN FRANCISCO SPEAKER CAPTURES HEARTS OF LUMRERMEN.

It is not often that the welcoming speeches of mayors who present the keys of cities—and civic unction to visiting commercial bodies to those cities—mean anything or are worth a line of type. The address of Mr. Koster was for its brevity, its incisive logic and its pure diction a remarkable speech and it is printed in full:

"I welcome this opportunity to join with you in extending sincerest greetings to these guests. The San Francisco Chamber of Commerce particularly, should have the privilege of extending to them that welcome; the San Francisco Chamber of Commerce today—perhaps more than ever before—represents the co-operative spirit of the best element in the city of San Francisco.

"I do not say that in any spirit of egotism, but rather in one of appreciation. Furthermore, the lumber and allied industries being one of the most important elements in the wealth of our state and of our coast, therefore, the CONDUCT of those industries, the WELFARE of those industries is an important factor in the prosperity of this western metropolis.

"The San Francisco Chamber of Commerce, in its articles of incorporation, states that its object is to further the welfare, public and commercial, of the city of San Francisco, of the state of California, and of the Pacific coast, therefore, it should take very deep concern in the progress of the lumber industry, lumber being, as I have said, so important an element in the wealth of the Pacific coast.

"You are to be addressed upon this subject of co-operation by leaders in your industry! I sometimes wonder if the rank and file know what it means to TAKE leadership in any such co-operative effort. I wonder if you often fully appreciate that on the part of such a leader it means, first, that he has got to give his share, and, usually more than his share of money, more than his share of time, and a whole lot of his heart and his energy to carry forward a cause in which he, perhaps, is a very minor beneficiary.

"I am happy, therefore, in having this privilege of saying these things to you before you attend the addresses of such men as Mr. Downman. I have not had the privilege of meeting him until a very short time ago. Captain Selfridge has been good enough to say a few words to me concerning the work that he is doing.

"Gentlemen, I believe that in addition to doing our best—each in his own particular sphere—it is absolutely essential that we get together and give a PART of our time and as MUCH of our money as we can spare towards the common cause, and that every man of us must consider it part of his own particular PERSONAL DUTY.

"Now, we have in this country today conditions which are, to say the least, somewhat discouraging. We can only counteract those influences by getting together and giving a personal service in our organizations to counteract those influences. It is a part of our business that we cannot get away from. Business today, to be successful, must be scientifically constructed. That means that we must consider every influence that in any way at all bears upon our business and its success; it means that we have got to fight adverse legislation; we have got to stimulate desirable legislation; we have got to see that there are decent, right-minded public servants in office; we have also got to co-operate upon those things that are necessary to present our entire scheme in its most favorable light all over our country and all over the world. Particularly is this true of us who are in wood work and to the timber owners and to the barrel manufacturers. I said to Mr. Downman that I do not know of any other line of business in which we, as a class, have been such rank quitters in everything that has confronted us in the way of a competitor in the nature of some other material. Therefore, when I ask you to join in these organizations, to give your own time, give your money, it is not at all altruistic; it seems to me it simply is good, sensible business.

"We of the Pacific coast are the custodians—I believe I am right in saying—of the greatest timber wealth that remains upon the face of the earth today. Let us be Californians, westerners with a big western spirit, and let us do our share towards making most of that wealth, not only for the immediate present, but to conserve it properly for posterity in the way that we handle each his particular share of this business.

"I wish again to say that it affords me a very great privilege to be here with you, and to extend the welcome of the San Francisco Chamber of Commerce to these guests."

Capt. E. A. Selfridge, Jr.: "The pioneer of this movement—which began some years ago in Louisiana and which has grown to such great proportions at the present—is a gentleman who is broad-minded enough, and at the same time charitable enough, also at the same time with sufficient common sense to realize that as long as he holds the stick he does not care who comes under the umbrella. This message may be said to have been brought to us by what has been frequently termed the 'Umbrella Squad.' The chief of this squad is R. H. Downman, a large cypress manufacturer and president of the National Lumber Manufacturers' Association, whom I take great pleasure in introducing."

MR. DOWNMAN RESPONDS TO FLATTERING INTRODUCTION.

In replying to Captain Selfridge's flattering introduction Mr. Downman said that the party had not always been referred to as the "Umbrella Squad." When in Spokane they were spoken of as the "Billy Sunday Squad." Mr. Downman hardly thought the comparison appropriate. Billy Sunday WORKED FOR MONEY and GOT IT! Mr. Downman said that C. R. Johnson had complimented

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him with the statement that he was the man who had put the "C" in co-operation, and that while that might be true, he wanted the lumbermen of the United States to be the men who put the letter "C" in cash. He doubted if co-operation in lumber circles began in Louisiana, but the cypress people had stabilized the selling value of their product at $22.50 a thousand for the last seven years by forceful advertising, and he thought that the service would have been cheap—really—at a dollar a thousand—and he would willingly have put up that amount of money personally.

Mr. Downman said further:

"Mr. Koster referred to his conversation with me to the fact that most people did not know what a barrel was. The barrel is one of the earliest articles manufactured by human beings, and, in fact, it was the earliest, except the wheel; yet the people in the barrel manufacturing business do not let the public know that. I made a statement in Portland the other night that as little as we think about it, about 80 percent of the people in the United States never heard of Douglas fir. A gentleman in the audience took exception to that, and said that was not true, because it was referred to in Holy Writ, where it tells of the man who built his house of cedar and fir. That did not prove anything to ME, because 85 percent of the people do not read the Bible!

"The spirit of co-operation should not only exist between lumbermen, but it should exist between lumbermen and other citizens of the United States and the government. As Mr. Koster has said, it is our duty to co-operate and get a good government and co-operate with it after you have that government. You only deserve the government that you elect.

"I have a paper prepared, and unless I have got it before me I am up a tree, and do not know what to say, and as my friend, Bolling Arthur Johnson, says, when I get mad I can make 'a hell of a speech,' but I am not mad yet. With thanks for your very kind welcome—which is the second one I have received in this great Golden Gate city—I will close my remarks and continue them at the general meeting."

FEATURES OF MR. DOWNMAN'S FORMAL ADDRESS AT SAN FRANCISCO.

After an adjournment of ten minutes the luncheon party assembled in the other end of the room, and, Captain Selfridge presiding, announced that the addresses that would be delivered would be done by men who had given a great deal of time and throught to the work. He invited those present to shoot the ideas of the visitors full of holes

SLOGAN OF THE NATIONAL LUMBER MANUFACTURERS ASSOCIATION.

if possible, but in the event of being successful in that that those who did the shooting should furnish something to plug the holes up with afterwards.

Mr. Downman outlined the work of the National association as he had previously done in several cities, and then diverted to a recent activity that had been thrust upon the association by the meeting of the lumbermen and the Forest Service, Department of Foreign and Domestic Commerce and Federal Trade Commission, who at a conference held in Chicago, August 21, to promote the proposition of sending five "Trade Commissioners" abroad to study the foreign requirements in lumber in Europe, and how he had endeavored to raise this money by a personally signed circular letter to 800 people, with the hope of raising the money, but to which he only had thirty satisfactory replies.

He told a very interesting story about the National Lumber Manufacturers' Association having been appealed to in the car shortage trouble and asked to interest the Interstate Commerce Commission in the difficulty, which had actually resulted in a call for a general hearing on the subject, much to the credit of the lumbermen in interest. The National Lumber Manufacturers' Association had come to be credited with an honesty of purpose by the government. That thing alone was worth all that the National Lumber Manufacturers' Association had ever cost the people who eked out the small amount of money to support it.

He referred to the old "car stake" case, where the lumbermen had gone before the Interstate Commrce Commission with a perfectly good case, but those interests could not get the money to prosecute the affair, consequently the commission never got the facts, and, the railroads, ever alert and on the job, snowed the lumbermen under.

He urged a cutting down of the production of lumber on the Pacific coast, and said he had been in one sawmill in the state of Washington which wasted each year more lumber than all of his cypress sawmills produced.

Referring to the export trade and the necessity for co-operation of all exporters in the large companies to handle that trade, he announced his belief that if the Webb bill is not amended to any great extent by the senate at the short session of congress convening in December, that it will be passed without question.

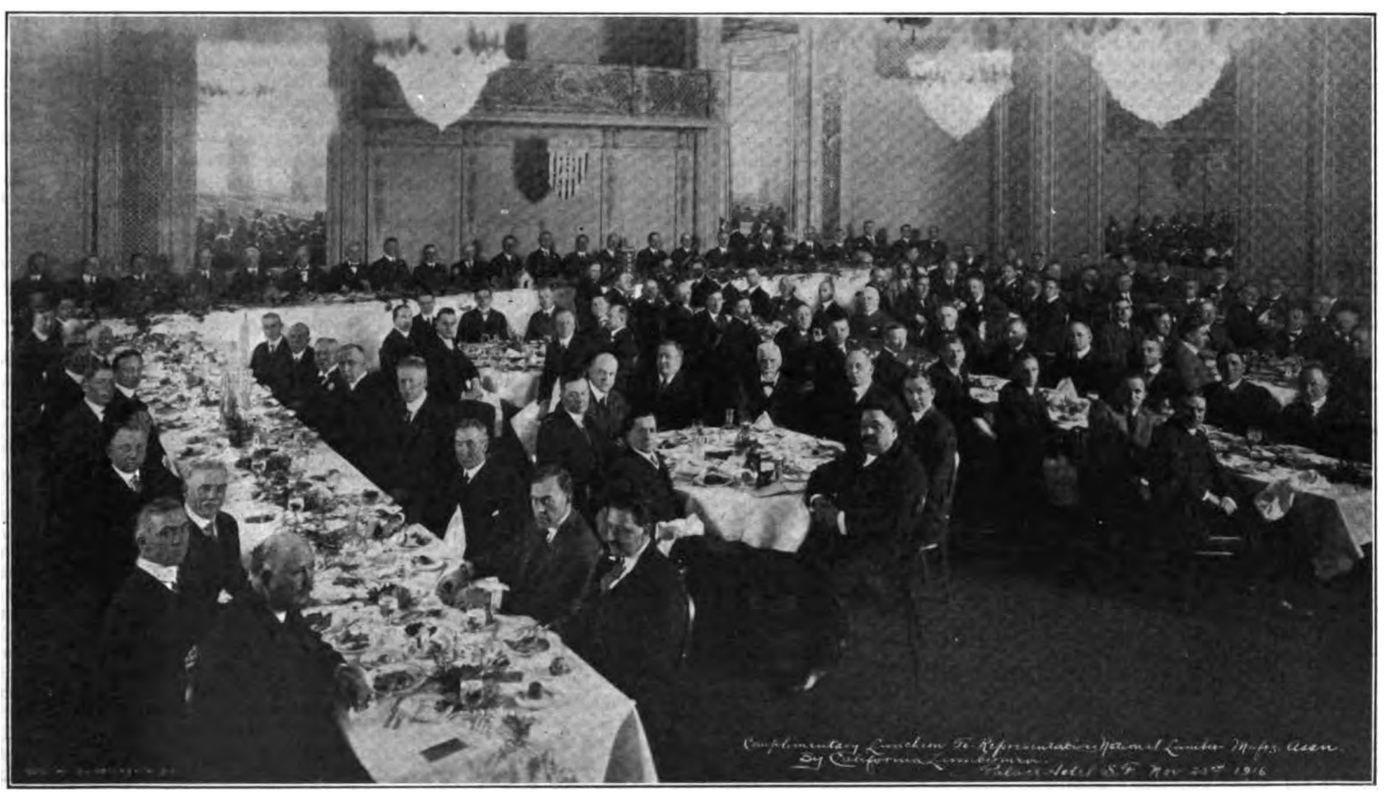
He referred to the Inter-Insurance Exchange of the National association, and said that it had started about a year ago with about thirty-five subscribers and $675,000 at risk, and that today the exchange was carrying about $8,500,000 on selected plants.

He fully discussed the Trade Extension department and recounted its activities and necessities.

Concerning the revision of building codes in many cities he said he hoped that no particular branch of the trade like the "Rite-Grade" shingle people of Washington, would undertake to appear before the various councils of the cities which are changing their codes, but would let the National Lumber Manufacturers' Association do that—it being fitted to do that sort of work IMPERSONALLY, and, therefore, more EFFECTIVELY.

Mr. Downman paid his respects to the "substitutes" and showed that, when the lumbermen got busy, they had an ability to create more interesting shows in the building exhibits which were being held all over the country than any substitute for lumber had done or could DO; but the lumbermen must have money, in order to institute investigations in a scientific way that they might meet the scientifically managed substitute prosposition.

He thought the retail dealers were co-operating more fully than they had in the past, but that really all the National Lumber Manufacturers'



LUMBER CLANS OF CALIFORNIA BREAKING BREAD TOGETHER IN THE PALACE HOTEL, SAN FRANCISCO.

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sociation needed was money with which to accomplish all its ends.

MR. TURNBULL TELLS OF NORTH CAROLINA PINE PROTECTION.

Following Mr. Downman's talk A. R. Turnbull made one of the best talks of the series.

His first view of the National Lumber Manufacturers' Association slogan, coupled with the imminent possibility that he would have to make a speech that day, had led him to paraphrase the slogan, or rather to turn it about so that it would read: "There is a WORD for every need," rather than "There is a WOOD for every need." It was a rather whimsical thought, perhaps, but there really is a word which should mean to the lumbermen more than all the words in the Bible, even, and that word is "co-operation."

He told the story of the North Carolina Pine Association, which has been previously printed in these memoirs of the trip. He had not come along with this aggregation as a spellbinder, but he was glad that he had assisted in bringing along a message of good cheer, for the trip had been to him also a message of good cheer, as he had ascertained that "instead of our holding the umbrella for you, you will have to hold the umbrella for yourselves. If anyone needs co-operation you need it."

When he had first gone into the south to take hold of a plant there he found lack of harmony among all the departments. The logging department, the sawmill and the yards, were just as much apart as if they did not belong to the same firm. The woodsmen would not do 5 cents worth more work on a log if it saved the millman 50 cents. He thought that same thought applied to their associations. You do not gain anything by hampering the other man.

He said if the lumbermen of the west expected to make a profit by the diminution of the lumber products of the east, many of the western lumbermen would be taken care of by the undertakers before that happened; that Maine alone produces 1,000,000,000 feet of lumber a year. The association which he represented covers a territory in which they are cutting annually 2,500,000,000 feet of pine alone, and that was where—as a matter of fact—lumbering first began in America.

Mr. Turnbull threw his consternation boom when he told the Californians that he had recently purchased a very considerable body of timber of a man who—as a boy—had ploughed corn on that same land, and that the marks of the corn rows were yet visible, and yet he was getting 25,000 feet of lumber per acre from that land at the present time, and that he would get more profit out of those trees than the Californians would get out of theirs. Furthermore, he could market his lumber on a freight rate of from $1 to $3 a thousand and make the lumber with negro labor where the carriage riders only demanded $2.25 to $2.50 a day.

He urged, above all other things, that the lumbermen of the coast should have the direct handling of their inspection bureaus, and should have the exclusive service of an inspection bureau working only for the association, and not doing outside work.

Following Mr. Turnbull's address, R. B. Goodman delivered a similar address to the one he had first delivered in Spokane, and which was printed in our issue of November 25.

H. D. LANGILLE EXPLAINS FEDERATION PLANS.

H. D. Langille was called upon, and explained very succinctly his admirable plan for a Forest Production Federation, which was listened to with great attention.

Following Mr. Langille's talk Mr. Downman said that if the National association was a top heavy thing in regard to its organization, it was probably top heavy because its anchor was not sufficient, and that the anchor was the everlasting lack of money that he had referred to once or twice before; however, if there was anything the matter with the organization which produced that brand of apathy which made it possible for the semi-annual meting of stockholders to be called, and result in only one man showing up, as had occurred last January, he for ONE stood willing to make any repairs to the old boat which would make it draw more water and move with more alacrity.

FORESTER ALLEN ON WORK ACCOMPLISHED.

E. T. Allen, of Portland, was introduced, and recounted what had been accomplished by the committee on its trip from Spokane to San Francisco.

He spoke specifically for the timber owners, 4,000 in number, covering in their holdings 15,000,000 acres of land. The timber owners realized that a market for lumber is necessary, if there is to be a market for their trees, and he believed they would contribute to the trade extension work of the manufacturers; that while the timber owners were not quite ready to give up their identity or to go quite so far immediately, as the Langille plan proposes, the timber owners' organizations seemed ready to contribute some money towards market extension, and certainly to federate or co-operate in any reasonable way.

Although Mr. Allen did not speak officially for the Western Pine and West Coast lumbermen's associations he bore witness to the fact that they had each in open meeting given out that it was the sense of those meetings that their contributions to the National association should in the future be not less than 1½ cents a thousand on their production; and that Messrs. Downman, Keith, Goodman and Turnbull had pledged their personal endeavors to see that their associations would follow suit in like amount.

On motion of C. R. Johnson a committee was authorized to consider the matter for the Redwood Lumber Manufacturers' Association; and, on motion of R. J. Thorson, a like committee was authorized to be appointed to act for the California Sugar and White Pine Association. These committees were to be appointed later.

A vote of thanks was extended to Mr. Downman and his committee. The meeting adjourned.

THE VISIT OF THE WISE MEN OF THE EAST.

San Francisco, Cal., Dec. 2.—The visit of the "Wise Men from the East," the Downman party, is over, but the effect of the message of co-operative good will which they brought will be far-reaching. The time of this conference was particularly timely as a climax of approval and encouragement to several newly formed associations. Of these the California Redwood Association was organized last spring and is gradually catching its stride in trade extension and statistical information, under Secretary E. E. Myers and President E. A. Selfridge, while A. Larsson, traffic manager, has been active in general freight rate and claim adjustments and specific presentations before the Interstate Commerce Commission. This association has been supporting the National on the old basis of $2 per million of production but as a result of the appeal by the National missionaries, will doubtless decide to increase to 1½ cents a thousand.

It is also expected that several companies of redwood manufacturers not previously affiliated with the association have become inoculated with the spirit of co-operation that was apparent at luncheon, conference and committee meetings. This effect is also expected among some of those who have stood out among the white pine manufacturers from joining the California White & Sugar Pine Association for sundry reasons. This association has made excellent progress since organizing last summer with Harold Mortenson of Klamath Falls as president and E. A. Blocklinger as secretary. The bureau of grades has been well established, information and statistics are compiled and distributed and a new feeling of confidence has been created among all white pine manufacturers, even those who have not yet joined the association. This was exemplified at the quarterly meeting and banquet held at the Palace Hotel, Friday evening, November 17, when good reports and ambitious plans were discussed by members and non-member invited guests. Committees were appointed on freight rate adjustments and statistical reports, after general discussion. On the former are E. H. Cox of the Weed Lumber Co., C. R. Wisdom of the Red River Lumber Co. and A. M. Mortensen of the Fruit Growers Supply Co. On the statistics are M. H. Grover of the Fruit Growers' Supply Co., F. O. McGavic of McCloud River Lumber Co., and C. R. Wisdom of Red River Lumber Co. The experiment of holding a banquet in connection with business meetings was considered a success and will doubtless be continued. Definite action on signing up a contract with the National Lumber Manufacturers' Association will come up at the directors' meeting on Dec. 15.

A somewhat unique feature of the San Francisco conference was the interested participation of the retail lumbermen. Matthew A. Harris of the Van Arsdale-Harris Lumber Co. was on the committee of arrangements and as he is president of the San Francisco Retail Lumber Yards, another new association, he stimulated a big attendance of local retailers here and also of the East Bay district. His purpose was for them to catch the enthusiasm of the visitors and also to impress the manufacturers that the retailers are ready to help in lumber trade extension, that they are primarily lumbermen and not "building material merchants" and that they want co-operation of manufacturers in correcting trade abuses, such as manufacturers selling to any irresponsible scalper or curbstone broker. This association of retailers is formed along ethical lines and ideals to better the trade and promote reciprocal relations between manufacturer and retailer.

Another new organization represented at the conference was the Douglas Fir Exploitation and Export Co., by its general manager, A. A. Baxter, and president, W. H. Talbot. This company has only been active since November 1 and has had remarkable success in booking to date thirty million feet of fir for export. This company is operating as a clearing house for the fir mills, most of which have joined, and deals with the established exporters who have offices in San Francisco as a unit, making for stable prices and fair distribution of orders, and has been well received by the exporters, who first were somewhat quizzical as to its purpose and scope, fearing it might prove a rival. Finding that the company was not putting out foreign representatives except to exploit and extend the use of fir lumber abroad by campaigns of education and not direct selling, they took kindly to the idea of dealing with one medium instead of many and, too, have the advantage of dealing with a man who is familiar with every detail of the export game.

This operation therefore is very similar to the Redwood Export Co. plan which has been successfully carried out for several years as referred to in a separate article.

In the domestic fir trade the vital local organization is the Douglas Fir Club, which holds meetings every two weeks in connection with a luncheon at the San Francisco Commercial Club. These meetings are well attended, eligibles are the direct representatives, whether salaried or commission, of Douglas Fir Mills and most of the mills having representatives here are members. At the last meeting A. A. Baxter, formerly of the Chas. Nelson Co., withdrew from the presidency, on account of going into the export trade, and Vice-President C. R. McCormick became president, and R. O. Wilson of the Fyfe-Wilson Lumber Co. was elected to the vacancy on the board of directors. F. V. Paramino of the Robert Dollar Co. is the secretary. As a token of appreciation the retiring president, A. A. Baxter, was elected an honorary member of the club. Reports that the fir mills had raised their prices in the rail trade $1 a thousand encouraged those present to continue a stable cargo price of $14.50, base at San Francisco and $15.50 in southern California, the difference representing increased boat charter rate south. Reports showed the car shortage becoming more serious, while putting new boats into service had not affected boat shortage, as boats are constantly being withdrawn to haul other commodities to Mexico and the west coast of South America, and many larger coasters to the Atlantic seaboard.

Reports from the redwood mills show an advance of $1 a thousand all along the line of clear and common grades, effective December 1, making the discounts off the list $5 on clears and $7 on commons. It is considered that although cars are not obtainable to suit the need, that there is good business sense in getting fair value on such as is booked and that buyers are able to stand the advance as country trade is looking up and prompt delivery should pay a premium.

All signs point to the establishment of a redwood selling company or sales agency in the California trade to handle exploitation and selling in the home territory, through co-operation of several mills to reduce overhead expense.

It is thus evidenced that San Francisco lumbermen are well organized as to species and that they consider great value attaches to the impetus given co-operative endeavor by the gospel of good will preached last week. In reference to the chief apostle, of whom C. R. Johnson, president of the Union Lumber Co., said at the luncheon-meeting preceding the formal conference: "Downman, you are certainly the man who put the C in Co-operation," and Mr. Downman quickly retorted, "I want you all to be the men who put the C in Cash."

NORTHERN CEDAR OPERATORS.

The annual meeting of the Northern White Cedar Association, it is announced by Secretary N. E. Boucher, will be held at the Radisson Hotel, Minneapolis, Minn., Tuesday and Wednesday, January 30 and 31. As customary in the past, no fixed program has been arranged, but important matters relative to conditions in the white cedar business will be brought up in regular order.

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General News of Associations and Clubs

CONVENTION DATES.

December 11—New York Lumber Trade Association, Waldorf-Astoria Hotel, New Yerk City. Annual meeting.
December 11-14—Southern Commercial Congress, Armory, Norfolk, Va. Annual meeting.
December 12-13—National Veneer and Panel Manufacturers' Association, Auditorium Hotel, Chicago, Ill. Annual meeting.
December 14—Northeast Missouri Lumber Dealers' Association, Kansas City, Mo. Annual meeting.
January 16-18—Northwestern Lumbermen's Association, Court House, Minneapolis, Minn. Annual meeting.
January 17—Indiana Hardwood Lumbermen's Association, Indianapolis, Ind. Annual meeting.
January 18—Southern Hardwood Traffic Association, Memphis, Tenn. Annual meeting.
January 19—American Oak Manufacturers' Association, Memphis, Tenn. Annual meeting.
January 18-19—Southern Illinois Retail Lumber Dealers' Association, Armory, Cairo, Ill. Annual meeting.
January 18-19—American Forestry Association, Willard Hotel, Washington, D. C. Annual meeting.
January 20—Gum Lumber Manufacturers' Association, Memphis, Tenn. Annual meeting.
January 23-24—Retail Lumber Dealers' Association of Indiana, Claypool Hotel, Indianapolis, Ind. Annual meeting.
Januuary 23-24-25—Mountain States Lumber Dealers' Association, Brown Palace Hotel, Denver, Colo. Annual meeting.
January 23-25—Empire State Association of Wholesale Lumber & Sash & Door Salesmen of the State of New York, Onondaga Hotel, Syracuse, N. Y. Annual meeting.
January 24—National Lumber Exporters' Association, Pittsburgh, Pa. Annual meeting.
January 24-25—Retail Lumber Dealers' Association of the State of New York, Onondaga Hotel, Syracuse, N. Y. Annual meeting.
January 24-25—North Carolina Forestry Association, Raleigh, N. Car. Annual Meeting.
January 24-26—Western Retail Lumbermen's Association, (Canadian) Winnipeg, Man. Annual meeting.
January 24-26—Ohio Association of Retail Lumber Dealers, Deshler Hotel, Columbus, Ohio. Annual meeting.
January 24-26, 1917—Southwestern Lumbermen's Association, Muehlebach Hotel, Kansas City, Mo. Annual Meeting.
January 25-26—Northern Hemlock & Hardwood Manufacturers' Association, Hotel Pfister, Milwaukee, Wis. Annual meeting.
January 30-31—Hardwood Manufacturers Association of the United States, Hotel Sinton, Cincinnati, Ohio. Annual meeting.
January 30-31—Northern White Cedar Association, Hotel Radisson, Minneapolis, Minn. Annual meeting.
January 31-February 1-2—Chamber of Commerce of the United States of America, New Willard Hotel, Washington, D. C. Annual meeting.
February 7-8—Retail Lumber Dealers' Association of Pennsylvania, Fort Pitt Hotel, Pittsburgh, Pa. Annual meeting.
February 7-8-9—Nebraska Lumber Dealers' Association, Hotel Rome, Omaha, Neb. Annual meeting.
February 7-9—National Association of Box Manufacturers, Hotel LaSalle, Chicago, Ill. Annual meeting.
February 11-12—National Builders' Supply Association, Hotel Sherman, Chicago, Ill. Annual meeting.
February 14-16—Western Retail Lumbermens' Association, Hotel Davenport, Spokane, Wash. Annual meeting.
February 14-16—Illinois Lumber & Builders' Supply Dealers' Association, Hotel Sherman, Chicago. Annual meeting.
February 20—Lumber Dealers' Association of Connecticut, Hotel Taft, New Haven. Annnual meeting.
February 20-22—Wisconsin Retail Lumber Dealers' Association, Hotel Pfister, Milwaukee, Wis. Annual meeting.
April 10—Lumbermen's Association of Texas, Galveston, Texas. Annual meeting.

SOUTHWESTERN HARDWOOD TRAFFIC ASSOCIATION.

Little Rock, Ark., Dec. 7.—At a meeting held in the Marion Hotel of Little Rock last week about thirty hardwood manufacturers of the state formed themselves into what is known as the Southwestern Hardwood Traffic Association. This organization will be affiliated with the Southern Hardwood Traffic Association, which has its offices in Memphis, but will be operated separately so far as financial support is concerned. J. H. Townshend, who has had charge of the Southern association, will also serve as secretary of the new association. An office will be opened in Little Rock some time during this month. The directors of the new organization plan a meeting in Little Rock on the 9th instant to perfect all arrangements for opening the association's office. The officers of the new organization, in addition to the secretary, are: H. W. Coles of the Arkansas Oak Flooring Co., Pine Bluff, president; D. S. Watrous of the Little Rock Lumber & Manufacturing Co., Little Rock, vice-president; and Ray McIntyre of J. F. McIntyre & Sons, Pine Bluff, treasurer. The directors are: Frank Fee of the Fee-Crayton Hardwood Lumber Co., Dermott; H. W. Gregory of the Bliss-Cook Oak Co., Blissville; J. R. Hamlin of the J. H. Hamlin & Sons, Little Rock; C. H. Murphy of the Saline River Hardwood Lumber Co., Pine Bluff; and W. H. Wheeler of the Norton-Wheeler Stave Co., Pine Bluff.

It is expected that the membership of the association will be increased to approximately 150, as the organization is open for membership by all manufacturers of hardwood lumber, including manufacturers of staves, heading, etc.

MEMPHIS LUMBERMEN'S CLUB.

Memphis, Tenn., Dec. 5,—Announcement will be made of candidates for office in the Lumbermen's Club of Memphis for the ensuing year at the regular semi-monthly meeting to be held at the Hotel Gayoso Saturday, Dec. 9. The election itself will be held Dec. 16.

Pres. Nickey, at the meeting held Saturday, Nov. 25, appointed the two nominating committees as follows:

Number 1—John M. Pritchard, secretary Gum Lumber Manufacturers' Association, chairman, G. E. Beckendorf and E. L. McLallen.

Number 2—F. W. Dugan, F. W. Dugan Lumber Co., chairman, Walter Holgrafe and Bart C. Tully.

Between Dec. 9 and Dec. 16 electioneering will be the order of the day, but it will be conducted in the same friendly spirit which has characterised such efforts on the part of candidates and their friends for a number of years. As a matter of fact, the lumbermen are brought closer together through these election campaigns and a spirit of loyalty and friendliness is developed which always results in very great good to this organization. There is no doubt that the nominating committees will select able candidates for the various offices and that, whoever may be elected, the affairs of the club will be in exceptionally strong hands.

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association was present at this meeting and gave a report of his recent trip to Washington. While there he attended a meeting of the national council of the Chamber of Commerce of the United States, which is planning to send out a referendum on several subjects, including the proposed enlargement of the Interstate Commerce Commission, the proposed plan to give the commission sole power in the regulation of freight rates, and the proposed law to divert all railroad taxes to the federal treasury.

Henry J. Davis of Henry J. Davis & Co., Clarksdale, Miss., and Chas. P. McManus, resident manager of the Probst Lumber Co., Cincinnati, were elected active members.

On motion of H. B. Weiss, chairman of the membership committee, Earl Palmer, who recently removed to Memphis from Paducah, Ky., was elected an active instead of associate member.

OAK MANUFACTURERS PLAN AN ACTIVE CAMPAIGN.

Memphis, Tenn., Dec. 4.—At the meeting of the executive committee of the American Oak Manufacturers' Association, held here Saturday, November 25, plans were laid for a big advertising campaign in behalf of oak lumber to be undertaken as soon as the secretary, Benjamin Aiken, of New York, arrives to take up his active duties. This publicity campaign is expected to prove one of the principal activities of the new organization and those who have become identified with this association and who have seen the accomplishments of publicity work in behalf of other woods are positive that a decided impetus will be given to the demand for oak when the campaign has been fairly gotten under way.

It was likewise decided at this meeting that the first annual meeting of the American Oak Manufacturers' Association should be held here, January 19. Following this decision on the part of the committee, it was announced that the Southern Hardwood Traffic Association would hold its annual meeting January 18. It has already been announced that the Gum Lumber Manufacturers' Association will hold its annual meeting January 20. It will be seen from the foregoing that these three organizations will meet on three successive days and this arrangement has been worked out because of the interlocking of members in the three associations, many of those identified with one being identified likewise with one or more of the others.

It was also decided that these three associations should co-operate in a plan looking to the placing of the offices of each on the same floor of one of the big down-town buildings in order that members having to transact business with more than one of them might do so with as little inconvenience as possible. This is another plan growing out of the interlocking of memberships in these three organizations.

The membership committee made a very favorable report at this meeting, showing that about a dozen new firms had enrolled since the organization of the association on November 10. This committee is proving particularly active and it is meeting with much encouragement in its efforts to increase the membership. The association idea is gaining a big hold on all branches of the lumber trade and this of itself helps those who are seeking to enroll members in the American Oak Manufacturers' Association.

James E. Starke said that he and other members of the executive committee desired to impress upon all oak manufacturers the fact that Mr. Aiken is a lumberman first of all and that as such he is amply qualified to fill the position to which he has been elected. But they want to go a step further and impress upon all members, actual and prospective, the increased qualifications for the position possessed by Mr. Aiken because of the wide experience he has had in advertising since he is thus rendered a publicity expert of the first water.

All members of the executive committee were present with the exception of F. R. Gadd, of Chicago.

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Northwestern Hardwood Lumbermen's Association

Minneapolis, Minn., Dec. 6.—The Northwestern Hardwood Lumbermen's Association held its twenty-ninth annual meeting here yesterday at the West hotel, followed by a banquet served in the Colonial room to a group of sixty hardwood lumbermen and their invited guests. The business session was of great interest, and presaged a spirit of progress that is expected to make the association a larger factor in the trade. The economic importance of the jobber was emphasized.

Election of officers for the ensuing year resulted as follows:

President, P. M. Parker; vice-president, Payson Smith; secretary, J. F. Hayden; treasurer, F. H. Lewis.

Standing committees: Arbitration, T. T. Jones, N. C. Bennett, Harry P. Sutton, J. M. Okoneski and P. M. Bartelme.

Membership, D. F. Clark, H. Booraem and D. R. Stanton.

The meeting was called to order by President T. T. Jones. Secretary J. F. Hayden read the minutes of the last annual meeting, which were approved. The W. L. Joyce Lumber Co. and the Robert Duncan Lumber Co. were voted in as new members. Two members had dropped out in the year, D. F. Clark said, in reporting for the membership committee.

President Jones, in his annual address, spoke of the future of the hardwood jobber. He pointed out that the jobber is the expert salesman and student of the hardwood lumber business, and declared that elimination of so important a factor would be a mistake. There has been some talk, he said, on the part of some manufacturers to sell direct from mills, but he looked upon this as a grave mistake. "It is impossible for the hardwood lumber business to exist without the jobber," said President Jones. "It would be like expecting a business to get along without a sales manager. Take the expert out of any line of business and you would remove the element that makes for the success of that business." He spoke briefly of changes in the rules, and said that any changes for the good of the industry should be welcomed by wholesalers, jobbers and retailers.

A. F. Wrbsky reported for the railroad committee, detailing changes in rates put into effect in the year. He also touched upon the proposed rule of the Interstate Commerce Commission to increase demurrage charges.

Several members discussed the demurrage feature. D. F. Clark, as a member of the traffic committee of the National Hardwood Lumber Association, said he was eager to get the consensus of opinion.

H. Booraem said he believed higher demurrage charges would hasten lumbermen in general, but he felt it a duty of the railroads to provide cars. A higher rate should not be imposed, he said, if other remedies are at hand.

J. M. Okoneski opposed increased demurrage charges, stating that present conditions are abnormal, and rules should not be changed now lest they become permanent.

Payson Smith said he believed the federal authorities can correct the present evils if shippers do not use freight cars for warehouse purposes.

President Jones said that if demurrage rates are raised it would cut down, if not wipe out, the jobbers' present narrow margin of profit.

Secretary J. F. Hayden explained how he had obtained prices from members last year and made an average price, which he submitted to reporting members. He asked if it was planned to continue the practice this year. P. M. Parker moved that the same method be continued in force. D. F. Clark moved to amend by having a committee of five members fix a price list, which would be published and given circulation. President Jones opposed the idea of a published list. Mr. Clark said he would not be too insistent, but thought his idea would work out to the general benefit of all. F. H. Lewis thought a published list would tend to raise the demands of mill men in selling to the Twin City wholesalers. After considerable discussion the association voted to continue the price list the same as last year.

"The Hardwood Business, Past, Present and Future," was the subject of an interesting address by Payson Smith. He reviewed briefly the battle over the rules, stating that manufacturers are bitter in some instances against jobbers who refuse to accept the changes urged. He said he would consider it a calamity should the manufacturers withdraw and set up a separate association, for such action would lead to conflicting interests. He declared that co-operation is still much needed in the lumber business, a business, he said that has to date obtained the smallest compensation for money and effort involved than any other industry in the country. "The jobber is a good customer, so long as he uses for his slogan: 'Uniform Prices, Straight Grades and Service,'" said Mr. Smith. "The jobber is able to give the retailer that personal service which the distant mill is not prepared to give. So long as the jobber is fair to the manufacturers, himself and the dealer, there need be no talk of the direct selling of hardwood lumber."

J. M. Okoneski told of the grade changes proposed by the Wisconsin manufacturers. He thought that they would be bad for the jobber, but should be favorable to the large manufacturer and the yard trade. He said the proposed changes were at least workable, but at best would make some disturbance in values.

H. Booraem said that Twin City jobbers have a hard time to convince buyers that all grades of Minnesota hardwood lumber are not bad. He said it must be admitted that some of the native product is not high class. He urged that goods be labeled and sold for just what they are, and that the trade in general would be bettered by such rules of conduct.

A vote of thanks was extended to the retiring president, and the new president, P. M. Parker, was introduced. He thanked the members for the honor, and said he will work for real co-operation.

The banquet, in which vaudeville acts were liberally sprinkled, closed the convention. It was a banquet without a toastmaster or after-dinner speakers, and was all the more enjoyable on that account.

SOUTHERN PINE BAROMETER.

The weekly trade barometer of the Southern Pine Association for the week ended Friday, December 1, was sent out to the trade December 4. The compilation made from reports received from 154 mills was as follows:

	Cars	Feet
Orders on hand	29,806	631,052,632
Orders received during week	3,768	79,776,096
Total	33,574	710,828,728
Shipments during week	4,016	85,026,752
Balance orders on hand	29,558	625,801,976

The figures indicate a considerable improvement in the shipments, doubtless through the availability of a larger number of cars. There is an increase of about 11 percent over the shipments of the previous week and they recorded the heaviest shipments of any week from these mills since the week ended September 22. Orders show a falling off from the previous week, being the smallest of any week, with one exception, since September 1. The barometer shows that orders are below production for the week ended September 8 by 5,212,532 feet and that shipments exceeded the production by only 38,124 feet or four-tenths of 1 percent and it is the first time in any week since September 15 that the shipments have exceeded the production. The figures of the average orders, the average shipments per mill and the total unfilled orders in carloads from October 1 to December 1, are as follows:

	Mills reporting	Average orders, feet	Average shipments, feet	Total unfilled cars
Oct. 6	160	514,549	435,300	24,409
Oct. 13	152	636,911	509,140	26,196
Oct. 20	157	524,657	477,058	26,978
Oct. 27	159	524,696	521,244	27,304
Nov. 3	151	639,032	528,589	27,368
Nov. 10	160	569,178	491,203	27,994
Nov. 17	153	607,119	507,436	29,162
Nov. 24	154	615,638	495,892	30,085
Dec. 1	154	518,027	552,122	29,558

OWNERS OF CUT-OVER LANDS IN THE SOUTH TO FORM ORGANIZATION.

Memphis, Tenn., Dec. 4.—A meeting will be held here December 16 by owners of cut-over lands in the Mississippi delta to perfect an organization which will advertise these lands through a nation-wide publicity campaign and which will put forth every possible effort to attract immigration to what is regarded by them as the richest undeveloped section of the world. The area to be embraced in the membership of the association will extend from Cape Girardeau, Mo., and Cairo, Ill., on the north, to the extreme southern limit of the hardwood producing territory and will cover alluvial portions of the states of Missouri, Arkansas, Mississippi, Tennessee and Louisiana.

Jno. W. McClure, chairman of the organization committee which held a meeting here last Tuesday, has sent out invitations to 500 owners of such lands and it is expected that the majority of them will attend the meeting to which they have been asked, and it is likewise believed that the new association, to be known as the Southern Alluvial Land Association, will start with a membership representing at least 2,000,000 acres of such property.

The first step in the launching of this new association was taken at a meeting of the committee of 5 held here last Tuesday. Those who participated were: Jno. W. McClure, Bellgrade Lumber Co., W. B. Burke, Lamb-Fish Lumber Co., Charleston, Miss., W. C. Bonner, of J. H. Bonner & Sons, Heth, Ark., W. E. Hyde, Lake Providence, La., and Chas. E. W. Luehrmann of the Chas. F. Luehrmann Hardwood Co., St. Louis.

It was decided at this meeting that a separate and distinct association should be organized, that only the delta regions of the Mississippi Valley states should be represented in the association, that revenues for running this association should be derived from a small assessment on the lands represented, and that, as soon as the organization had been perfected and a definite revenue had been established, a nation-wide campaign in behalf of these lands should be launched. There was much discussion in favor of establishing a department of the Gum Lumber Manufacturers' Association to handle these cut-over lands but they are owned by so many interests that the plan of a separate and distinct association to advertise them was regarded as the wiser and better method.

"HOG" HOUSES—NOT "SWINE" HOUSES.

The National Lumber Manufacturers' Association a few weeks ago prepared and issued an elaborate pamphlet on the building of "swine houses," and the issuance of this pamphlet was widely advertised. As a result there were requests for copies of the pamphlet from all over the country, but it was noted that when the farmers wrote in they asked for the "Hog House" book and that the editors of various agricultural papers also referred to it as the "Hog House"—not "Swine House" book. From this it seems to be inferred that the polite term of "swine" is not much in favor with practical farmers, so that the next edition of the "Swine House" book, which Secretary Kellogg will shortly issue, will be entitled "Hog Houses."

AGAIN IN THE MARKET.

The Hinton Bros. Lumber Co., of Lumberton, Miss., announces that its order file has been reduced to such an extent that it is again in position to take on additional orders for its long leaf yellow pine. The company withdrew from the market several weeks ago in order that it might give better attention to the orders already on its books, and shipments on these orders are now so advanced as to permit the company to again offer some of its stock. Examination of the company's price list, as of December 1, shows that on the majority of its dimension items it is asking from $4 to $5 discount on its ordinary sizes of 2 x 4 to 2 x 12 up to and including the 20-foot lengths.

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The Latest News of the Lumber World

BIG COMPANY ORGANIZED AT SHREVEPORT.

Shreveport, La., Dec. 7—(Special Telegram).—The Peavy-Wilson Lumber Co. has been organized here with a capital of $1,000,000 fully paid in. The new company will build a mill with a daily capacity of 150,000 feet at or near Leesville, La., and it will also construct a railroad from Longleaf in Rapides Parish, on the Iron Mountain road, to a point on the Kansas City Southern road, probably to Leesville. The mill will get logs from a tract of 50,000 acres of timber land the Peavy interests recently purchased from the Southland Lumber Co., which is a corporation controlled by the Laird-Norton interests of Winona, Minn.

A. J. Peavy, of Shreveport, is president of the new company, S. R. J. Wilson is vice president, and John S. Welch is secretary and treasurer.

FINANCIAL TROUBLE IN ALABAMA.

Birmingham, Ala., Dec. 6—(Special Telegram).—The Newark Banking Co., and the American National Bank, of Newark, N. J., and N. W. Halsey & Co. of New York and Chicago, today filed a petition in bankruptcy in the United States court here against the H. H. Hitt Lumber Co., of Decatur, this state. The court has appointed W. W. Moss, of Norfolk, Va., as receiver.

The petition alleges that the H. H. Hitt Lumber Co. has an indebtedness of $628,000. A year ago the company reported actual assets of $742,996 and actual liabilities of $475,055, making a net surplus of $257,941. It has operated saw mills at Mt. Vernon, Ala., and at Mobile, Ala., and a box factory at Chattanooga, Tenn. The company was organized in 1911, at which time it took over the business of H. H. Hitt, who had been operating at Falkville, Ala. Mr. Hitt was originally financed by N. W. Halsey & Co. of New York and ran the mill until the present corporation was formed. The officers of the company at latest advices were: President, H. H. Hitt, Decatur, Ala.; vice president, W. H. Burch, Decatur, Ala.; secretary, James H. Jones, Decatur, Ala.; treasurer, E. H. Hatch, New York.

FEDERAL TRADE COMMISSION'S REPORT RELATIVE TO THE LUMBER INDUSTRY.

Washington, D. C., Dec. 9.—The Federal Trade Commission in its annual report to the president today has the following to say relative to its work on the lumber industry during the past year:

"An investigation of the lumber industry was initiated a number of years ago by the Bureau of Corporations, in accordance with a resolution of the senate, and though it issued several reports on this subject, some of the work remained uncompleted at the time of the organization of the commission. Since then certain new problems have developed in the lumber industry and the commission has been engaged in an investigation of these matters in co-operation with the Forest Service of the Department of Agriculture, and with the Bureau of Foreign and Domestic Commerce, Department of Commerce. These problems relate to the fundamental conditions of timber ownership, the manufacture of lumber, and the methods of distributing lumber products.

"Numerous conferences and hearings were had with other government agencies and also with representatives of the lumber industry and a definite plan of investigation was determined upon and the work commenced during the fiscal year 1916."

Taking up the question of the so-called Webb bill, with which all lumbermen are more or less familiar, and telling of its recommendation that some such law be passed by congress, the report says:

"This recommendation of the commission was given consideration by the committee on the judiciary of the House of Representatives, which reported a bill (H. R. 17350), commonly known as the Webb bill, embodying the principles recommended by the commission. This bill was passed by the house near the close of the present session, but there was not sufficient time left for its consideration by the senate.

"Particular attention, however, is called to the fact that the bill as originally reported to the house appears, in the opinion of the commission, to effectively meet the purpose for which it was drafted, yet, on the other hand, two amendments were made to the bill during the debate which seemed to give a basis for legal construction which might entirely nullify its purpose.

"The first amendment referred to was made in the first section of the bill. In order to permit co-operation only with respect to export trade, the term 'export trade' was originally carefully defined to exclude the manufacture or production of goods within the United States, but the amendment made it also exclude 'trading in or marketing' such goods within the United States. Obviously a successfully co-operative export organization would, in most cases, be obliged to purchase goods in the United States and therefore to trade in them.

"The second amendment referred to is found in the second section. This originally granted the right of co-operative associations for export trade, provided such association did not involve 'restraint of trade within the United States.' But the amendment added a further provision, namely, and does not restrain the export trade of the United States.' The commission is of the opinion that these provisions of the bill would not change the present law. But the very purpose of the bill was to clarify the law, while this amendment presents the same question of construction as the existing law. The law, therefore, would be neither changed nor clarified if the bill were enacted in the form in which it was passed by the house. Therefore the business man who is deterred from engaging in co-operative action in export trade by fear or doubt concerning the anti-trust laws would be left in exactly the same position as before."

MR. KEITH NOW CONVALESCENT.

The many friends throughout the country of Chas. S. Keith, president of the Central Coal & Coke Co., Kansas City, Mo., and also president of the Southern Pine Association, are gratified to know that he is now convalescing from a serious illness, with which he was attacked while at Portland, Ore., November 22. Mr. Keith comprised one of the party of eastern lumbermen who toured the Inland Empire and Pacific coast for the purpose of awakening interest in the work of the National Lumber Manufacturer's Association. He made notable speeches at Spokane, Tacoma, Seattle, Aberdeen, Portland and elsewhere. The party underwent many hardships on account of heavy rains during a part of its trip, and Mr. Keith caught a severe cold. An hour before the party was leaving Portland for San Francisco he was taken ill and received medical attention, but went on the train and on the day of his arrival at San Francisco was taken to a hospital. There pneumonia developed and involved both lungs. Mrs. Keith was sent for and has been with him during the critical period. He rallied, however, and at latest accounts was pronounced out of danger and rapidly regaining strength.

ENORMOUS ORDERS FOR RAILROAD EQUIPMENT.

Railroad authorities state that November witnessed the placing of the greatest number of orders for freight equipment of any month known in history. The total number of cars ordered was 56,530, at a cost of approximately $83,000,000, which establishes a new record, as never before in any single month have freight car orders exceeded 25,000 cars. During the eleven months ended December 1, 1915, the total of orders given for cars was less than double the quantity for which orders were placed in October and November alone. Foreign buyers purchased 1,000 freight cars during November at an approximate cost of $1,500,000. Aside from the orders given for cars in November, there were orders for 975 locomotives, of which 633 were for foreign delivery. There were also purchased during November 491 passenger cars and 737,000 tons of rails. The total purchases of railroad cars, ties, rails and other equipment during November amounted to $155,551,000 in value.

NEW SHIPS TO BE BUILT OF SOUTHERN YELLOW PINE.

Orange, Tex., Dec. 1.—Building activities at port of Orange, Tex., alone require 9,000,000 feet of yellow pine.

The five-masted, top-sail rigged schooner, City of Orange, was launched at the gulf port of Orange, Tex., November 19.

The launching was an event of importance not only in establishing Orange, Tex., among the new and important ship-building points on the southern Atlantic coast. It commanded the keen interest of southern lumbermen because all of the wood used in the construction of the new vessel was southern yellow pine.

The City of Orange is 247 feet over all, 43 feet beam, 21 feet 6 inches depth of hold, and with a draught load of 23 feet 6 inches. She registers approximately 1,500 net tons, and has a cargo capacity of 3,000 tons. She was built by Fred H. Swails for Henry Piagio and associates of Gulfport, Miss., at the mill yard of the Miller & Link Lumber Co., which furnished the material used. To build a ship of this size entirely of southern yellow pine 1,250,000 feet of lumber were required.

The City of Orange is the first completed of four vessels simultaneously under construction at the port of Orange. The remaining three soon will be ready to take the water, and keels will be laid in the near future for four more, all of which will be completed in about one year from the laying of the first keel. Of the other three vessels now on stocks one is a duplicate of the City of Orange, another is a four-masted schooner of about 900 tons, and the third a three-masted schooner of 1,100 tons. The marine building activities at Orange also include an ocean going tug, which soon will be ready for launching. The total tonnage of the City of Orange and the other vessels now on stocks at Orange is approximately 5,000 net registered tons, with 6,000 net tons under contract for the Henry Piagio interests and the Orange Maritime Corporation. The principal material used in the construction of all of these vessels will be southern yellow pine, which means that more than 9,000,000 feet of that material will be required.

All of these vessels will be under American registry, the home port being Orange, and all, with the exception of the tug, will be used in the transatlantic lumber carrier trade.

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OBITUARY

C. L. WILLEY.

Cameron Lyon Willey, head of the large mahogany and veneer institution at Robey street and Blue Island avenue, this city, died suddenly Tuesday evening, November 28, while visiting at the residence of his son, Charles B. Willey, 4621 Michigan avenue, this city, a short distance from his own home, which was at 4750 Grand boulevard. Mr. Willey and his wife had gone to take dinner with their son, and while standing in the parlor he dropped to the floor, and was dead before aid could be extended, supposedly from heart trouble.

C. L. Willey was born in Dansville, N. Y., in 1855. He attended school at Russell Institute, Leroy, N. Y., from which he was graduated in 1871. He started in the lumber business with his father, who operated a saw and shingle mill in Warren, Pa., and continued there for seven years. He engaged in the lumber business in 1875, at Allegheny City, Pa., now a part of Pittsburgh. In 1892 he came to Chicago and started a mahogany and veneer business at the corner of Stewart avenue and Thirty-fifth street. He removed from there a year later to Thirty-fifth and Iron streets, just across the south branch of the Chicago river from the Rittenhouse & Embree Co.'s yard. From there

THE LATE C. L. WILLEY, OF CHICAGO.

he removed about fifteen years ago, to 2546 South Robey street, where he purchased a brick building and lumber yard, and has continued there ever since. He installed a sawmill and veneer plant, aud had been unusually successful in the manufacture of his specialties.

Deceased is survived by his widow and by his son, Charles B. Willey, who for many years has been associated with his parent in the business at Chicago and at Memphis, Tenn., where he conducted a sawmill for several years.

Funeral services were held Thursday, November 30, at the chapel at Rose Hill cemetery, being conducted by the Rev. W. O. Waters, of Grace Episcopal Church. The remains were placed in a vault at Rose Hill, and later will be taken for interment to Dansville, N. Y.

CAPTAIN J. T. JONES.

New Orleans, La., Dec. 6.—[Special Telegram]—Captain Joseph T. Jones, for many years one of the best known business men in Mississippi, and a builder of large industries at Gulfport, that state, died at Buffalo, N. Y., Wednesday morning, December 6 at 7 o'clock, following a short illness.

Captain Jones was one of the leading business men of the United States, and had a most remarkable career. He was born in Philadelphia, Pa., June 11, 1842, and was of English descent. At the outbreak of the war he enlisted in Company H, Ninety-First Pennsylvania Volunteer Infantry, and participated in many of the noted battles of the war, which included Fredericksburg, Antietam and Gettysburg. At Gettysburg he had command of the picket guard in front of the summit of Round Top. He was wounded in the battle of the Wilderness, July 2, 1864, but recovered. At the battle of Cold Harbor he was wounded in both feet, from the effects of which he had never thoroughly recovered. He was promoted from the ranks to be quartermaster sergeant, then second lieutenant, and later to the captaincy of his company. At the conclusion of the war, where he served with conspicuous honor, he went to the Pennsylvania oil fields, locating first at Titusville, and then at Bradford, and became one of the most prominent oil producers of the Bradford district. It is said of him that he made and lost three fortunes, but his indomitable courage carried him through to affluence, and in the last twenty years of his life he had possessed large means.

In 1890 he removed from Bradford to Buffalo, and thenceforth became one of its leading citizens. About fifteen years ago he got interested in the development of a harbor at Gulfport, Miss. He bought the Gulf & Ship Island railroad, and constructed a harbor at Gulfport, expending, it is said, something like $2,500,000 on his own responsibility. As a partial recognition of his enterprise the United States government paid him, it is reported, about $1,000,000 for his expenditure. However, he developed a harbor at Gulfport for deep water trade, and erected there one of the finest hotels in the south, the Great Southern, which became a noted winter resort. He built the city of Gulfport, which has now at least 15,000 inhabitants. In 1898 he endeavored to withdraw from active supervision of his vast interests and entailed the management of his Gulfport properties upon his son, Joseph Albert Jones, but the sudden death of the son in 1910 compelled him to again assume the heavy responsibilities of the Gulfport interests, and he fulfilled his obligation to the last.

Captain Jones was one of the most remarkable men with whom the writer has ever come in contact. Strictly honorable in all of his business dealings and jealous of his integrity in every transaction, he exacted and received a corresponding square deal in all his affairs. He was public spirited, and contributed largely to every public enterprise in his home city of Buffalo, as well as at Gulfport, where he was more vitally interested. When it was proposed to have the Pan-American Exposition at Buffalo, Captain Jones came to the front royally his subscription to the undertaking being one of the largest made, and insuring the success of the exposition. His loss to Buffalo and to Gulfport will be irreparable. He was proud of Gulfport, because it was a personal monument to his enterprise and foresight and justly so.

After the announcement of Captain Jones' death the telegraph office at Gulfport was congested with messages of condolence to his family at Buffalo.

The funeral services were held from the family residence at Buffalo, on Friday afternoon, December 8, at 3 o'clock, and burial was in the family vault at Forest Lawn cemetery.

As a memorial to Captain Jones the business houses of Gulfport were closed during the hours of the ceremonies.

Captain Jones is survived by his widow, Melodia E. Blackmar Jones, and his daughter, Miss Grace E. Jones.

O. H. SAMPLE.

Oscar H. Sample, a prominent lumberman of St Louis, Mo., with a branch office in Chicago, was killed in an automobile accident at St. Louis on the evening of November 25. Mr. Sample was driving from his office to his home, which is located at Webster Groves, a suburb, and collided with a steam road roller, which was standing in a ditch beside the road. As he was alone at the time, there was no way of ascertaining how the accident happened. Mr. Sample was thirty-nine years old, and leaves a widow and three children, two sons and a daughter. Funeral services were held from his late residence, 531 Gardner avenue, Webster Groves, Mo., Monday, November 27, and the interment was in Oak Hill cemetery.

JOHN O'BRIEN.

John O'Brien, jr., one of the best known among the lumbermen in Chicago territory, passed away at the home of his sister, Mrs. D. F. Kinnally, 4521 Prairie avenue, this city, on Sunday, October 22, of pneumonia, following a year of ill health from diabetes. Mr. O'Brien was the eldest son of the late John O'Brien, for nearly a half century prominently identified with the wholesale lumber industry of Chicago and with manufacturing operations in Bayfield county, Wisconsin, and in the Yazoo Delta in Mississippi. Mr. O'Brien, senior, passed away in February, 1907, and his wife died in 1915.

John O'Brien, jr., was born in Chicago forty-one years ago and secured his education at the Chicago public schools and at St. Viator's college, Kankakee, Ill., after which he took a position in his father's wholesale lumber yard, then located on Throop street, this city. After a few years of practical experience in the yard and office he went to Ashland, Wis., where for some years he was engaged in operating the company's sawmill and shipping the product to lake markets. Later the company bought a large tract of hardwood timber in the vicinity of Philipp, Miss., and he had charge of operations at that point for several years. Returning to Chicago, he embarked in business for himself, conducting for some time a wholesale trade. A few years ago he removed to Janesville, Wis., where he built up an excellent business at wholesale and on commission, commanding some of the best trade in retail and manufacturing lines in that section. For a year or more Mr. O'Brien had kidney trouble and for several weeks in the early fall he had been in Chicago taking treatment and improved rapidly. Early in October he felt so much better that he decided to make a trip among the northern mills and returned to Janesville October 13. His malady took a turn for the worse and he came back to Chicago for treatment. He became quite ill while stopping at his sister's home and on Friday was attacked with pneumonia, passing away at 8:45 o'clock Sunday evening, October 22.

Mr. O'Brien is survived by his widow, Mrs. Mary McNeill O'Brien, two daughters, Misses Marion

THE LATE JOHN O'BRIEN, OF JANESVILLE, WIS.

and Frances and a son, Jack. He is also survived by four sisters, three of whom are married and two brothers, Walter and Robert, all residents of Chicago.

The funeral was held from Mrs. Kinnally's residence on Tuesday, October 24, and the interment was in the family plot in Calvary cemetery.

GEORGE C. BROWN AND CO. ENLARGE OPERATIONS.

Memphis, Tenn., Dec. 6.—George C. Brown & Co., with headquarters at Memphis and mill at Proctor, Ark., have purchased some 12,000 acres of hardwood timber lands and stumpage in Mississippi and Arkansas, and have likewise sold about 5,000 acres of cut over lands in the latter state. The Mississippi timber purchases have been made in Calhoun and Grenada counties, while the Arkansas purchase has been made in Chicot county. The company plans the buying of still other lands on which options have been secured, and it likewise plans the building of at least two mills, one near Calhoun City or Grenada, in Mississippi, and one near Lake Village, in Arkansas.

It some time ago increased its capital stock 100 percent, with a view to enlarging its scope of operations in the southern hardwood territory, and these timber purchases are directly in line with the policy of expansion. It is proposed to establish these new mills within the next year, and also to build a railroad in Mississippi some 35 miles in length, particularly if enough timber car be secured to justify this course. Announcement of these purchases, of the options secured, of the plan of building new mills and of putting in a railroad, has been made by the president and secretary of the company.

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ANNUAL REPORT OF CHIEF FORESTER.

Washington, D. C., Dec. 9.—There was an increase in the receipts of the national forests in 1916 over 1915, according to the annual report of the chief forester, which was made to the secretary of agriculture today. The receipts during the fiscal year 1916 were $2,823,540.71, which is an increase over last year of $342,971.36.

The timber receipts were $1,412,592.51, an advance of $257,458.56, or 20 percent. Taking up the question of the receipts from the forests, the chief forester in part says:

"At present the receipts from the national forests are approximately three-fourths of what it costs to protect them and carry on the current business. It will be necessary to increase the earnings about $1,000,000 a year to cover the cost of actual operation. In addition to this cost, however, there are expenses which are primarily in the nature of investments. All expenses connected with the National Forests, including these investment expenses as well as the cost of operation, approximate $5,275,000." Taking up the proposition of the sale of timber on the national forests, Mr. Graves says:

"In the first years of administration of the national forests by the Forest Service timber receipts mounted rapidly. A period of prosperity and activity in the lumber industry coincided with the opening of the forests to general use through the energetic development and application of forestry methods. The panic of 1907 completely altered the situation. Vast quantities of private timber are now on the market and stumpage prices have been declining, with the prospect of extensive forced liquidation. In consequence the lumber industry is in an unstable and unhealthy condition. This situation naturally affects the demand for government timber. There is a healthy and increasing local demand for timber needed in the development of the country, which is being taken care of through sales at an equitable price. Business of this character is growing and bound to continue to grow steadily. Sales for the general market, on the other hand, will fluctuate with the prevailing conditions. In general, however, there will be an increasing total of receipts from timber sales each year." Taking up in his report the investigation of the lumber industry, Chief Forester Graves says:

"A comprehensive study of the lumber industry was begun by the Forest Service early in 1914. The Bureau of Corporations and the Bureau of Foreign and Domestic Commerce joined in this survey, which aimed to analyze in a constructive way the conditions in the leading forest using industry in the United States, and to show their bearing both upon the health and stability of the industry and upon the conservation of the timber resources of the nation.

"The investigations conducted by the Forest Service have extended over the regions of the south and west, where the bulk of the remaining forests are located and lumber manufacture is now most active, and 11 of the central states, where the distribution of lumber is probably most highly developed and its varying phases and tendencies are to be seen most clearly. Other studies have dealt with the technical side of utilization and marketing and the replacement of lumber by other structural materials.

"The Forest Service has co-operated with the Bureau of Foreign and Domestic Commerce meanwhile in studies of the opportunities for marketing American lumber abroad; and with the Federal Trade Commission in a series of hearings for the presentation of data by the lumbermen themselves regarding the condition of their industry. The service has been in close touch with the Federal Trade Commission in the development of the entire inquiry and in the consideration of its conclusions, with a view to making the study of as much value as possible to the commission in relation to business methods and forms of organization in this industry.

"The results of this broad survey, which is practically completed, will be embodied in 10 bulletins dealing with such subjects as timber ownership and lumber production by important regions, the cost and methods of distributing lumber, the most effective use of material now wasted in manufacture or converted into products of little value, and the character of the public timber holdings, together with the methods of administering them and the economic service which they should render.

"The investigation has brought out strikingly the bad effect of the wholesale turning over of public timber lands into private ownership under the laws applicable to the public domain before the national forests were created. The conditions resulting from private ownership, with its inevitable speculation and high capitalization of private timber lands, and from the demands of private capital have turned one of the great natural economic assets of the country into an industrial burden. Its weight is now being felt in frequent overproduction of lumber, which demoralizes the industry and leads to wasteful use of the very resource acquired from the public. These conditions have been accentuated by the narrowing market for lumber in relation to other structural materials, which has come about through changes in the standards and requirements of the country.

"Although difficult by reason of the upset conditions in the lumber industry, the need for conserving the forests of this country is just as manifest as ever. The public itself is concerned most vitally in the long run."

SHIP BUILDING ON COAST.

San Francisco, Cal., Dec. 4.—High charter rates and a scarcity of available tonnage are now the sole factors in holding back a huge export business in Pacific coast timber products. There is a strong demand for lumber in Australia, Hawaii and on the west coast of South America and splendid prices would be paid if deliveries could be made within a reasonable time. A large quantity of redwood ties sold for delivery to the United Kingdom have lain for months on the wharf at Eureka, and lumber and ties for South America that would ordinarily be shipped direct from that port are being brought to San Francisco and sent out on regular coasting vessels in small lots whenever space can be secured.

Lumbermen are expecting a drop shortly in charter rates, owing to the large number of vessels being built in California and in the northwest. About eighty vessels are now in course of construction, most of these being of the auxiliary motor schooner type and especially adapted to the lumber-carrying trade. More than one hundred and sixty large freighters are being built in Japanese yards and by spring a large number of these will be in commission.

TO BECOME CENTER OF SHIPBUILDING INDUSTRY.

Tacoma, Wash., Dec. 5.—Three big shipyards, the largest of which will be capable of constructing steel battleships for the United States government, will be located in Tacoma, according to announcements made during the past two weeks. The companies are the Todd Shipbuilding & Drydock Corporation, capitalized at $1,500,000; the Washington Shipbuilding Co., capitalized at $500,000, and the Tacoma Shipbuilding Co., capitalized at $300,000.

The Todd company is headed by William H. Todd, president of the Robins Drydock Co. of New York, and one of America's leading shipbuilders. It has secured a 100-acre site on Commencement bay and will build a plant large enough to construct nine ships at one time. One-third of the stock has been taken up by Tacoma interests.

Work on the plant will be started at once, all the preliminary details having been completed and the stock all subscribed for. Mr. Todd has the backing of eastern capital in the venture and the yards will become one of Tacoma's largest industries. Nearly 5,000 men will be employed at first and the plant will be enlarged as conditions warrant.

The Washington company has been organized by a party of Tacoma business men headed by William Jones, president of the Jones-Scott company. It has contracts for eight steel freighters of 8,800 tons displacement. These ships will be 453 feet long and 54 wide. Work on the vessels will be started before January 1.

The Tacoma company was organized by another group of local business men headed by John S. Baker, president of the Fidelity Trust Co. It is negotiating for the contracts for a number of steel vessels and several lumber carriers.

The Seaborn Shipbuilding Co., which started work here several months ago, has nearly completed two large lumber schooners which will be launched about December 16. The company has contracts for four more ships of smaller size.

A STRIKE AT SUMRALL, MISS.

Hattiesburg, Miss., Dec. 6.—The employees of the J. J. Newman Lumber Co., at Sumrall, Miss., went out on strike for higher wages yesterday morning after holding a meeting and appointing a committee to present their demands to the company. Their demands were for a 25 percent increase for common labor and a 10 percent increase for skilled labor. Manager W. J. Haymen explained to the men that if the company were in a position to do so, it would give them the increase, but that it was not making any money because a great portion of the lumber cut could not be shipped, due to the scarcity of cars and that the mill could easily remain idle until such a time as the men cared to go back to work. The company will not bring in other labor to start the mill, as it has millions of feet of lumber in pile, very little yard room left and few cars can be secured.

MISS LOULA LONG WINS ADDED HONORS.

Miss Loula Long, daughter of R. A. Long, president of the Long-Bell Lumber Co., Kansas City, Mo., is referred to by the Chicago Herald of December 6 as "America's foremost horsewoman." Miss Long had several entries at the horse show at the International Live Stock Exposition held last week at the International Amphitheatre, Forty-Second and Halsted streets, this city. On Monday she drove her famous trotting team "Animation" and "Anticipation," easily defeating the other three entries Miss Long appeared in spite of the orders of her physician, she having recently sustained a fracture of her arm, from which she had not fully recovered. On Wednesday evening she won another blue ribbon with her bay saddle horse, "My Major Dare," which has been undefeated this season. There were three other contestants in this class and Miss Long's victory was notable.

DEVELOPMENT LEAGUE BEGINS WORK.

New Orleans, La., Dec. 4.—First meeting of the executive committee of the recently organized Southern Gulf Coast Tourist and Development League took place last week at Mobile. It was announced that a preliminary contract for raising advertising to $250,000 had been entered into, and that plans had been laid for an intensive campaign, to begin at Pensacola, within the next ten days.

The contract with the James William Bryan Co. calls for a fund of not less than $250,000, to be expended, under the direction of the executive committee, in a national campaign of advertising and exploitation, for the settlement and development of the gulf coast, and the attraction of investment capital, tourists and industries. The territory embraced runs from Santa Rosa county, Fla., to Pearl River, Miss., and from 75 to 100 miles inland, covering ninteen counties in the three states, as follows: Santa Rosa and Escambia counties, in Florida; Escambia, Conecuh, Monroe, Clark, Baldwin, Washington and Mobile counties, in Alabama, and Jackson, Greene, Forrest, George, Perry, Stone, Harrison, Hancock, Pearl River and Lamar counties, in Mississippi.

M. B. Trezevant, of the Bryan company, will go to Pensacola to co-operate with the local committee in making arrangements for the big meeting of Pensacola business men and other citizens with members of the league's executive committee, and Messrs. Bryan and Fox. Immediately thereafter the campaign will be put under way.

After Pensacola the executive committee will visit Santa Rosa and Escambia counties,, Mobile, Jackson, Fulton, Brewton, Bay Minette, Ala., and Hattiesburg, Lucedale, Leakesville, Wiggins, Purvis, Lumberton, Moss Point, Pascagoula, Ocean Springs, Biloxi, Gulfport, Pass Christian, Bay St. Louis, Waveland, and Logtown, Miss.

A CONSUMERS' REGISTER.

The National Hardwood Lumber Association, of this city, has just issued Volume 5 of its Consumers' Register, being the first section of its 1917 edition. This is the largest and most complete edition of this work thus far published. Its subject-matter is drawn from twenty-six different states extending from New Hampshire to California, and from Georgia to Canada. It contains the lumber requirements for the year 1917 of over 600 of the leading factory consumers of hardwoods in the United States and Canada, these requirements in the aggregate exceeding one billion five hundred million feet.

The first volume of the Consumers' Register was issued by the association a little over three years ago in compliance with requests from a good many of its members for a service of that character. The general recognition of its value and the demand for it caused the board of managers of the association at the last annual convention to take action whereby the Consumers' Register was officially adopted as one of the fixed benefits of membership, and the publication of a regular semi-yearly edition of it was authorized.

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CHICAGO HOO-HOO MEETING.

The members of the Hoo-Hoo order in Chicago and surrounding territory have planned a concatenation to be held in the rooms of the Lumbermen's Association of Chicago, Lumber Exchange building, next Monday evening, December 11. L. J. Pomeroy, the new Vicegerent Snark for the northern district of Illinois, will make his initial appearance in his official capacity at that time and all the members should signalize the event by giving him a lively reception. Mr. Pomeroy has been a member of the Hoo-Hoo order for many years and has always taken a deep interest in its affairs. He is the resident manager of the Landeck Lumber Co., of Milwaukee, and conducts its Chicago office at 1051 Marquette building.

Stacey C. Bennett, of the Hardwood Mills Lumber Co., Monadnock building, this city, who is Supreme Bojum of the order, will render efficient aid to Vicegerent Snark Pomeroy in his arrangements for this meeting. However, the immediate preparations for the gathering are in the hands of an executive committee, composed of the following: George Wilson-Jones, chairman; Edward A. Lang, Robert R. Slayton, John W. Anderson, Minor E. Botts, Harry B. Darlington, Adolph H. Ruth, Alfred R. P. Schmechel and A. C. Quixley.

Those who will officiate at the concatenation with the names of their alternates should they not be present, are the following:

Snark, B. A. Johnson; alternate, J. L. Lane.

Senior Hoo-Hoo, Edward A. Lang; alternate, M. E. Botts.

L. J. POMEROY, OF CHICAGO.

Junior Hoo-Hoo, Tom A. Moore; alternate, L. J. Pomeroy.

Scrivenoter, George Wilson-Jones; alternate, Alfred R. P. Schmechel.

Bojum, H. B. Darlington; alternate, A. B. Cone.

Jabberwock, John W. Anderson; alternate, A. H. Ruth.

Custocatian, F. M. Baker; alternate, A. J. Cross.

Arcanoper, M. L. Pease; alternate, George H. Ostrander.

Gurdon, R. R. Slayton; alternate, A. C. Quixley.

The following standing committees have been named by Vicegerent Snark Pomeroy:

Publicity committee: L. E. Fuller, chairman; A. C. Quixley and Tom A. Moore. Nosebag committee: John W. Anderson, A. H. Ruth and Minor E. Botts. Stunts committee: Alfred R. P. Schmechel, R. R. Slayton, E. A. Lang. Loopcat committee: Stacy C. Bennett, F. M. Baker, E. A. Lang. Spieler committee: Minor E. Botts and George Wilson-Jones.

LUMBERMAN GIVES TO UNIVERSITY.

The University of Chicago formally announced last week that Charles H. Ruddock, head of the Ruddock-Orleans Cypress Co., the prominent manufacturer of cypress lumber of New Orleans, La., but who retired from active business several years ago and is now residing in New York, has made a gift of $200,000 to the fund of $700,000 for the erection of the new medical college connected with the university. Mr. Ruddock, long a resident of Chicago and is highly regarded by members of the lumber industry here and elsewhere. His brother-in-law, Dr. Frank Billings, the eminent Chicago surgeon, will, it is understood, be the head of the new institution, which will be devoted largely to research work.

LOCATION OF BOX CARS.

The Southern Pine Association, with characteristic enterprise, is publishing in its Service Bulletin each week figures on the car supply question. In its second number, printed December 5, it gives a complete record of the location of box cars as prepared by the car efficiency committee of the American Railway Association for the date of November 1. This is nearly six weeks ago, but will give our readers a fairly satisfactory idea of what the box car equipment of the railroads of the country were at that time.

In the New England district, seven railroads reported excess box cars of 17,114.

In the middle Atlantic district, sixteen railroads reported excess box cars amounting to 73,263, with a deficiency on two roads amounting to 749 cars.

In Group 3, the Great Lakes district, there was a deficiency November 1 of 1,370 cars and an excess of 650 cars, eighteen railroads reporting. This made a net deficiency of 720 cars.

In the southeastern district, comprising Group 4, there was an excess supply of cars November 1 of 10,403 and a deficiency of 7,404 cars, leaving a net excess of 3,026.

In the southern district, east of the Mississippi, there were shortages on eight lines, and two of the lines in that territory had small surpluses. The total deficiency was 27,243 cars, and the total surplus 355, a net shortage of 26,488.

In the middle west district there were deficiencies on eight of the twenty roads in the group aggregating 9,548 cars, and there were surpluses of 750, making a net shortage of 8,798.

In the northwestern district, on the Union Pacific and St. Joe & Grand Island, there was a deficiency of 6,393 box cars.

In Group 8, southwestern district, deficiencies were shown on eight of the ten roads reporting, aggregating 12,288 cars. Two roads, the Kansas City Southern and Terminal Railroad of St. Louis, reported 1,737 cars in surplus, leaving a net deficit of 8,327 cars.

In the southern district west of the Mississippi, which makes up Group 9, there were surpluses shown November 1 of 3,154 cars and a deficit of 1,944 cars, making the net surplus 1,210 cars.

In the western district, which comprises the six roads in Group 10, the excess of cars was 1,556, while the deficit was 11,502, a net deficiency in that district of 9,946.

In the Canadian district, the excess of cars was 2,627, while the deficiency was 16,481, leaving a net deficiency of 13,854.

GENERAL LUMBER SALESMANSHIP CONFERENCE.

Merrill, Wis., Dec. 8.—[Special Telegram.]—The first general lumber salesmanship conference under the auspices of the Northern Hemlock & Hardwood Manufacturers' Association convened at the Badger Opera House, in this city, at 2 o'clock this afternoon, with 125 lumber manufacturers' representatives and salesmen in attendance. The convention was called to order by President J. T. Phillips, of Green Bay.

The lumber manufacturers of Merrill as hosts, with George C. Robson as chairman, have done everything possible to care for their guests from out of town. Although the attendance of many members has been delayed on account of a freight wreck, the program will be carried out as planned, with few exceptions. Addresses on salesmanship, inspection, transportation and practical demonstrations of manufacturing and woods operations will be given during the three days' conference. Everything points to an exceedingly helpful and profitable meeting.

STRINGENT EFFORTS TO RELIEVE CAR SHORTAGE.

New Orleans, La., Dec. 5.—A special committee, known as the conference committee on car efficiency, representing the American Railway Association, has established an office in Washington and is co-operating with the Interstate Commerce Commission with an effort to relieve the freight car shortage. The personnel of this committee is as follows:

George Hodges, Washington, D. C., chairman; E. J. Pearson, vice-president, New York, New Haven & Hartford railroad; C. M. Shaeffer, general superintendent of transportation, Pennsylvania railroad; E. H. Coapman, vice-president and general manager Southern Railway Co.; W. L. Park, vice-president Illinois Central railroad; W. A Worthington, vice-president and assistant to chairman, Southern Pacific Co.

This committee has been given plenary power to issue and enforce such orders as may be necessary to accomplish what is desired. It has issued the following order to carriers:

"In circular issued November 29, you were advised that certain sections of the country are suffering greatly from a shortage of box cars, and immediate relief must be secured. This shortage is caused by deficiency in box car equipment in all sections of the country, except in Central Freight, Trunk Line and New England territory. Ordinary means will not remedy this situation. Emergency measures are necessary.

"To this end it is directed:

"That lines in the territories named below shall forthwith, and until further notice, deliver to their western and southern connections a percentage of box cars, either loaded or empty, in excess of those received in such connections, as shown by the percentage below:

"Railroads in Group 1 (New England district having box cars on their line in excess of number owned, 30 percent.

"All railroads in Groups 2 and 3 (Middle Atlantic district and Great Lakes district) regardless of number of box cars on line, 20 percent.

"All railroads in Group 5 (Southern district, east of Mississippi river) regardless of number of box cars on line, 10 percent.

"All railroads in Group 6 (Middle west district) regardless of number of box cars on line, 20 percent.

"All railroads in Group 7 (Northwestern district) regardless of number of box cars on line, 15 percent.

"All railroads in Group 8 (Southwesten distict) regardless of number of cars on line, 10 percent.

"It is further directed that a report be forwarded promptly to George Hodges, chairman conference committee on car efficiency, Room 44, Kellogg building, Washington, D. C., showing the total number of box cars delivered and total number received, divided as between junction points with eastern and northern connections and western and southern connections, for the period ending midnight, Friday, December 8, and similar report for each weekly period thereafter.

"It is requested that the western railroads make a strong effort to discourage the loading to the Atlantic seaboard and New England of commodities of a character which it is apparent cannot be readily unloaded and promptly disposed of.

"It is requested that eastern roads promptly embargo all freight which cannot readily be unloaded."

CYPRESS USERS TO VISIT MILLS.

A visit of washing machine manufacturers to some of the plants manufacturing cypress lumber in the Louisiana field is to be made next week, according to plans formulated by Alfred J. Cross, of the C. L. Cross Lumber Co., Monadnock building, this city. The makers of this useful article of household equipment have long been users of cypress and in order to demonstrate the peculiar adaptability of the wood to that purpose, to show how cypress is manufactured and graded and the character of various grades that are used for washing machines, the trip is to be made. Raymond Marsh, of the American Washing Machine Manufacturing Association of Chicago; F. H. Bergman, of the One Minute Manufacturing Co., Newton, Iowa; W. H. Voss, of the Voss Bros. Manufacturing Co., Davenport, Iowa, and Louis Dietz, of the Boss Washing Machine Co., Cincinnati, Ohio, have arranged to leave with Mr. Cross Sunday, December 10. There is no better posted handler of cypress in this market than A. J. Cross and he has long devoted especial attention to the wants of the washing machine people, as well as in other channels of cypress consumption

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

PRESIDENT WILSON RECOMMENDS PASSAGE OF THE WEBB BILL.

Washington, D. C., Dec. 6.—Lumbermen throughout the country cannot but be pleased at the reference made by President Wilson yesterday in reading his message to congress of the export situation, and favoring co-operation in export trade. In this he practically gave his support to the Webb bill, which is now pending in the senate, and on which it is hoped there will be some action in the very near future. Regarding this export matter the president said in part:

"I shall not argue at length the desirability of giving a freer hand in the matter of combined and concerted effort to those who shall undertake the essential enterprise of building up our export trade. That enterprise will presently, will immediately assume, has indeed already assumed, a magnitude unprecedented in our experience. We have not the necessary instrumentalities for its prosecution; it is deemed to be doubtful whether they could be created upon adequate scale under our present laws. We should clear away all legal obstacles and create a basis of undoubted law for it which will give freedom without permitting unregulated license. The thing must be done now, because the opportunity is here, and may escape us if we hesitate or delay."

RAILROADS ORDERED TO RETURN FREIGHT CARS TO OWNERS.

Washington, D. C., Nov. 28.—Instruction to all the railroads of the country at once to return to their owners all open top freight cars, either loaded or empty, have just been issued by the conference committee on car efficiency representing the American Railway Association.

To insure the carrying out of this order, railroads have been asked to bring these instructions to the attention of all railroad officers and employes who have anything to do with directing the movement of cars.

For the information of the conference committee and the Interstate Commerce Commission, all roads have been requested to send to the special bureau, which the carriers have just opened here, copies of all orders issued with the committee's instructions.

The conference committee on car efficiency, which has recently been appointed by the American Railway Association, will remain in session here until some real relief has been secured from the car shortage. The members will be in daily consultation with Commissioner McChord of the Interstate Commerce Commission, with whom the railroads are co-operating to relieve the car shortage situation.

GOVERNMENT REPORT OF IMPORTS AND EXPORTS FOR OCTOBER.

Washington, D. C., Dec. 5.—Imports during the month of October were slightly larger and exports slightly less than those of September, according to an announcement recently made by the Department of Commerce.

The month's exports totaled, according to the department, $490,600,000, a recession of $24,400,000 from the high record of September. October imports aggregated $176,400,000, an increase of $12,400,000 over September. October, 1915, gave a total of $149,200,000 and October, 1914, $138,100,000.

The nation's foreign trade during the year which ended with October, 1916, reached the unprecedented total of $7,463,000,000, as compared with $5,012,000,000 in 1915 and $4,021,000 in 1914.

IMPORTANT DEMURRAGE ORDER.

The commissioners have issued an interesting demurrage order to carriers throughout the country since our last issue of special interest to the trade. In part they say relative to new rates:

"It is ordered, that said carriers parties to said schedules be, and they are hereby authorized to file new schedules (1) making no change in the present effective form of the weather rule or average agreement; (2) providing for two days' free time exclusive of Sundays or legal holidays, and the following rates of demurrage after expiration of free time: $1 for the first day; $2 for the second day; $3 for the third day and $5 for the fourth and each succeeding day; (3) provided track storage charges shall remain in effect as at present, except where the demurrage rate is $3.00 per day or more; (4) provided further, that these provisions be embodied in tariffs fixed to expire by limitation on May 1, 1917."

CO-OPERATION IN AMERICAN EXPORT TRADE.

Washington, D. C., Dec. 5.—Lumbermen especially and exporters of all commodities should be very much interested in the report, just made public, on "Co-operation in American Export Trade," compiled by the Federal Trade Commission. The report itself is in two volumes, one 400 and the other nearly 600 pages in length. Some very interesting conclusions are reached by the commission, and considerable space is devoted to the lumber and allied interests.

Speaking of the question of advantages and disadvantages of proposed export combinations of lumber producers, the report says:

"Many of the arguments for and against the proposed lumber export combinations apply also to other lines of exports. Only their bearing on the particular conditions existing in the lumber industry will be considered here. Apart from the possible legal restrictions which may be held to exist against such proposed activities, it has been questioned whether monopolistic power would not be acquired by such combinations that would or could be used to the detriment of the producers who remained outside of them, and, also, to the detriment of the domestic consumer. It is advisable to examine the bearing of such objections on the actual conditions in the lumber industry before the advantages sought by the proposed combination are considered.

"The possibility that the combinations would have a detrimental effect on the interests of the domestic consumer is based on the assumption that the price he would have to pay for his lumber would be unduly raised, through the lessening of the available domestic supply through exportation. That is the only way that these combinations, which concern themselves solely to the export business, could affect his interests adversely. The facts regarding the conditions under which the lumber industry exists in the United States do not support this assumption. More than nine-tenths of the lumber annually cut goes into domestic consumption. All but a relatively small portion of the mills in the industry are so located that it will never be practicable for them to export any considerable part of their product. These mills must continue to depend on the domestic demand for the consumption of their output. Furthermore, of the mills which are so located that it is practicable for them to export there will be a number that will prefer to remain outside of the proposed combinations. Such mills will be free to sell all or part of their product in either the domestic or foreign markets as their individual interests may dictate. The domestic consumer is thus assured of an ample supply. Any injury to his interests would have to come from the higher prices which the foreign consumer might be willing to pay for the exportable lumber than the domestic demand will warrant. To the extent that such higher foreign prices encouraged exportation the supply available for domestic consumption would be lessened. If exportation were stimulated to a sufficient degree, the American consumer would have either to pay some advance in the prices of the grades of lumber demanded by the export trade or use as a substitute another grade of lumber, or material other than wood. In fact, the present competition of wood substitutes is so acute that it contributes in considerable degree to the present depression in the lumber industry. Any attempt to raise domestic prices by mills whose location forces them to depend wholly on domestic consumption must meet an increased competition from wood substitutes. Any appreciable difference in prices, due to the increased exportation, is likely to be limited to certain high grades for the few woods whose physical characteristics are such that it is difficult to find satisfactory substitutes for them. The practicable effect which any possible depreciation of domestic prices in such few instances would have on the domestic market would be relatively insignificant. Insofar as the export mills participate also in the domestic trade, they must meet the prices obtained for similar stock by the mills which are dependent exclusively upon the domestic trade."

Taking up the question of the exportation of natural resources the commission says in part:

"A considerable part of the export trade of the United States consists of raw or semi-finished materials obtained from natural resources of limited supply. It is urged by many that if co-operation among exporters of such materials is established it will tend to increase the price received for such exports and enable the producers to reduce the wastes of production not only to the profit of the industries concerned but also to the advantage of the public."

The commissioners are optimistic about our foreign trade at the conclusion of the war. They say:

"It is frequently asserted that when peace comes the manufacturers and producers of the belligerent countries will take effective measures to regain their former trade. It is likely, however, that some time will pass after the close of the war before they will be able to exert their normal competitive power."

In the commission's finding of facts it takes up, first, foreign combinations that affect American export trade; second, the need of co-operation in American export trade; third, safeguards of domestic consumers and competing consumers; fourth, and last, the doubt as to the law which now prevents export co-operation. It says:

"The commission has been strongly impressed with the fact that doubt as to the effect of the anti-trust laws operates in many cases to prevent the formation of co-operative organizations for export trade. It made special inquiry as to this matter. More than half of all who replied to the commission's question stated that they understood the anti-trust laws to prohibit combination or co-operation solely for export business, not accompanied by oppressive or unfair practices, and a large proportion replied that they understood the prohibition to apply to organizations of non-competitors as well as of competitors. Moreover, may of these replies were based upon advice of counsel. Other manufacturers, who believed the law does prohibit export combination, went on to say that they were not certain of the matter and would not care to take the risk of joining a co-operative export organization as long as the matter remains in doubt. So far as the commission's investigation showed, there are at present only a few such organizations engaged in export trade, and almost without exception they are limited to a small number of complementary but non-competing concerns. Speaking generally, business men will not invest capital in enterprises the legality of which is doubtful. As a practical matter, therefore, the doubt as to the application of the anti-trust laws acts as a strong detriment to the development of export co-operative organizations.

HEARINGS ON THE WEBB BILL.

Washington, D. C., Dec. 7.—(SPECIAL TELEGRAM)—It has not yet been decided whether there will be any hearings before the senate committee on interstate commerce regarding the Webb bill, which favors the co-operation of business men for export trade. Senator Newlands, chairman of the committee, made this statement today to your correspondent and also added that he was in favor of the bill.

LAMM.

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Personal News Notes

L. R. Fifer, of Seattle, Wash., who has been located at that point for many years in the wholesale lumber trade, was in Chicago early last week on his way to Cleveland, Ohio.

A. J. Cross, of the C. L. Cross Lumber Co., 812 Monadnock building, this city, made a trip over across the border to Hamilton, Ont., early this month. Mr. Cross has some good customers in that territory for his specialty, cypress.

Harry R. Bishop, of the Thessalon Lumber Co., Thessalon, Ont., and one of the oldtime Chicago lumbermen, having been for some years trading here as the Claney-Bishop Lumber Co., and associated with the Thornton-Claney Lumber Co., was in town several days last week.

James D. Lacey & Co., with general offices at 332 South Michigan avenue, this city, announce that from December 1, this year, the western office of the firm at Portland, Ore., has been discontinued and that the interests of the Portland office will be consolidated and the several western representatives of the firm brought together at the offices at 626 and 630 Henry building, Seattle, Wash.

R. G. McWethy, for several years associated with E. A. Neufeld, a well known wholesale lumberman of Green Bay, Wis., has lately become associated with the Gill-Andrews Lumber Co., of Wausau, Wis., and will represent that concern in southern Wisconsin, northern Illinois and southern Michigan. Mr. McWethy will make his headquarters at the Republican House, Milwaukee, which will be a central point for the territory the Wausau concern desires to cover.

ATTENTION, MEMBERS OF HOO-HOO.

A concatenation of the Order of Hoo-Hoo will be held at the headquarters of the Lumbermen's Association, Lumber Exchange building, Chicago, on Monday evening, December 11. The concatenation will be preceded by a dinner at 6 p. m. Julius Seidel, of St. Louis, Snark of the Universe and Emerson D. Tennant, secretary-treasurer of the order, are expected to be in attendance. Ten candidates for the ceremonies have already been secured.

Members of the order in Chicago and vicinity are urgently invited to attend and give Snark Julius Seidel, Secretary-Treasurer Tennant and Vicegerent Snark Pomeroy a rousing greeting.

The Baker-Matthews Lumber Co., hardwood lumber manufacturers, of Sikeston, Mo., has opened an office for the convenience of its northern trade at 1216 Fisher building, this city, in charge of J. A. Stannard. This gentleman is no stranger to the Chicago trade, having been for some time associated with Lee Wilson & Co., of Memphis, Tenn., and the Mansfield Hardwood Lumber Co., of Winnfield, La.

A. C. Ramsey, of Nashville, Ark., vice-president and purchasing agent of the Memphis, Dallas & Gulf railroad, was in Chicago, December 1, on a business visit, and made the LUMBER WORLD REVIEW a much appreciated call. While Mr. Ramsey is no longer actively engaged in the lumber business, he maintains very close relations with the industry through his railroad connections by means of which he is in touch with some of the leading lumbermen of the southwest. His many old friends in Chicago, invariably accord him a joyous greeting.

Secretary John C. Knox, of the Michigan Hardwood Manufacturers Association, and E. D. Abbott, sales manager of the Cummer-Diggins Co., Cadillac, Mich., were in Chicago last week Thursday, on their way to Merrill, Wis., to attend the lumber salesmanship congress at that point starting Friday and continuing over Sunday. The gentlemen reported excellent trade in both hardwoods and hemlock among the manufacturers of the lower peninsula, with prices buoyant. They were especially enthusiastic about the work of the salesmanship congress and anticipated a most enjoyable session.

W. T. Denniston, eastern representative of the National Builders' Bureau, with offices at 1835 Transportation building, this city, but with headquarters at Spokane, Wash., and of which concern A. L. Porter, the aggressive secretary of the Western Retail Lumbermen's Association, is at the head, has gone to Spokane to spend the Christmas holidays. He left Chicago Wednesday, November 29, and stopped over Thanksgiving Day in Milwaukee, where he took dinner with his mother and other relatives for the first time in eighteen years.

R. B. Goodman, of the Goodman Lumber Co., Goodman, Wis., who was one of the representatives of the National Lumber Manufacturers' Association on the trip to the Pacific coast and which met with such splendid success, is laboring under a serious handicap because of a broken arm. Mr. Goodman was in St. Paul, Minn., on his return trip and while there fell and broke his right arm. He stayed in the hospital two days and then proceeded to his home. He is now having an opportunity to cultivate the use of his left hand and no doubt, when he recovers from his injury, he will be able to sign checks with either hand and with equal facility.

Ira A. Minnick, the genial president of the National Dry Kiln Co., Indianapolis, Ind., stopped off in Chicago last Thursday long enough to pay the LUMBER WORLD REVIEW a visit and to tell about the wonderful country he had discovered during a recent trip to the unknown regions west of the Rockies. Mr. Minnick left home about the middle of October with the purpose of familiarizing himself with the trans-mountain country and in the seven weeks he spent there he felt amply repaid, having had a most delightful time. Incidentally he closed some fine orders for dry kilns, but he insists this was not the primary object of his journey. His trip embraced the principal lumber manufacturing centers of the Inland Empire, the Puget Sound country, Washington, Oregon and California.

A. R. Turnbull, of the Rowland Lumber Co., Norfolk, Va., was in Chicago December 1, on his return from a trip to the Pacific coast, as an important member of the party of eastern lumbermen who toured the principal lumber centers of the Inland Empire and the coast on behalf of the interests of the National Lumber Manufacturers' Association. Mr. Turnbull stopped over Thanksgiving Day in Minneapolis and had dinner with his mother and other relatives, as is his invariable custom each year. He was very much delighted with the results of the western trip and believes it will be the means of great benefit to all concerned from a business and co-operative standpoint. Reports from the coast are to the effect that Mr. Turnbull made a fine impression by his several well prepared addresses on association work. He is the efficient president of the North Carolina Pine Association, one of the up-to-date lumber organizations of the country.

FIRST ORDER FOR FURNITURE.

Announcement was made December 3 of a South American order to be filled in this country for household furniture, amounting to 60 cars. This is believed to have been the first considerable order for furniture secured from South America since the European war started and it is spoken of as the entering wedge of the American furniture manufacturers in supplanting European furniture in the southern continent. The credit for this sale is given to W. G. McNair, a prominent furniture man, who sold the order on behalf of Chicago, Rockford and Grand Rapids manufacturers. Twenty-five carloads of the order have been already shipped under "red ticket" instructions, which give the right of way over ordinary shipments to the seaboard, thence going to Buenos Aires, Argentina, leaving New York about December 15. The remainder of the 60-car order, amounting to 35 cars, will be assembled in New York for January sailing.

The Baldwin Shipping Co., of Chicago, is the concern making the exportation and that concern states that the starting of the export furniture trade in this initial shipment was an exceedingly difficult matter, but it will make easier the handling of subsequent orders. It is reported that there is another order for phonographs, talking machines and pianos, to be shipped in the near future to South America, which will amount to about $1,000,000.

One of the really remarkable features of the shipment of furniture referred to is that the sale was made for cash, terms that are quite unusual in Argentina, where frequently six months or even a year's time is not regarded as being a long time settlement. In view of this fact the sale for cash was an extremely gratifying feature and it is said that, in addition to this, the buyers agreed to stand the expense of special packing of the goods.

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Business Changes, Incorporations and Fires

New Concerns

Jonesboro, N. C.—The Jonesboro Sash & Door Co.; $10,000 capital. A. E. Kelly, W. W. Harrington and others.

Elizabeth, N. J.—William R. Worth & Son, Inc., to manufacture and deal in lumber, leather and belting; $10,000 capital. William R. Worth, L. H. Taylor, S. C. Worth, W. H. Hatten, Alexander H. Sands.

Beaumont, Tex.—A. L. Carter Lumber Co.; $100,000 capital. W. T. Carter and A. L. Carter of Polk county; R. D. Randolph, of Harris county; and E. O. Carter and W. B. Landes, of Camden.

Lufkin, Tex.—Collwood Lumber Co.; $5,000 capital. L. E. Wright, B. L. Zeagler and W. O. Griffin.

Fort Kent, Me.—Fort Kent Mill Co.; $1,000,000 capital. Dora A. Bradbury, Miles C. Pinkham, Thomas S. Pinkham, Grover C. Bradbury.

Bangor, Me.—Clifton Land & Lumber Co.; $10,000 capital. Harold F. Ingraham, Charles R. Gordon, H. B. Russ.

Portland, Me.—Gordon River Timber Co.; $400,000 capital.

Carnes, Miss.—Red Creek Lumber Co.; $30,000 capital. J. B. Dorsett, J. L. Holleman and L. L. Magee.

Marianna, Ark.—The Home Lumber Co. J. O. Payne, president; J. M. Hewitt, vice-president; O. G. Norment, secretary and treasurer.

Grand Junction, Col.—Castell Lumber Co.; $25,000 capital. Fred G. Emry, M. T. Castell, A. J. Castell.

Greenville, Miss.—Triangle Lumber Co.; $25,000 capital. W. W. Gary, F. A. Conkling and others.

Louisville, Ky.—The Louisville Veneer Co.; $150,000 capital. Florence E. Kline, D. E. Kline, H. E. Kline and H. E. Snyder, to succeed the Louisville Veneer Mills.

Beaumont, Tex.—F. H. Yeagley & Co., to buy and sell timber, lumber, building material and building supplies; $10,000 capital paid in. F. H. Yeagley, J. H. Reese and T. S. Corriher.

Portland, Ore.—The Pacific Spruce Co.; $5,000 capital. J. T. Alexander, H. G. Dunlap, M. H. Clark.

South Somerville, N. J.—Manville Lumber Co.; $25,000 capital. William B. Epps, Jr., Elmer E. Ball, Z. S. Robbins.

Nicholasville, Ky.—The Roy Lumber Co.; $30,000 capital. James Norton, L. D. Ward and G. A. Roy.

Deer Park, Wash.—The Fan Lake Lumber Co.; $10,000 capital.

Aberdeen, Wash.—The Clear Lumber Co.; $20,000 capital. W. B. Crammatte, D. Yovitt and J. E. Stewart.

Seattle, Wash.—The Packard Logging Co.; $100,000 capital. Osgood Packard, Juval W. Howe and Harold C. Stimson.

Port Townsend, Wash.—The Dosewallips Boom & Driving Co.; $1,000 capital. James O'Connor, E. J. Farrell and Allen Trumbull.

Maynard, Wash.—The Knowles Mill Co.; $10,000 capital. H. C. Knowles, G. A. B. Dovell, George Dorfinger and Nettie E. Knowles.

Vancouver, B. C.—The Fraser River Shingle Co.; $10,000 capital.

Harlowtown, Mont.—The Urner Lumber Co.; $20,000 capital. Benjamin Urner, Marie B. Urner and Charles Barbour.

Goodwin, Utah.—The Gold Hill Lumber Co.; $10,000 capital. F. L. Parker, of Salt Lake; E. J. Warner, of Tooele; W. M. Lamb, of Goodwin, S. L. Billings, of Salt Lake, and William Dougall, of Goodwin.

Tuscaloosa, Ala.—The Trotter-Rankin Lumber Co. C. J. Harmon, J. W. Davenport, A. Trotter and A. W. Rankin.

Jonesboro, Tenn.—The Young Timber & Land Co.; $6,000 capital. W. F. Graham, E. J. Vaugh, W. L. Clark, S. S. Preston, B. G. Young.

Luxora, Ark.—The Alden Land & Lumber Co.; $15,000 capital. Alvin Wunderlich, president; Thomas Denton, vice-president, and George J. Wunderlich, secretary and treasurer.

Gainesville, Ga.—The Gainesville Tie & Lumber Co. J. Lamb Johnston and E. J. Cobb.

Jasper, Ind.—The Schaaf & Schnaus Manufacturing Co.; $10,000 capital. A. J. Schaaf, G. W. Schnaus and Otto Schaaf.

St. Louis, Mo.—The Gulledge Lumber Co.; $100,000 capital. R. V. Hayes, F. A. Goodrich, J. D. Ferguson, J. F. Herd, John A. Meyer, C. J. Trowbridge, A. Berning and E. J. Hart.

Billings, Mont.—The Messenger Lumber Co.; $25,000 capital. Albert E. Platz, J. E. Messenger and G. W. Haskell.

Albuquerque, N. M.—The McKinley Land & Lumber Co.; $10,000 capital.

Asheville, N. C.—The Andrews Manufacturing Co.; $100,000 capital. I. H. Tucker, J. W. Best and J. H. Bentkno.

Oklahoma, Okla.—The Van Deren Lumber & Grain Co.; $10,000 capital. F. A. Van Deren, Edward Spiers and S. K. Bernstein.

Tulsa, Okla.—The Cobbs Lumber Co.; $10,000 capital. L. E. Cobbs, R. B. Cobbs and C. K. Cobbs.

Nashville, Tenn.—The Louisiana Lumber Co.; $200,000 capital.

Putney, Vt.—The Reed Lumber Manufacturing Co.; $2,000 capital. John L. Clark, L. H. Bugbee and B. M. Reed.

Orient, Wash.—The Orient Box & Shingle Co.; $5,000 capital. A. E. Akerly, president; O. G. Barnard, vice-president; D. D. Townsend, secretary; George H. Temple, treasurer, and J. W. Fryett, manager.

Business Changes

Rochester, N. Y.—Chapman & Goetzman have been succeeded by H. W. Goetzman.

Halls, Tenn.—W. F. Wilson has been succeeded by the Wilson-Haas Lumber Co.

Greenleaf, Wis.—M. J. Roach has sold out to the Fuller-Goodman Co., of Oshkosh.

Tomahawk, Wis.—The Tomahawk Veneer & Box Co. has sold out to the Mohr Lumber Co., of Wausau.

Norwich, Conn.—The J. C. Turner Lumber Co., of New York, has bought the lumber plant and property of the H. B. Porter & Son Co., Inc.

Rockville, Ind.—The Graham-Laney Lumber Co. has dissolved, Mr. Graham taking over the interests of the firm. He will continue under the name of the Graham Lumber Co.

Jonesboro, N. C.—The Jonesboro Sash & Door Co., capital $10,000, recently incorporated, has acquired the plant of the Makepeace Sash & Door Co., J. F. Makepeace, manager.

LeGrand, Cal.—J. M. Loiseau Lumber Co. has sold out to the Merced Lumber Co., of Merced.

Albany, Ore.—The Cameron Planing Mill Co. has changed name to the Albany Planing Mill Co.

Mayfield, Ky.—O. S. Wagner has been succeeded by the O. S. Wagner Lumber Co.

Galesburg, Mich.—S. M. Rice & Son have sold out to Zinn & Austin.

Ithaca, Mich.—Alverson & Hannah have been succeeded b E. J. Alverson.

Stringtown, Okla.—Kennedy Bros. have sold out to the Hargrave-Burgin Lumber Co., of Kiowa.

Paris, Tex.—The Wm. Robinson Lumber Co. has sold out.

Port Arthur, Tex.—The Port Arthur Planing Mill Co. has sold out.

Winder, Ga.—The Winder Lumber Co. is now known as the New Winder Lumber Co.

Schofield, Wis.—The Brooks & Ross Lumber Co. has purchased the supply business of G. J. Huhn, of Cliftonville, Wis.

Chippewa Falls, Wis.—The Midland Lumber & Coal Co. has taken over the Chippewa Falls Fuel & Grain Co.

Louisville, Ky.—The Louisville Silo & Tank Co. has decreased its capital to $40,000, the former capital being $60,000.

Evansville, Ind.—The Fullerton-Powell Hardwood Lumber Co. has closed out its yard business here to Maley & Wertz.

New Mills

Lorentz, W. Va.—D. L. Arnold contemplates the erection of a box and crating plant.

Norfolk, Va.—W. P. Cake will build a planing mill and establish a lumber yard, expending about $50,000.

Hartburg, Tex.—S. M. Tomme & Sons will rebuild sawmill recently burned at a loss of $7,500. The mill will have a daily capacity of 30,000 feet of southern yellow pine.

Beaumont, Tex.—The W. A. Stark Lumber Co., of Memphis, Tenn., has plans under way for the erection of a hardwood sawmill.

Mendenhall, Miss.—The Gulledge Lumber Co., of St. Louis, Mo., is building a mill.

Greenwood, Miss.—The Churchill-Milton Lumber Co., of Louisville, Ky., will establish a plant with daily capacity of from 90,000 to 100,000 feet of hardwood lumber.

Transylvania, La.—The Tensas Land & Lumber Co., recently incorporated at Memphis, Tenn., will erect a mill with daily capacity of 35,000 feet.

Clanton, Ala.—The Vida Lumber Co., of Vida, will build a sawmill.

Birmingham, Ala.—The Patton Sawmill Co. will erect a small sawmill.

Talbot, Mich.—James R. Andrews, of Escanaba, has purchased the sawmill, planing mill and town site at this place and will operate.

Moscow, Ark.—W. S. Elder, of Sheridan, Ark., has purchased a tract of timber here and will put in a sawmill.

Lake City, Mich.—Ira Call and Robert Olson have announced that they intend to build a saw and shingle mill on the site of the old Iverson mill.

Marquette, Mich.—The Pioneer Iron Co., which operates a plant at North Marquette, is building a sawmill.

Leesville, La.—The Peavy-Wilson Lumber Co., just organized, will erect a large sawmill near this point.

Fires

Baldwin, La.—The new mill of the Baldwin Lumber Co. burned; loss about $55,000, partly covered by insurance.

Cameron, N. C.—Cameron Lumber Co.'s plant burned; estimated loss $6,000 to $8,000.

Alexandria, La.—Yards of the Ferd Brenner Lumber Co. visited by fire which destroyed 5,000,000 feet of lumber, causing loss estimated at $200,000, mostly covered by insurance.

Bolton, N. C.—The Waccamaw Lumber Co.'s plant damaged by fire to extent of $200,000.

Bristol, Tenn.—Mill of the Bristol Door & Lumber Co. burned; loss $5,000, covered by insurance. Will rebuild.

Washington, Kan.—The lumber yards of the Chicago Lumber & Coal Co. burned; loss estimated at $25,000, fully covered by insurance.

Jacksonville, Fla.—Fire in the Gress Manufacturing Co.'s lumber mill did damage estimated at $175,000.

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The News Miscellany of the Lumber World

Central Southern News

MEMPHIS, TENN.

Memphis, Tenn., Dec. 8.—Building operations in Memphis during November showed a handsome increase over the corresponding month last year, the gain being nearly $100,000. This greatly swells the increase in the total for this year as compared with the first eleven months in 1915. There is much activity in building circles now, and prospects are that the showing for December, as well as for the first few months of 1917, will be exceptionally favorable. This view is based on the unusual prosperity of the people of this city and section, and upon the remarkable activity on the part of automobile interests in increasing their facilities here for the handling of business.

The Overland Co. has just completed a building which, with the stock, represents an outlay of more than $250,000, while a number of other automobile manufacturers and distributors are planning large improvements in their facilities here. The Chickasaw Cooperage Co. has advertised for bids for the reconstruction of its big plant recently destroyed by fire, with an estimated loss of approximately $300,000, and these figures must be included when the next report is made public. Planing mill interests are very active, and handlers of building materials have no complaint to make at the moment.

W. A. Waddington, general manager of the Valley Log Loading Co., reports a little improvement in the car situation, so far as the handling of logs is concerned.

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BIRMINGHAM, ALA.

Birmingham, Ala., Dec. 6.—The Pine Belt Lumber Co., southwest of Orrville, Dallas county, sustained heavy losses on Saturday, when its big plant was almost totally demolished by flames. The company lost 340,000 feet of lumber, its sawmill and machinery, valued at several thousand dollars.

The Birmingham city commission discussed for two and a half hours the one-half inch thickness provision of the wooden shingle ordinance. J. H. Eddy of the Kaul Lumber Co., and W. Thornton Estes, of the Estes Lumber Co., were opposed to thirteen other lumbermen in the discussion. The former contended for the retention of the one-naif inch thickness provision in the ordinance, while the others opposed it. Those opposing the ordinance declared that it excluded from use the standard wooden shingle, which is one-eighth inch short of the required one-half inch thickness. Those favoring the provision claimed that the one-half inch thickness was far superior to the other in its fire resisting properties.

The Vida Lumber Co., at Vida, Ala., will construct a narrow gauge railroad connecting with the L. & N. at Clanton or Lomax.

Inland Empire News

SPOKANE, WASH.

Spokane, Wash., Dec. 5.—Spokane soon will become the headquarters for the retail department of the Potlatch Lumber Co., according to plans now under way. F. C. Kendall, manager of the department, will come to Spokane and have charge of the forces here. Palouse has been the headquarters of the retail department of the company since its organization, but due to the constantly increasing business and to the fact that Spokane is a more central location for the general retail offices the change was recently decided on. The company now has 39 retail yards in Washington and six in Idaho and arrangements are under way for establishing a line of yards in Montana. Spokane was also considered advantageous due to the fact that it is central as a railroad point and practically all mail comes through it from Montana and eastern Washington en route to Palouse.

District Forester George H. Cecil, Portland, has announced that, after careful consideration, the secretary of agriculture has approved an increase in the fees to be charged for grazing livestock on the national forest ranges. This increase will be made gradually for the next three years, until the charges reach the point equivalent to two-thirds of the charges made by private owners for grazing stock on their lands.

A shingle mill has been installed near Southwick, Ida., by Ted Roberts. The mill is equipped with the best machinery and has a capacity of 25,000 shingles per day. Mr. Roberts has purchased a large tract of cedar timber and has assurances that his product will find a ready market.

G. A. Carlson announced this week that he had just been awarded a $50,000 contract for building logging roads and taking out logs for the Idaho Block Match Co. near Sandpoint, Idaho. The work is to be completed by April 1, 1918, and the logs are to be hauled to the mill of the company, on the Spokane International railway tracks, at Sandpoint, Idaho. There they will be cut into match length blocks preparatory to being shipped to Saginaw, Mich., to the factory of the Sommers Brothers Match Co., owner of the Idaho Block Match Co.

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KALISPELL, MONT.

Kalispell, Mont., Dec. 5.—The Kalispell Lumber Co., Essex, Montana, closed its sawmill down on November 4, after making a very successful season's run of practically 6,000,000 feet. The mill was constructed last year, and is new and modern in every respect, and consists of a single cutting band. The company has contracted with the government for several million feet of choice timber, tributary to their present site, which will be manufactured into lumber within the next five years.

George W. Slack, one of the leading logging contractors of this district, returned this week from an inspection trip to his logging operations on the Middle Fork of the Flathead river, where he has a contract for the putting in of practically 30,000,000 feet for the Somers Lumber Co., Somers, Montana. A considerable portion of the work this winter has been subcontracted, and will operate about ten camps.

A. E. Boorman, secretary of the Northern Montana Forestry Association, and W. R. Ballord, general manager of the Somers Lumber Co., Somers, Montana, attended the Western Forestry and Conservation Association meeting, and a meeting of the Pacific Coast Loggers Association, held at Portland.

The State Board of Land Commissioners intends putting the farm loan act into immediate operation, pursuant to the decision of the supreme court. The books of the state treasurer's office show there is now available for farm loans, a total of $728,786.20, and it is stated that early in December this will be greatly increased.

C. A. Weil, president and general manager of the Eureka Lumber Co., Eureka, Montana, was elected on the Democratic ticket by a large majority, as a representative of Lincoln county to the Montana legislature this winter.

Middle States News

NEW YORK, N. Y.

New York, Dec. 8.—John D. Mershon, Saginaw, has been in the east lately in the interest of his redwood business. He announced the opening of a Kansas City office, which now gives his company branches in Chicago, Saginaw, New York, Kansas City and Worcester, Mases.

E. B. Este & Sons, manufacturers of North Carolina pine, will shortly move to offices at 362 Fifth avenue, where they have leased the entire ninth floor. Their business has shown constant growth and new and larger quarters are necessary.

Black & Yates, distributors of Philippine mahogany, have opened an office at 341 Fifth avenue, in charge of H. L. Black. The concern will soon establish a general domestic hardwood department, a line in which H. L. Black has long been associated.

The local branch of Hoo-Hoo have selected committees to arrange the details for taking care of next year's annual of the Order.

The lumber trade of the metropolitan district will be out in force for the big dinner in celebration of the thirtieth anniversary of the New York Lumber Trade Association. The affair will be held at the Waldorf, Monday evening, December 11.

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NO. TONAWANDA, N. Y.

No. Tonawanda, N. Y., Dec. 7.—Wholesalers at the Tonawandas did not get in as much white pine by lake as planned this year and their efforts to get it by rail have not met with much success. The difficulty is the shortage of labor in the woods, as well as the great lack of cars. Some of the eastern buyers who depend upon the Tonawandas to supply their needs are much inconvenienced at the great delays in shipments that are occurring.

The largest cargo to arrive at this end of the lakes in 25 years arrived at Tonawanda on December 1st, on the steamer Frank O'Connor. The lumber was for the Wilson Box & Lumber Co. and amounted to 1,500,000 feet. Years ago cargoes of over 2,000,000 feet used to arrive on the Wannipota which was given the name of the floating lumber yard.

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BUFFALO, N. Y.

Buffalo, N. Y., Dec. 8.—Work was begun this week on the Billy Sunday tabernacle at the Buffalo baseball grounds, which was thought to be the most available site. The building is to be constructed principally of Norway and yellow pine, which are to be furnished by Graves, Manbert, George & Co.

The new yard which Taylor & Crate are to occupy on Elmwood avenue is to be one of the largest and most complete hardwood yards in the city, and will also have an office building larger and more adequately equipped than most. New switches are now being laid to the yard and it is hoped to have a good stock of lumber there soon.

Inquiries for industrial locations in Buffalo are reported to be much on the increase, and, according to a prominent real estate man, twenty new industries have announced their intention of moving to this city. A large tract of property adjacent to half a dozen railroad lines has lately been opened up in the south part of the city in order to meet the increasing demand for such locations.

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KANSAS CITY, MO.

Kansas City, Mo., Dec. 8.—During the last two weeks increases in wages at the mills have been announced by the Long-Bell Lumber Co. and Missouri Lumber & Land Exchange. The forced curtailment made necessary by the car situation is proving a hardship to the crews at southern mills. The sawmill employe is not naturally thrifty. During a time when the mills can run but a few days a week it is commendable that the employer has seen fit to increase wages to help the laborer meet the advanced cost of living. The wage increases are said to be especially for the common laborer.

Plans are now complete for what is expected to be one of the most successful district meetings ever held in Missouri. The retailers in the northeastern part of the state will meet December 14 at Moberly, Mo., to discuss trade problems. Among the speakers are J. R. Moorehead, secretary of the Southwestern Lumbermen's Association, and L. R. Putman of Fayetteville, Ark., vice-president of the association and always in demand at lumbermen's gatherings. An unusually attractive program has been arranged.

The Norcatur, Kan., retail yard of the Chicago Lumber & Coal Co. was destroyed by fire November 26. The loss is estimated at $25,000. It was fully insured.

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Gulf Coast News

NEW ORLEANS, LA.

New Orleans, La., Dec. 8.—R. H. Downman, president of the National Lumber Manufacturers' Association, who, in company with Charles S. Keith and other prominent lumbermen, recently made a transcontinental trip in the interest of greater co-operation among the nation's lumber interests, has returned to New Orleans, and expresses himself as highly gratified at the results of the journey, which extended to the Pacific coast.

Organization has been perfected at Richardson, Miss., of the Nicholason Lumber & Manufacturing Co., Inc., which will cut 30,000,000 feet of hardwoods, tupelo, magnolia and oak, adjacent to Richardson, in Pearl River county, Miss., and St. Tammany parish, La. A band sawmill of 30,000 feet daily capacity is being built by the company, and the mill expects to be in operation by January 1. A general export and domestic business will be done by the company. A. G. Little, a prominent yellow pine operator of south Mississippi, is vice-president and general manager of the company. The mill is located at Richardson, on the Queen & Crescent railroad.

Organization has been perfected at Lake Charles, La., of the Richards Lumber Co., which plans to construct and operate a sawmill of 90,000 feet capacity at Derry, Natchitoches parish. The company is capitalized at $200,000, with E. Elias Richards, president; T. H. Watkins, vice-president, and Maurice Rosenthal, secretary and treasurer. Edward P. East completes the list of stockholders. The company has almost fifteen years' cut, consisting of a large tract of timber recently purchased from L. C. Black, of Cincinnati.

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BEAUMONT, TEX.

Beaumont, Tex., Dec. 7.—The month just closed showed building permits issued by the city building inspector of $90,000, totaling for the eleven months of the year $841,544, against $685,396 for the entire year of 1915. In considering this remarkable steady building activity, it must be borne in mind that this does not include the many residences constructed in the South Park and French school districts, as residents of that part of the city are not required to take out building permits. Were these populous districts included, the total for the year would run well over the million dollar mark.

In considering the amount being spent in Beaumont for improvements, however, it must be remembered that the new docks, street paving, street railway extensions, run into the hundreds of thousands of dollars and are not included in the above figures. Neither is the wealth added to the city by the acquisition of new commercial establishments and the enlargement of the old ones, which has been quite extensive during the present year.

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HATTIESBURG, MISS,

Hattiesburg, Miss., Dec. 7.—The J. J. Newman Lumber Co. which operate large mills in this city and at Sumrail, Miss., cut off the night runs on December first and will not put them back on until they are able to get sufficient cars to take care of their output.

The Lamar Lumber Co., Clyde, Mississippi, who have been operating their large mill on double shift for the last three years, cut off the night run December 1st on account of the car shortage.

The site committee of the Hines mill at Gulfport has made arrangements to have the standing timber on the Hines mill property cut off, and to that end have arranged to have a portable mill begin at once the sawing of the standing timber, so that when the Hines Lumber Co. is ready to begin building its large steel mill the ground will be ready.

The Gulf and Ship Island railroad will have a survey of its branch which will be built from Kiln, Miss., to Ten Mile on the main line of the Gulf and Ship Island, completed within a few days and actual construction will begin.

Northern States News

MINNEAPOLIS, MINN.

Minneapolis, Minn., Dec. 8.—The annual convention of the Northwestern Lumbermen's Association will be held in Minneapolis, January 16, 17 and 18. Business sessions will be in the assembly room of the courthouse and a lumber products exhibit will be in Arcadia Hall, adjoining the courthouse.

State Forester W. T. Cox, after journeying several weeks from one lumber camp to another in northern Minnesota, is authority for the statement that 14 varieties of pie are being turned out by the camp cooks. Even pie for breakfast is not sufficient inducement to get all the able-bodied men needed by some of the logging contractors.

The Alger Smith Lumber Co., Duluth, is operating a sawmill on Rice lake, having started in December 1 for the winter run with a crew of 400 men. Seven lumber camps have been established and logging operations are under way for the winter input of logs.

The high price of paper, added to the fact that this is the age of small packages, has increased the demand for boards suitable for boxing and crating. Box factories have been picking up about all the low grade lumber available. The high price of foodstuffs has caused manufacturers to find a greatly increased outlet for package goods, hence the heavy demand for boxes and crates.

A. D. McDonald, recently connected with the Salt Lake City office of the Eastern & Western Lumber Co., Portland, Ore., has succeeded I. N. Tate as sales manager of the H. B. Waite Lumber Co., Minneapolis.

The Eureka Silo Co. has established a Minneapolis office at 528 Lumber Exchange. The office and territory is in charge of C. H. Shaver, who says it is the intention of his company to sell its double walled silos through retail lumber dealers.

New England News

BOSTON, MASS.

Boston, Mass., Dec. 5.—A leading lumberman in discussing the trade situation today, said to a representative of the LUMBER WORLD REVIEW: "I spent two weeks on a trip up to our timber limits on the Upper Ottawa river during the past month, and everywhere I went and in all talks with the various people I met, it was impressed upon me that the cost of supplies and materials of every kind which would be put into lumber camps as well as the wages being paid to the men this year, were advancing very rapidly, and even with these advances it was very difficult to obtain the necessary labor required.

"For instance, last year the majority of our men going into the woods were paid $27 per month and board, of course. This year they were paying $40 when the writer was up there and we are probably having to pay as high as $45 at the present time. Even then we were nearly 30 percent short of the required number of men needed.

"A large number of able-bodied men in Canada have undoubtedly enlisted and have either gone or are going over to the continent to fight with the allies. Whereas, there are no men to speak of going from the states in this cause, nevertheless, the labor situation is just about the same as it is there. We think the volume of business is very large, here in this section at all events, and it would be much larger if the transportation facilities did not put on a very material curb."

Ohio Valley News

EVANSVILLE, IND.

Evansville, Ind., Dec. 8.—Edward C. Kerth, city building inspector for Evansville, in his report for this year shows that the amount of money expended for buildings in this city for the present year will reach the sum of $1,600,000, including those which will be finished by the first of next year.

The Elkhart Carriage and Motor Car Co. at Elkhart, Ind., has increased its capital stock from $100,000 to $300,000.

A few days ago the Whitmer Handle Co. at Mt. Vernon, Ind., received a big consignment of hickory lumber from lower Ohio river points. The lumber was brought to Mt. Vernon in barges.

One large concern here has been shipping a great deal of one-inch walnut to the British government and it will be used in the manufacture of aeroplanes. It is predicted that walnut will move freely for some time to come.

Crop conditions in this section are good, the new wheat having a good stand, although at this time it is badly in need of a good rain.

The various wood consuming factories in Evansville and many of the cities in southern Indiana and western Kentucky are being operated on steady time and many of the manufacturers still report that they are having a hard time getting all the labor that they want. Furniture and chair fac-

PAEPCKE LEICHT LUMBER COMPANY
CHICAGO

RED GUM is one of our specialties; we have it in large quantities.

EVERY care is taken at our various mills to produce stock of high quality.

DRYING properly is very essential—we pile our product accordingly.

GREAT care is exercised in sawing, edging, trimming and piling.

UNIFORM grading by efficient inspection force, applied to all shipments.

MANY satisfied customers, indicate the quality and service we can give you.

BAND MILLS AT
Helena, Ark. Blytheville, Ark.
Greenville, Miss.

PAEPCKE LEICHT LUMBER COMPANY
CHICAGO

Your Competitors Are Using Our Service

Find Out Why

The current Forecaster will help explain

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tories are especially busy just now and plow and table factories are doing a nice business. Carriage and wagon factories report a good steady trade with encouraging reports from the south and southwest.

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CINCINNATI, OHIO.

Cincinnati, O., Dec. 8.—The Mowbray & Robinson Lumber Co. recently started survey work for the building of a new logging railroad to open up vast timberland holdings of their concern in Leslie and Clay counties, Kentucky. About 70,000 acres of thickly wooded timberland will be opened up by the new road, which will be about 50 miles long, connecting with a division of the Louisville & Nashville. Construction work will be started early in the spring, it is said. The company also announces that two or three large sawmills will be built on the properties.

Keen interest is taken in the local market over the announcement that the Haskell & Barker Car Co. is in the market for about 6,500,000 feet of lumber and the American Car & Foundry Co. needs about 4,500,000 feet to fill large equipment orders from the Great Northern Railway. Douglas fir and yellow pine are the principal species to be used, although considerable southern hardwood also will be used.

Creditors of the McFall-Heyser Lumber Co. last week instituted involuntary bankruptcy proceedings against that prominent concern, alleging that the company is insolvent.

The Sayres & Scoville Co., one of the pioneer carriage manufacturing concerns in the middle west, also manufacturers of commercial and pleasure automobile and specializing in automobile ambulances and hearses, last week announced plans for greatly enlarging the scope of its business. The capital stock of the concern will be increased from $150,000 to $650,000 and a great new factory building will be erected on Spring Grove avenue, in Winton Place.

West Virginia coal and lumber operators reported the last few days that the car situation was considerably relieved, especially in regard to coal cars, although not sufficiently to warrant any lowering in price at this time. Lumbermen in the great West Virginia timberlands are getting hold of cars with less difficulty than for many weeks, although the situation still is acute.

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LOUISVILLE, KY.

Louisville, Ky., Dec. 6.—The demand for interior trim has been excellent all fall with the Louisville lumber dealers, and building operations have shown steady increases. A glance at the building permits for November show a decrease of 25 in number, and an increase in value of $136,990. In November, 1916, a total of 141 permits were issued for buildings to cost $364,710, as compared with November, 1915, when 166 permits were issued for buildings to cost $227,720.

The Kentucky Fire Underwriters Association, and the Kentucky Fire Prevention Association, in session in Louisville last week, went on record as strongly opposing the use of shingle roofs and adopted a resolution condemning the use of such roofs, claiming that they had been responsible for general conflagrations, and calling attention to the fire at Nashville, Tenn., early in the year, when it was alleged wind-blown shingles crossed a space 1,800 feet, setting fire to other shingle roofs.

The Churchill-Milton Lumber Co., Louisville, has completed arrangements for a new two-band sawmill at Greenwood, Miss., where the company will be located with two river and two railroad connections. Switches are now being run into the property, and the construction of the mill started. Most of the machinery has been purchased. The company also operates a plant at Glendora, Miss.

The Norman Lumber Co., Louisville, has completed a new department for manufacturing box shooks in connection with its poplar lumber manufacturing business.

Pacific Coast News

TACOMA, WASH.

Tacoma, Wash., Dec. 5.—The sudden spurt in the shipbuilding industry is expected to make Tacoma the headquarters of the shipping world on the Pacific coast. The Todd Co. plans the construction of a huge drydock and repair shop capable of accomodating the largest vessels operating on the Pacific.

T. E. Ripley, president of the Wheeler-Osgood Co., will return to Tacoma about December 10, after several months spent abroad. Mr. Ripley visited France and England and has made valuable business connections in these countries which will be useful after the war. When last heard from Mr. Ripley was in Los Angeles.

The Keystone Lumber Co. of Tacoma has announced plans for the construction of additional buildings at its plant. The demand for local building material, according to officials of the company, has more than doubled during the past few months, and necessitates the firm's securing more space.

A. J. Earling, president of the Chicago, Milwaukee & St. Paul Railway, visited Tacoma, November 29, and announced that the road would start immediate construction on 1,000 new freight cars. A large proportion of these will be built at the company's Tacoma shops and the material supplied by local mills. Mr. Earling also inspected the new Milwaukee docks in Tacoma and declared that the road would soon have to start building more such structures, as the present demands of the Oriental freight traffic make the space now available inadequate.

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CENTRALIA, WASH.

Centralia, Wash., Dec. 5.—E. H. Lester, of Montesano, will start logging operations on the North river in the near future. The camps are already established in the vicinity of Vesta. Mr. Lester has bought between 9,000,000 and 10,000,000 feet of timber and has options on 150,000,000 feet additional, which he expects to close. Mr. Lester has not decided whether he will construct a railway line to connect with the Oregon-Washington or whether he will put the logs into North river and send them by water to Primo, there to be loaded on the cars.

A new shingle mill to cut in a large tract of fine cedar is now under construction on Joe creek, near Pacific Beach. The name of the company building the mill is the Joe Creek Shingle Co., and Mr. Campbell of Seattle is one of the chief promoters of the enterprise. The mill will have two of the latest pattern shingle machines. The tract of timber in which it is located is sufficient to keep it steadily in operation for a number of years.

Articles of incorporation were recently filed by the Skookum Lumber Co., a $200,000 corporation that has taken over the Blumauer mill and timber in Tenino.

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SAN FRANCISCO, CAL.

San Francisco, Cal., Dec. 4.—The San Francisco Retail Lumber Yards Association has been formed with a membership of thirty yards for the purpose of bettering trade conditions. The association is working to establish a more ethical method of doing business than has been the custom in the past when mills have sold lumber to unreliable middle-men who carried no stocks and who maintained no offices. Mills have frequently been unable to make collections and contractors have been called upon to wait weeks for orders shipped from outside points that could have been filled within a few hours at local yards. The committee that has been getting the new organization in working order consists of M. A. Harris, of the Van Arsdale Lumber Co., Arthur Hooper, of the Hooper Lumber Co., R. A. Hiscox, of the Hart-Wood Lumber Co., and J. H. Kruse, of J. H. Kruse & Co.

A crew of timber cruisers has been working on the holdings of the Pennsylvania Lumber Co., near Susanville, Cal., and it is anticipated that a mill will be erected there at an early date.

The Eureka Box Co. is preparing to commence operations at Eureka, Cal., and will make box materials and mouldings. W. Y. Crane is president of the company, P. McKenzie is secretary, and J. E. Shields is manager.

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ABERDEEN, WASH.

Aberdeen, Wash., Dec. 4.—A. A. Haskins, who has just finished the sheds at the Grays Harbor Shipyards, under which the keel of the newest of the vessels to be built there already has been laid, has taken a contract for the erection of twin sheds at the Aberdeen shipyards, commonly known as the Peterson yards. The sheds will be 120 x 300 feet over all and will be of truss span construction.

The steam schooner Idaho, the property of the Wilson Brothers' mill at Aberdeen, was launched at that place November 28. The Idaho is the sister ship to the Oregon, launched several months ago. She is 225 feet overall, 41 feet 6 inches breadth of beam and 14 feet 8 inches depth of hold. When put into service the Idaho will be in the lumber trade between Grays Harbor and California ports.

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The Current Trend of the Lumber Market

General Market Review

If the prosperity of the lumber trade is at all dependent upon the indicated building operations of the country, there would be little to complain of, as building operations in 1916 will probably equal, if not exceed, that of any year of which there is record. This will be the case in Chicago, at least, which, in 1911, presented a total value of building permits of around $110,000,000. Up to December 1, this year, the total building permits of Chicago were valued at $105,000,000, and the estimated value of building permits for December is $8,000,000, making a total for this year, according to present prospects, of $113,000,000, which will be by far the heaviest year for building operations in the city's history. Strange to relate, this large showing had not exercised any favorable influence upon the lumber business until this fall, local trade during the first nine months of the year having been only indifferently good. During October and November the demand upon the retail yards of the city and suburbs has been unusually heavy, and still continues.

A similar condition is shown at most of the consuming centers throughout the country, and the movement of lumber, although belated and reaching measurable proportions only after every other industry in the country had shown a maximum of activity, is now fair, without being considered at all unusually heavy. Probably it would not have been of any consequence whatever as to volume had there not been developed the greatest car shortage in the history of the country, which, in turn, has caused the heaviest orders for freight cars in November ever known in a single month.

To offset the car shortage there are several activities under way. Among them is the effort on the part of the railroads, aided by the Interstate Commerce Commission, to expedite the loading and movement of cars, and a real effort on the part of lumbermen to aid in their rapid unloading and reloading. Another alleviation is found in the heavy orders for equipment placed in November, which totaled the unprecedented figure of 56,530 freight cars, costing the enormous sum of $83,000,000. There are also strenuous efforts being made by the railroads to repair their rickety equipment, which, in many cases, has been used up to the very last moment it would hold together. Although there are occasional evidences of a better supply of cars in one or two sections of the country, it is likely that the car shortage will not be fully relieved before the first of the year, if then.

Lumber is not overplentiful at points of consumption, and, because of inadequate shipping facilities, production has been curtailed at most of the sawmills in the four principal producing territories. There has been a more insistent demand for lumber as the available supply decreased and this has resulted in some improvement in values, notably in southern pine and cypress, one item of the latter wood having been advanced $2.50 within the last two or three weks. Firmness has also been shown in plain oak, whil hardwood flooring has displayed a renewed upward tendency, owing to unusually heavy demands for the completion of buildings.

There are not wanting signs of a decline in the munitions demand. It is reported that the allies have built up facilities of their own, and that contracts have lately expired in Rochester, N. Y., and in Dayton, O., as well as at other points, resulting in the discharge of men and a reduction of wages, with the explanation that there are no more munitions contracts in sight. It is believed that there will be many instances of this kind this winter, and this will be a factor in the restoration of normal car supply.

NORTHERN AND WESTERN PINE.

Handlers of northern pine report that they are overwhelmed with orders for all grades and thicknesses, and for the lower grades, as well, which, until recently, have not been the most active item. Uppers are in excellent request, and stocks are not heavy. Shop lumber is inclined to scarcity, and sales are made around $52 for 5-4 and 6-4 No. 1 shop, $42 for the same thicknesses in No. 2 shop and $32 for No. 3 shop. Western pine, which includes the eastern California product, has been selling around $41 for No. 1, $35 for No. 2 and $25 for No. 3. California sugar and white pine stocks have brought slightly better figures than those named. Inland Empire stocks are considerably out of assortment, and because of car scarcity are not being forwarded in quantities desired. The demand for pattern stock is unusually good, and factory plank is also in good request in all markets.

NORTHERN AND SOUTHERN HARDWOODS.

There is a pronounced awakening in the hardwood trade, due in large measure to the scarcity of cars. There are empty places in the consuming stocks of the north and east which are in crying need of replenishment, and there is a steady consumption in furniture, automobile, aeroplane, interior woodwork, moulding and general building lines that has evidently been necessitated by the exceeding long period during which buying for most of these industries has been practically suspended. It will require, no doubt, considerable hardwood lumber to replenish these depleted stocks of raw material, and so far as can be learned there are not only insufficient stocks of dry lumber to supply this want, but transportation facilities are so wofully lacking that were the lumber available there would be little that could be shipped.

It is evident that the oak industry is not to be neglected with impunity. That a time could ever arrive when oak would be put out of business as a staple hardwood is now looked upon as improbable, whereas, before the recent formation of the oak manufacturers' association, it was felt that almost anything could happen. Within the last month there has been a decided revival in oak demand. Not only have sales increased, but prices have strengthened, and quotations are now heard of on the basis of $52 for firsts and seconds inch, $34 for No. 1 common and $26 for No. 2 common, Chicago delivery.

Gum may be considered as one of the most active woods in the market. Demand is becoming constantly more difficult to fill. Shippers from the south report that they are getting from $37 to $38 for firsts and seconds red, and $24 to $25 for No. 1 common red. Sap gum has been in somewhat better request lately, at $27 for firsts and seconds, and $23.50 for No. 1 common. Considerable white ash is going into aeroplane and automobile stock, and prices are firm. The demand for poplar has improved, all grades being in fairly good request in this and other northern markets. Of the northern woods, birch, the leader, is now quoted as high as $48 for firsts and seconds. Sales of No. 1 common have recently been made at $28 to $29 and of No. 2 common around $20 to $21. Basswood is being taken hold of by piano manufacturers to some extent, but neither demand nor supply are heavy, although there is a place for practically everything on hand at satisfactory figures, firsts and seconds selling around $40. Stocks of 1¼-inch to 2-inch are virtually exhausted. Maple is one of the difficult woods to find, especially in thick stock, which has developed a pronounced scarcity. Recent quotations are around $49 to $50 for 2-inch firsts and seconds and $38 to $39 for 2-inch No. 1 common.

SOUTHERN PINE.

Acording to the most reliable information, obtained from the report from 154 mills at the date of December 1, there is a somewhat better supply of cars available at southern points, and shipments are slightly ahead of the production, a situation which has not been witnessed in any week, with one exception, for several months. Some of the yellow pine plants have been forced to close down for want of piling room, and, so far as has been reported, there is no concern manufacturing yellow pine which is getting much over 50 percent of its empty car requirement. In fact, it may be safely said that the industry, as a whole, is not getting anywhere near one-half of the cars it needs. This is creating great inconvenience to manufacturers, as well as to wholesalers and consumers. In the very nature of things, any stock that can be delivered commands an excellent price, and values have been advanced steadily, until now there is scarcely any item of dimension which is selling under a discount of $4.50 from the established list. In dressed lumber the position is equally strong with advances on practically every item, especially in car decking, car siding, car roofing and other items of car material. The immense number of freight cars ordered during November, breaking the record of any month in railroad history, insures a continued strong demand for southern pine through the winter.

CYPRESS.

The cypress mill representatives in Chicago territory, as well as in other districts, report active demand for all classes of material. Lately there has been considerable tank stock in the inquiries, and washing machine manufacturers are taking more than their usual requirement. Mixed cars are conspicuous in the wants of the retail trade. Many of the retailers have refrained from buying with the idea that prices would ease off to some extent, but this hope has been futile, and there now seems little likelihood of any relaxation in the market, even during the usually dull period around the holidays. Prices have lately advanced, as reported two weeks ago, and are holding strong at the advance, but the policy of the cypress manufacturers is not to encourage any sharp fluctuations in the price of their commodity.

NORTHERN HEMLOCK.

The manufacturers of northern hemlock have been enjoying a few weeks of the most prosperous conditions that have attended that industry for several years. Owing to the car shortage and resultant scarcity of yellow pine at northern consuming points, and, further, owing to the fact that the scarcity of cars has not been so pronounced at points of hemlock production as in many other localities, hemlock demand has penetrated into a good deal of its old territory in Illinois and Indiana, to say nothing of its natural distributing fields in Wisconsin and Michigan. Prices on hemlock have advanced to practically list, and some items have been lately selling at 25 and 50 cents above list, which might be regarded as a most notable event. Stocks of hemlock are very much out of assortment, and, of course, cannot be replenished to any extent before spring. This lends to the market a pronounced strength.

SHINGLES AND LATH.

Transit cars of red cedar shingles, especially of clears, are not in the best demand throughout Chicago territory. A good many of these, however, are available, and many buyers are content to order on regular delivery, which naturally does not mean much, as the car shortage is as pronounced in the Pacific northwest as in any other part of the country—if not worse. The peculiar situation in the coast country on cars and shingle stock causes a rather sensitive market where eastern delivery is concerned. Sales were made this week Friday of clears on the basis of $3.31, and of stars at $2.82, but transactions are likely to be made on a spread of from 3 to 5 cents in either direction from these quotations, sometimes more. Northern white cedar shingles are in fair demand, and prices are well maintained. At latest quotations available the market is about $3.35 for extras and $2.55 for standards, delivered in Chicago territory.

Gulf Coast Markets

NEW ORLEANS, LA.

Conditions in the New Orleans market are described as follows: "Yellow pine continues to show a very substantial condition, in spite of the serious inconvenience to business occasioned by the car shortage, and the fact that stocks are accumulating in yards to a considerable extent. Interior demand is strong, though lack of tonnage and further restrictions on shipping have tended to restrict export business, conditions now being about as they were last re-

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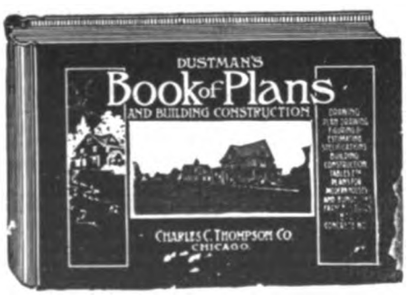

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The Lumber World Review

608 South Dearborn St. Chicago, Ill.

ported in these dispatches. Prices average approximately $1 over thirty days ago. Even higher prices are offered for guaranted prompt deliveries, but few mills are able to take advantage of this.

"Many mills in Louisiana and Mississippi are cutting off their night shifts, while others are suspending operations one or more days a week. A few are out of the market altogether. Quotations are especially good for finish and dimension, which are steadily advancing. Much railway business has been placed here recently.

"In the cypress field, despite the fact that this is the fag end of the season, a good tone is shown by the market, with a steadily rising scale of prices. During the last fortnight all items in a finish have been put up at least $2 a thousand. Other items are up 50 cents to $1. Little if any improvement is noted in the car situation. Manufacturers are averaging about 50 percent of their requirements, some claiming to receive only about 25 percent.

"Good woods conditions are enabling logging operations to proceed in a satisfactory manner.

"As has been the case for some weeks, gum continues the leading item in hardwoods. Market conditions are fairly satisfactory, with prices firm on all items. An unusually large number of inquiries have recently been received, especially from the factory trade. The factories have been the backbone of the market for the past several months. Export buying shows little change. A fair volume of business is being handled for Central America and the West Indies, though Cuban trade has fallen off somewhat, due, it is believed, to overstocking. Like all other branches of the lumber industry, hardwood mills are suffering from inability to obtain an adequate amount of rolling stock."

* * *

HATTIESBURG, MISS,

The effect of shortage of cars on southern mills is shown by this report: "If cars were plentiful the mills in this section would be doing a record business as orders are plentiful for all classes of cutting with average prices up two to three dollars a thousand. The car situation is still very bad and all of the mills that have been operating on double shift have pulled the night runs off and will only operate day time until the car shortage is entirely relieved. Those running on one shift only are not making any effort to operate full time as they are practically blocked out with lumber and it will be hard for them to operate thirty days longer if the car supply is not increased.

"Weather conditions have been ideal for several months and logging has been done at a minimum expense.

"Car material continues in excellent demand at good prices. Dimension continues one of the leaders and planing mill stocks have shown a substantial advance in price. Timbers of all kinds are easy to sell. Sawn timbers have been in good demand for the last sixty days and mills close to the ports are cutting that class of stock as they are able to make shipment in quicker time than stock going north. Buyers are still having a great deal of trouble as the mills keep well loaded up with orders and will not take on additional orders with no prospect of shipping them before they are overdue.

New England Market

BOSTON, MASS.

A manufacturer and dealer in spruce writes us from Boston as follows: "The present condition of the spruce lumber market is going through a period such as never was seen before. We are actually selling spruce dimension at the highest in its history and it looks to us as though the present conditions would prevail for the immediate future at least.

"We should not care, however, to place ourselves on record regarding predictions for the year 1917, though we hardly see how lumber will sell for any less price for some time to come."

* * *

A prominent lumberman of Boston writes us of general conditions as follows: "As for an opinion of the present lumber market and the prospects of the immediate future, would say we believe the lumber market today is very active, as far as it can be, considering the great lack of transportation facilities. We think the lumber market has been realizing gradually for the last two or three months what an exceedingly costly job it was to get lumber out this year in the woods, and they felt they would have to do their utmost in order to obtain enough advance in their lumber prices to cover this additional cost of manufacture.

"We think the yard men are stocking up very heavily as they are apt to do on a rising market, feeling each time the price goes up they ought to buy earlier, and that buying even now they will save something from what they would have to pay a little later when they need the stock. Of course, an advance in one place tends to cause an advance in another and so it goes from industry to industry, and the lumber has felt the results in the past six months, where earlier in the season it seemed to be one of the few commodities which was not very materially effected. The indications as far as we can see are for a continued advance for some little time yet.

"Of course, it would be a very wise man that could tell when inflation got to such a point that the country woke up to the fact that it was working on a very unsafe standard, but that will come we believe as it always has in the past. There will be a time when the general mercantile community will begin to feel it is altogther too hazardous to continue purchasing commodities in advance of their requirements at continually advancing prices. When they fully realize this then there will be a lull and we are afraid everyone will have to stand his losses and prices will go down much faster than they went up. It seems to us, however, that for the next year or six months at least there is no likelihood of a cessation in the demand for our products in Europe, and that for the present at all events, if we can obtain transportation facilities and move a large amount of goods out of this country and increase our wealth by so doing we have not come to a point yet where the sentiment will tend to check this advance. But we should feel that people who have to buy a year's supply ahead as many lumbermen do during the winter and early spring, should hesitate a little and be cautious about what conditions may be in the latter half of the coming year.

"Speaking as regards the conditions between now and the first of the coming year, would say we think that people who buy at once will be on the right side, but of course, in purchasing or doing a general lumber business, most of the lumber community have to consider the market for a good deal more than the coming month."

Inland Empire Markets

KALISPELL, MONT.

This letter from the Inland Empire shows conditions in most respects satisfactory: "While the demand is strong and a considerable amount of business is booked for immediate shipment, shipments are seriously handicapped as a result of a car shortage. During the past 30 days only about one-third of the requirements for empties for lumber loading have been furnished by the railroads, and from all indications, there will be no immediate relief in the car situation during the next 30 or 60 days.

"Prices are quite satisfactory, and sharp advances are expected on practically all items within the next 10 days.

"The mills throughout the district have discontinued operations for the season, the majority of them having manufactured all their available logs. The manufacturers are going into the winter with about normal stocks, which, if the present demand keeps up, will be greatly depleted by the opening of the 1917 sawing season."

Southwestern News

CROSSETT, ARK.

A manufacturer of Arkansas soft pine writes us as follows: "While our viewpoint and opinion about the lumber market could not be considered a criterion, as we are practically out of the market, we have sufficient bona fide business offered us daily for present and future shipment that exceeds our normal cut; but about 85 percent of this we are returning, as during the continued car shortage we have increased an order file that will take us well into the spring months. Our salesmen report broken stocks among the dealers to even a greater extent than the surplus stocks at the mills. The latter is not going to be a very great factor, as most mills are limited in their storage capacity, and are forced to involuntary curtailment if car supply is not in keeping with the normal capacity of the mill.

"As to prices, these are being well maintained, and if one were inclined to take advantage of the

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present situation he could easily get from $2 to $3 a thousand above what we consider a reasonable price based on the normal supply and demand."

* * *

KANSAS CITY, MO.

A manufacturer of yellow pine writes us from Kansas City as follows: "We've long since given up any idea of being a prophet on the lumber situation. At the present writing, there is nothing in sight but high prices and more business than can be taken care of.

"This situation can hardly change with the car supply as it is and after that is increased it would probably take sixty days for the mills to ship out their accumulation of unfilled orders. So from the manufacturer's point of view, apparently, there is not much cause for worry for at least sixty days; and by that time we should be on the verge of spring trade."

Conditions in the Kansas City district are reported as follows: "The yellow pine market is exceedingly firm here with some items quoted from 50 cents to $1 on the average. This does not take into account exceptional sales that are contingent upon prompt delivery and are made at such bullish figures that they do not fairly represent actual market conditions. The opinion expressed here two weeks ago was that there would be no radical decline in price even if the car situation should be miraculously ended. The prediction most generally heard is that the scarcity of cars will persist after the first of the year and that even when it does end the mills will be so far behind with orders and retail stocks will be so depleted that high prices for yellow pine will continue.

"Cypress is still in excellent demand and like yellow pine the volume of business is only limited by the railroads' ability to furnish cars.

"West coast woods continue strong and the supply limited, and hardwoods are moving well here at steady prices."

Pacific Coast Markets

TACOMA, WASH.

The Tacoma market is thus described: "The local lumber market continues strong and the demand from the eastern building centers is holding up well. Despite the predictions of relief made by railroad men the car shortage is still extremely serious and most sales are being made subject to delay in delivery. Local manufacturers agree that prices are higher than would be the case if the normal supply of cars was available, as the mills which are able to get out shipments can practically name their own price for lumber.

"Orders are accumulating at the mills and most of the manufacturers are holding back on production for fear of a surplus of lumber stocks when the car shortage ends.

"The offshore market shows some improvement and several large cargoes have gone out of Commencement bay during the past two weeks.

"Shingles are still holding up well and prices are at the highest point in years."

* * *

SAN FRANCISCO, CAL.

We have received this report from our correspondent in San Francisco: "A fair volume of business is now being done by San Francisco retail yards, the situation having been cleared by the recent settlement of the strike of stevedores. The strike commenced in June and fourteen of the twenty-four yards of the city were affected, almost one thousand men being out at one time. The men have voted to accept the terms of the employers and to go back to work under the terms in force prior to June 1.

"The car shortage has become acute and everything in the nature of rolling stock is now being pressed into service. The orange crop in central and northern California, where the early fruit is grown, is being harvested, but sufficient cars cannot be secured to move it. Growers and packers ordered box shooks early in the season and have sufficient stocks of this on hand but cannot move the crop as desired. Canned and dried fruit packers have managed to secure enough box materials but are fully two months behind with deliveries. Finished lumber products, such as doors and sash, flooring and the like are being shipped in open flat cars at shippers' risk but so far weather conditions have been such that no damage has been done to goods in transit.

"Lumber prices remain much the same as they have been for several months, advances being made only when transportation rates become higher. The unusual amount of home building in the San Francisco Bay district, and particularly in San Francisco, is resulting in a good demand for finish lumber, including hardwoods, and these grades are in a stronger position than the common lines.

South Atlantic Markets

NORFOLK, VA.

A leading manufacturer of North Carolina pine in a letter to us expresses these views: "The embargoed New England points are again being opened by the railroads, and all other conditions, except the labor proposition, are favorable and apparently are becoming more so from day to day.

"The demand for lumber and shipments thereof are in excess of production, and if the embargo does not tighten up all around it is my honest conviction that the shipments between now and January 1 will exceed the cut, and even after that date I believe said condition will not be changed because of the fact that a necessary curtailment in production will follow through unfavorable weather conditions and a more marked shortage of labor.

"From my observation, the lumbermen have no disposition to crowd their prices to an unreasonable point. It is true that prices have been stiffening during the past three months and still have an upward trend, but there is yet a considerable margin between the prices at the present time and the point where reasonable profits are secured.

"The spirit of co-operation on the part of the lumber manufacturers is a very important factor and with continued and increased confidence displayed by the lumbermen, each in the other, I see no reason why the situation cannot be managed in the future more along the lines of 'genteel business' with reasonable profits, than following the custom which has for so many years existed, namely, the slashing of prices without regard for the other fellow's feelings or ability to stand the grind.

"The future looks brighter to me than it has for a good many years and unless I am a poor reader of the signs of times, 1917 will prove a banner year for the manufacturers."

* * *

JACKSONVILLE, FLA.

These opinions on the market come to us from one of the leading lumbermen of Florida: "We believe that present values have been brought about by a healthy demand and in sympathy with general improvement in prices of all commodities, although as usual lumber is about the last thing to enjoy such advance.

"However, we believe that the existing car shortage and the consequent curtailment of shipment has had some effect on prices, and it is possible that a rapid betterment in car service might have a depressing effect on the present market. From our point of view we can see no immediate prospects of betterment, at least not for the balance of the year, and while unfavorable weather will have its effect on buying we believe the buyers are impressed with the fact that the present market contains elements of strength that were lacking a year ago and that the likelihood of a slump in prices following the beginning of the new year is not as great as it was last year.

"We are finding the improvement in demand and prices, and in the volume of inquiries from all sources, export included, and with general conditions remaining as they are we can see no good reason to expect anything but favorable conditions in the lumber trade for the balance of this year, and for the first quarter of the new year; however, this is a period of sudden changes and it will be well if the manufacturers are not too optimistic and advance prices too rapidly."

Northern States Markets

CADILLAC, MICH.

A manufacturer of northern hardwoods and hemlock writes as follows: "Our opinion of the present lumber market and the prospects for the immediate future depends upon some conditions which cannot be foreseen at this time. The indications are, however, that the car shortage will continue during the present month at least and that the shipments of southern pine into this territory will be thereby restricted. This situation

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promotes the movement of hemlock, but on the other hand we are approaching the end of the year and dealers are likely to buy for immediate needs only unless they feel that prices after the first of the year will be higher and stock difficult to obtain. We think that some hemlock sales are being made for the latter reason.

"The demand for Michigan hardwoods is very good and basswood, elm, beech, maple and birch are selling freely at advanced prices. In our opinion the hardwood lumber market is strong and will continue to be so for several months.

"The hardwood flooring demand is good and stocks in manufacturers' warehouses are less than normal. On account of small stocks, increased production costs and an increasing demand we look for a material betterment in flooring prices."

• • •

MINNEAPOLIS, MINN.

Activity in the Minneapolis lumber market is reported as follows: "Current demand for northern pine and hemlock is unusually heavy for this time of the year. In addition to immediate orders, which are being shipped as promptly as cars can be obtained, inquiries and even orders for deliveries early next year are running high. Prices have advanced several notches in the last month, but owing to scarcity of laborers in the northern woods, linked with the high cost of camp supplies and big wages being paid, retailers feel there will be no letdown on prices next spring. Building operations in city and country are active, owing to mild weather. Factory demand for box and crating material has about cleaned out some of the manufacturers. Mills report that general stocks are becoming low and that the drain is especially heavy on Nos. 1 and 2 common dimension and Nos. 3 and 4 boards.

"Buyers are in the market these days for practically all kinds and grades of hardwoods, northern and southern. Building activity has lowered stocks of flooring and maple, birch and oak are in good demand.

Middle States Markets

NEW YORK, N. Y.

A lumberman writing to us from New York says: "As to our opinion of the present lumber market and prospects for the immediate future will say we are having a satisfactory volume of inquiries and prices have a strong upward tendency.

"We believe conditions will remain as they are until after the first of the year and that a fair volume of orders can be had if reasonable prompt shipment can be made."

A correspondent sends this excellent report: "The lumber market here continues strong and shows no signs of reacting. The entire lumber list is feeling the effects of current conditions with some items, of course, showing the way to all others. Yellow pine, in face of a steady demand, has advanced in price and the tendency is strong in the direction of further increases.

"The transportation problem is again causing a deal of trouble and the market is able to take quickly all the stock that is coming in. The car situation has done its part well—that is if something like present values hold when manufacturers are in position to ship freely. North Carolina is up about $1 and boat cedar is due to advance $5. There has been a steady and big demand for this class of lumber for the past several weeks, with indications of a continuance. Hardwoods and hardwood flooring are firm at prevailing prices with good demand.

"Thick cypress in the best grades is in big call and recently advanced in price materially. Hemlock is in line at $1 above the base of last month and spruce is up the same. White pine has advanced throughout the list $1 with slight increases probable."

• • •

PHILADELPHIA, PA.

A well known lumberman of Philadelphia, writes us as follows: "We do not see how lumber can help but advance in price. Practically everything that enters into the cost of manufacture has advanced very materially, and practically all of the substitutes for lumber have advanced materially

"All machinery, steel rails, locomotives, cars and equipments together with food stuffs, clothing and labor have advanced. Iron and steel have advanced two or three times the prices they were bringing some months ago. Cement has advanced. Building is on the increase and the reason that lumber has not advanced up to the present time is on account of the lack of export, but the home consumption has been large enough to take care of the products and hold the prices stiff. The home consumption is increasing so tremendously now, and the production is decreasing, due to the cost of labor, lack of coal and other things that enter into the cost of production that lumber is bound to advance very materially in the near future."

• • •

BUFFALO, N. Y.

Conditions in the Buffalo district are reported as follows: "The lumber market is stronger all around than a month ago and the assortments of stock wanted for building purposes has shown a considerable decrease within the past month. Buyers have been placing many orders for lumber that was wanted in a hurry, and this has not only been causing a depletion of local stocks, but has also been advancing prices. Everything points to a higher range still.

"More strength is now displayed in the white pine market than for a long time. Some wholesalers have lately been advancing their prices from $1 to $2 a thousand and the advance has been general throughout the list. Oftentimes the low grades are a large part of the business, but just now the demand is well distributed. On account of the curtailment of production this winter wholesalers look for a continuance of higher prices and say the market will be unusually strong next year.

"About the same sort of strength is being displayed by yellow pine and hemlock. In the former trade there is a severe shortage of cars, which is likely to last until the end of the year at least.

"The hardwood yards are all finding trade fully up to the normal, with prices holding strong, especially for thick stocks of maple, oak and ash.

Ohio Valley Markets

CINCINNATI, OHIO.

A correspondent well informed on conditions in the Cincinnati markets writes us as follows: "The yellow pine demand in this locality has been considerably strengthened by the excellent building weather which has prevailed the greater part of the fall. The difficulty in securing sufficient cars at the producing centers in the south has kept stocks on hand at the wholesaler and retailer pretty low and in cases badly assorted, and it is the general opinion that if the necessary grades were quickly obtainable, much more yellow pine would be moved in this territory. Where delivery can be made quickly, premiums and stiffer prices are being realized. The cypress demand continues to be considerably in excess of the available supply, prices are being maintained in a firm manner, with little deviation either way. The retailers' stocks are low, have been for some time, and they are buying frequently and moving as much as they can handle quickly. The country dealers' trade evidently is picking up very nicely, inasmuch as their requirements, mostly mixed car orders, are growing more voluminous and numerous.

• • •

LOUISVILLE, KY.

Conditions in the Louisville district are reported as follows: "The great 'come back' shown by oak during the past six weeks has been the outstanding feature of the local trade. During the early fall there was practically no demand for this commodity, but it is now moving well into the east and into the furniture manufacturing district. Poplar, which was also moving slowly, can hardly be supplied just now, due to the improved demand. In the walnut market all grades are moving, and timber buyers are scouring the country for logs.

"Two or more mill concerns in the Ohio valley have received big war orders from English buyers for gun stocks and aeroplane propeller blades, and one company has been advertising for 500 cars of walnut logs. It is claimed by the local hardwood firms that they now have more orders on their books than ever before in the history of the trade, and more orders than can be filled unless there is a decided improvement in the car shortage problem. Ash is improving steadily, there being a fair demand for vehicle and automobile woodwork made of tough white ash. Elm, cottonwood, hickory and mahogany are all selling well, also veneers and gluedup stock.

"In the pine market things continue active, building operations being especially good for this season, while yard stocks are very light, due to the long period when it was almost impossible to obtain shipments from the south on account of the car shortage."

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FOR SALE—FURNITURE FACTORY.

Completely equipped plant, located at New Richmond, Ohio, 10 miles east of Cincinnati. New two-story brick structure; 14,000 feet floor space; equipped with 100 h. p. tubular boiler; modern machinery for manufacturing circular church pew and other furniture; modern double kiln drying room. Capacity 150 feet of circular church pews per day. Shipping facilities by river and rail. Surrounded by vacant ground for expansion. Additional information can be obtained, or appointment made for inspection of property, by addressing P. E. Wagner, Box 1249, Charleston, W. Va.

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Have 60 day option on mill with 15 miles of railroad contiguous to 180,000,000 feet finest long leaf pine in the South, which can be contracted at $5 stumpage, with ample time in which to cut it.

Mill and railroad cost $300,000 less than three years ago.

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An institution of sound standing is desirous of discussing attractive proposition with an experienced hardwood mill operator, who commands executive ability and sufficient working capital for operating a 35,000 foot capacity mill. Practically no outright investment in mill or timber required. Both timber and mill can be supplied on equitable basis.

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Experienced (over twenty years) sales manager would like to correspond with concern with a view to position as sales manager. Has handled southern pine, white pine, cypress and Pacific coast woods. About 40, married, and will go to any section. Address "MO," care LUMBER WORLD REVIEW.

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COPENHAGEN A FREE PORT.

Lumber exporters, or in fact any group of shippers of lumber products, such as cooperage, furniture and allied industries, to European markets will learn with interest, if it has not been already called to their attention, the fact that Copenhagen, the chief port of Denmark, offers exceptional opportunities as a distributing or forwarding port for such parts of the continent of Europe as are open to the reception of American products. After the war, also, it will be a most advantageous point for handling lumber products to all parts of the eastern continent.

Not the least attractive feature of the Copenhagen project is that it is a free port, shippers being exempt from paying duty when goods are discharged from the ship, this duty being collected only on the removal of the goods into customs territory. Goods passing through Copenhagen warehouses for transshipment to other countries will in this way be free of duty, there being no examinations by the customs authorities to delay and add extra charges for the transmission of the goods. Furthermore, it is seen that no dues are paid to the government for the storage of the goods in the free port.

The Copenhagen Free Port Co. began the construction of the great system of docks in that harbor 25 years ago and its completed part already has made of Copenhagen an important factor in the transshipment of the world's trade from America passing eastward to Russian markets. Anticipating continued growth, the company is steadily extending its docks and warehouse facilities for the expected increased business.

The Copenhagen free port is the terminus and port of call of several large overseas steamship lines. Merchants desiring to ship goods through the free port can arrange with one of the steamship companies whose ships call there to have the goods shipped on to destination on a through bill of lading, or on an optional bill of lading, whereby the shipper may defer naming the destination of the goods until they have arrived; or shippers can forward goods direct to the Copenhagen free port for storing in the company's warehouses, from which the goods may be reconsigned direct to other ports. These transit goods are not charged with storage during the first fortnight, but only thereafter. It is necessary, however, for foreign shippers to have a representative or forwarding agent in Copenhagen who will take charge of the storage and transshipment of the goods. The Copenhagen free port issues warehouse certificates on demand for all goods consigned to it. These receipts are not transferable, but may be issued in the name of the owner of the goods or shipper, or to a bank, and in the latter case, the Copenhagen banks are open to negotiations for loans on these warehouse receipts.

Full information regarding the Copenhagen free port may be obtained from a pamphlet just issued by the company, copies of which may be obtained by addressing the Royal Danish Consulate, located at 336 West Madison street, Chicago.

FORESTRY INSTRUCTION AT HARVARD.

Through the courtesy of the authorities of Harvard University, we have received the official register of the Graduate School of Business Administration, a part of the great educational institution at Cambridge.

Owing to the necessity for trained men in woods work and the general demand of the lumber industry for larger opportunities for instruction along forestry lines, the Harvard School of Business Administration and the Harvard School of Forestry have co-operated in the offer of a two years' course of training in the lumber business. The course is recommended to not only college graduates who are looking forward to some branch of lumbering as a life work, but also to graduates of forestry and engineering schools who may desire to combine with their previous instruction some practical knowledge of the lumber business.

The studies required during the first year are in logging and sawmilling, in the principles of forestry, in general lumbering, in accounting principles, in marketing and in commercial contracts. The elective studies for the first year are in factory management, business statistics, investments, financial management of industrial corporations, accounting practice and railroad administration.

The required studies during the second year are general lumbering and lumber problems, together with elective studies of business policies, marketing, factory management, business statistics, social factors in business enterprise and industrial accounting.

Prior to the beginning of the first year course the students are assembled at some large sawmill and logging operation in northern New York, where they spend a month just before the opening of the university in observing timber operations and studying all features of logging and manufacturing. Upon the completion of the two years' course students receive the degree of "Master in Business Administration," while those registered in the department of forestry, to whom a similar instruction is also open, are eligible for the degree of "Master of Forestry."

BETTER BUILDINGS.

The Trade Extension department of the National Lumber Manufacturers' Association has just issued the initial number of a series of publications under the general heading of "Better Buildings," the first number having especial reference to the building of garages. It is a 16-page booklet, written by Charles W. Edgcumbe, and gives plans, specifications and probable cost of various types of garages. When automobiles began to replace wagons and carriages to a great extent, it was felt that there would be a considerable reduction in lumber consumption for vehicles for that reason, but results have shown that the inroads on lumber have not been as great as at first feared. It is estimated that there are 3,000,000 automobiles in use in the United States. This estimate is probably a little low, as it was made a year or more ago; but estimating that there are 3,000,000 garages to be built, each requiring 2,000 feet of lumber, the total would be 6,000,000,000 feet for supplying this need. Besides, the automobile manufacturers are using not less than 500,000,000 feet of lumber annually in making bodies, wheels, and for use as crating, so that the total lumber consumption for automobiles amounts to large proportions.

The circular issued by the National Lumber Manufacturers' Association sets forth the extent of the possible trade for garages and is a good thing to have in a retail lumber office or where people are interested in building garages.

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1 car 3x6—14 ft. No. 1 Tamarack.
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Soft Upland Fir—RELIABLE SHINGLES

Leaders in Silo Staves, Western Hemlock, Cedar Siding.

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Well, don't worry "no more," as you cannot be caught short with our immense line to back you up.

We're Devils On Quick Shipping

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MAPLE FLOORING
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WE OFFER

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50 M ft. 6/4 No. 2 Common Maple.
50 M ft. 4/4 No. 1 Common Birch.
15 M ft. 10/4 No. 1 Common & Better Birch.
15 M ft. 12/4 No. 1 Common & Better Birch.
50 M ft. 6/4 No. 3 Common Soft Elm.
22 M ft. 4/4 No. 3 Common Ash.
100 M ft. 6 ft. Coal Door Lumber.

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3,000 ft. 8/4 No. 3 Elm and Ash.
51,000 ft. 4/4 No. 1 and Better Birch.
250,000 ft. 4/4 No. 2 Birch.
202,000 ft. 4/4 No. 3 Birch.
78,000 ft. 5/4 No. 3 Birch.
25,000 ft. 4/4 No. 3 Basswood.
8,000 ft. 6/4 No. 3 Birch.
1,000,000 ft. 4/4 No. 3 Maple.
387,000 ft. 5/4 No. 3 Maple.

"MARATHON"
MAPLE FLOORING
WARD BROTHERS, BIG RAPIDS, MICH.

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IMPORTANT EVENT AT BOGALUSA.

An important event in the history of the magic city of Bogalusa, La., occurred there Friday, November 17, in the laying of the corner stone of a new Young Women's Christian Association building, which is being erected at a cost of $25,000, as a memorial to the late Mrs. F. H. Goodyear, of Buffalo, N. Y., wife of the founder of Bogalusa. The building is the gift to the city of her daughter and son, Mrs. Charles M. Daniels of Buffalo, N. Y., and her brother, Frank H. Goodyear, of Bogalusa.

Business was suspended at Bogalusa for the ceremonies, which took place at 4 o'clock in the afternoon of the day named. Thousands of the citizens participated in the ceremony of laying the corner stone, which was preceded by a procession of school children, 1,200 strong.

Walter P. Cooke, president of the Great Southern Lumber Co., delivered the principal address, presenting the building to the city of Bogalusa on behalf of Mrs. Daniels and Mr. Goodyear. After the ceremony of laying the corner stone had been completed by Mr. Goodyear and his sister, a speech of acceptance was made by Hon. W. H. Sullivan, mayor of Bogalusa, who spoke on behalf of the city. Mr. Sullivan said that at about this time of the year 10 years ago the late Mr. Goodyear had said to him, while standing near the location of the general offices of the Great Southern Lumber Co.: "Sullivan, let's build the best sawmill and lumber town in the whole world; let's build a town where the very best people engaged in lumber operations will want to live and build their homes." Mr. Sullivan said that Mr. Goodyear's ideas had been fulfilled and that in five years from now Bogalusa would have 25,000 population. He said that when the timber had been cut off there would be paper mills, and he believed that instead of being the greatest sawmill town in the world, as now, it would become the greatest paper producing city in the world. Work on the building will be rushed to a speedy conclusion and it will be a credit to the "Magic City."

BARK AS A ROOFING SUBSTITUTE.

While hemlock bark may not properly be considered lumber, yet as a by-product it contributes materially to the revenue of the lumber manufacturers of the north. During the recent peeling season, statistics from 80 northern Wisconsin and northern Michigan concerns showed that there were over 100,000 cords of bark peeled by them in 1916 as compared with about 30,000 cords peeled by the same concerns in 1915. The price this year was very much above last year also, sales last year ranging between $6 and $7, while in 1916 sales were made at $10 up to $12 and even higher, and brought to those manufacturers fully $1,000,000, or probably $800,000 more than during the previous year, a large part of which went to labor.

Hemlock bark, after it has been shipped to the tanneries and used by them, has been regarded as waste. The Forest Products Laboratory at Madison, Wis., however, has been experimenting and Director Howard Weiss states that this waste tan bark is now being used in the manufacture of roofing, for which purpose it is displacing rags, and it is said that in the last year so much of it has been used as to have reduced the price of rags from $72 a ton to $35 a ton. As 200,000 tons of rags have been used yearly in the manufacture of felt roofing, this discovery means much to roofing manufacturers.

It is also stated that the Forest Products Laboratory has succeeded in making paper of unusually good quality that would stand the printing of 12 colors satisfactorily, and 80 percent of the material used in this composition is waste tan bark. Studies recently made at the Forest Products Laboratory indicate that it may be possible to use waste hemlock and oak tan bark in making sheathing paper, carpet liners, bottle wrappers, deadening felt and similar articles of daily use.

NORTH CAROLINA PINE STOCKS AND ORDERS.

The monthly report of stocks and orders of the North Carolina Pine Association for November has just been issued under date of December 1. The report shows that the 10 members contributing to the figures had on hand November 1, 46,976,000 feet of rough lumber, and 4,835,000 feet of dressed lumber; that the orders on their books on that date were for 64,005,000 feet of rough lumber, and 7,004,000 feet of dressed lumber. The report shows a surplus in No. 1 of 1,665,000 feet; in No. 2, 1,961,000 feet; in No. 3, 3,497,000 feet; in red heart, 2,775,000 feet and in No. 1 and No. 2 box strips, 105,000 feet, a total surplusage of 10,003,000 feet. On the other hand the quantity oversold of box edge lumber was 9,077,000 feet; of 8-inch box, 4,033,000 feet; 10-inch box, 713,000 feet; 12-inch box, 546,000 feet; culls, 7,221,000 feet; box bark strips, 4,908,000 feet, and 1 x 6 box, 640,000 feet, a total oversold of 27,032,000 feet, or a net shortage of 17,029,000 feet of rough lumber.

In dressed lumber every item, excepting No. 2 flooring, No. 4 flooring and No. 4 ceiling and partition, was oversold, the net deficit in dressed stocks being 2,169,000 feet.

The association's report of cut and shipments for October showed a cut in that month of 36,371,000 feet and shipments of 35,062,000 feet, 24 mills reporting. The stocks on hand October 1 were 114,473,000 feet and on November 1, 115,782,000 feet, showing a slight accumulation for the month.

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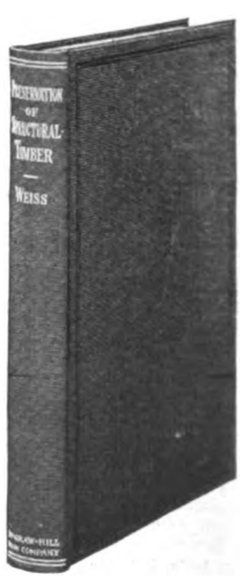

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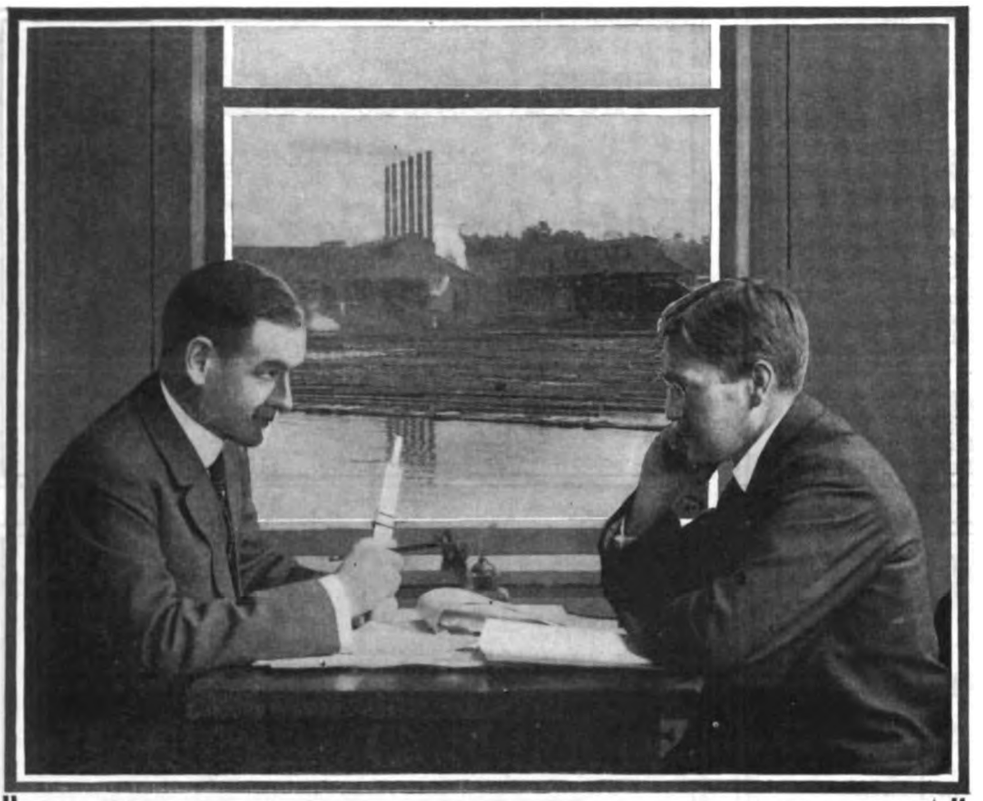

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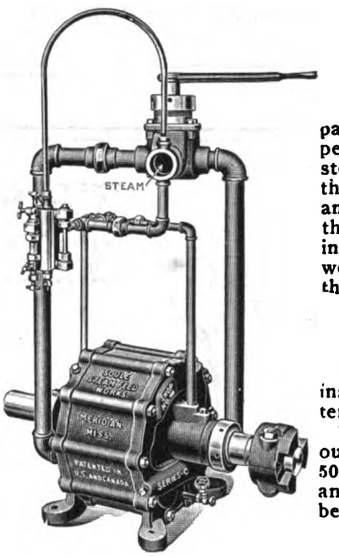

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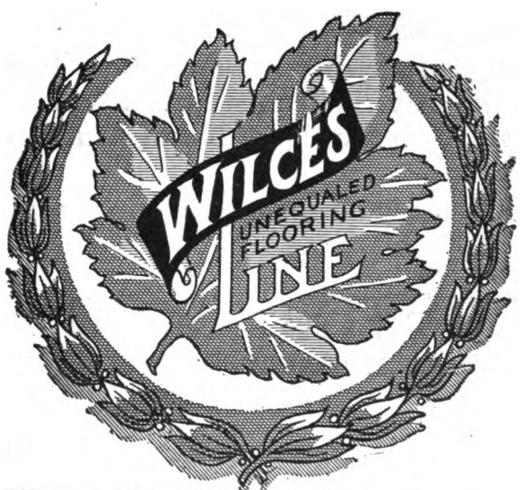

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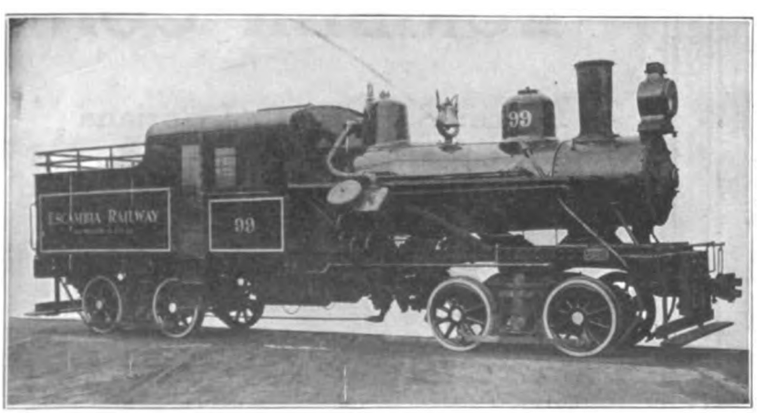

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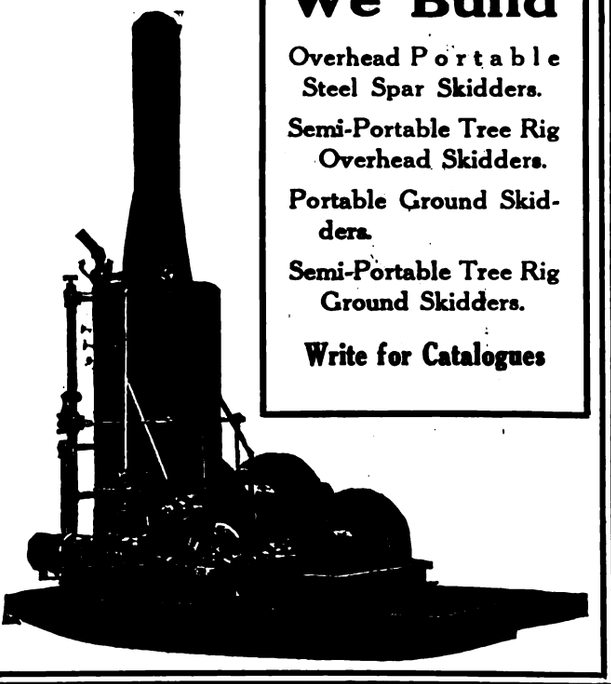

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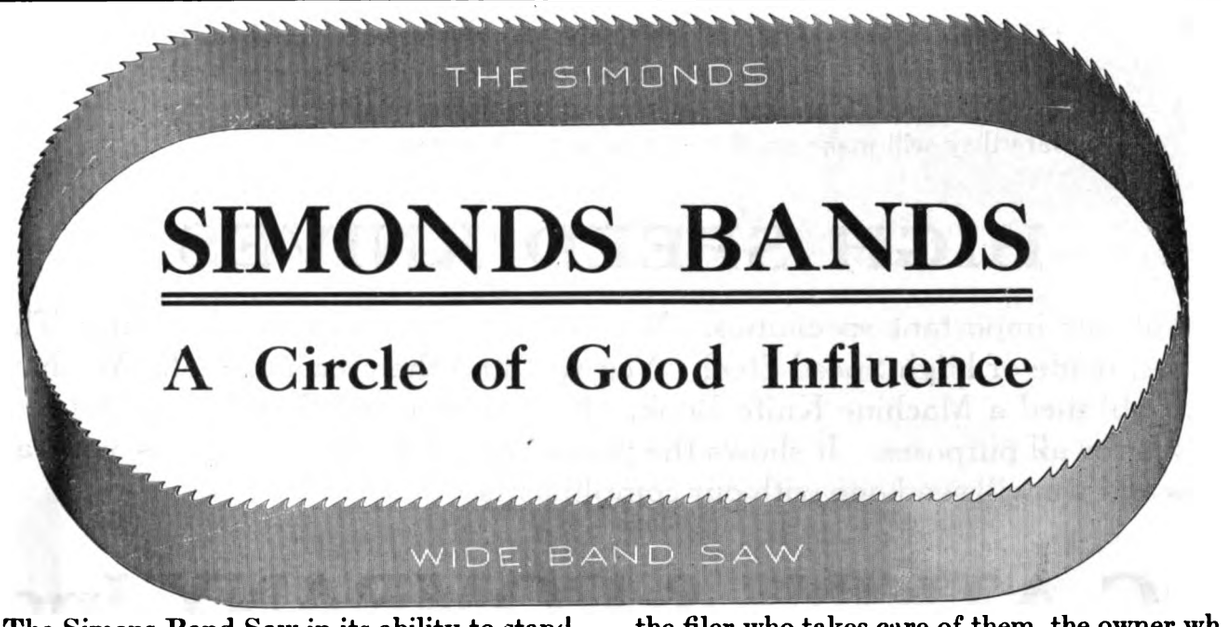

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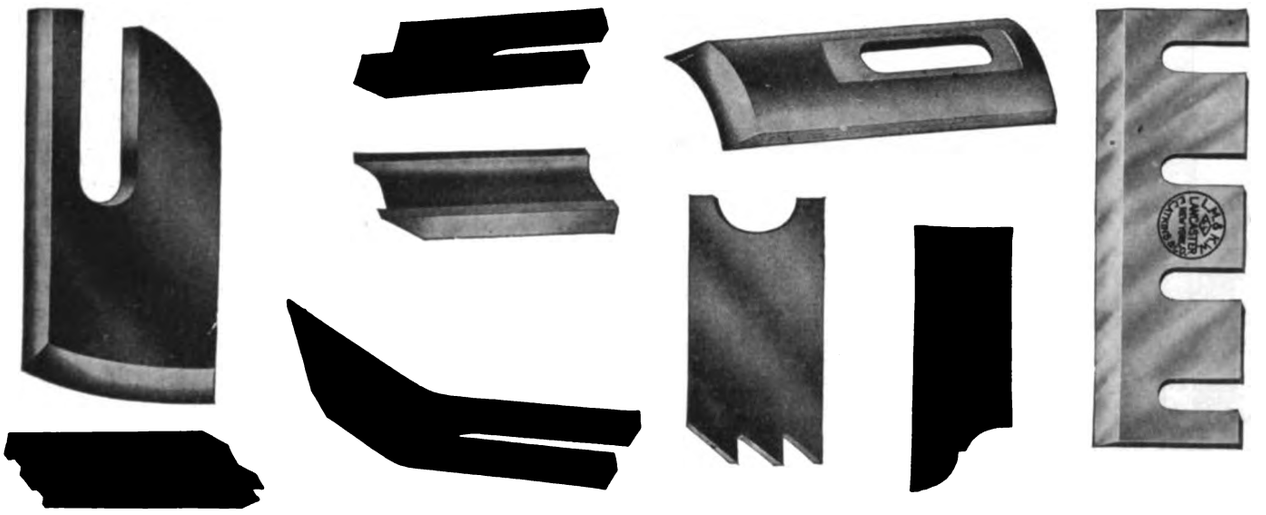

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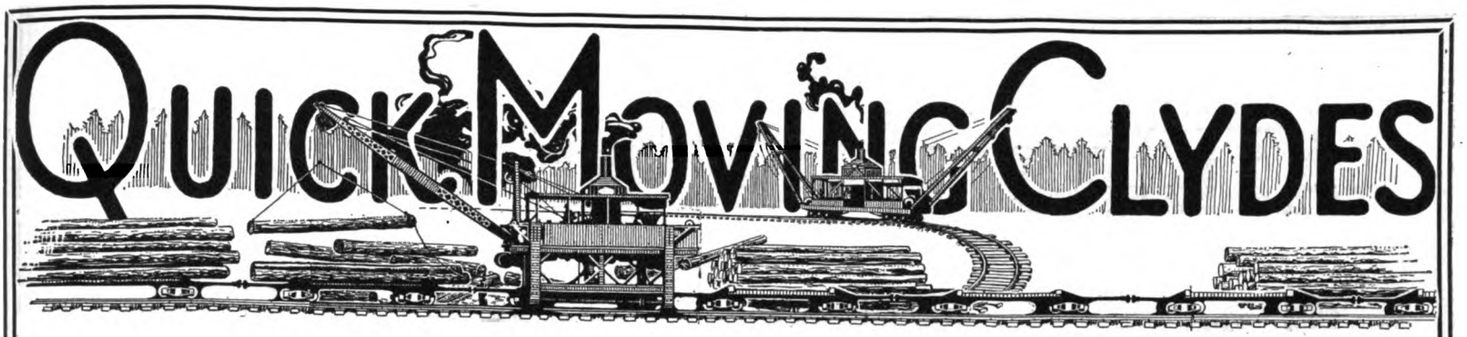
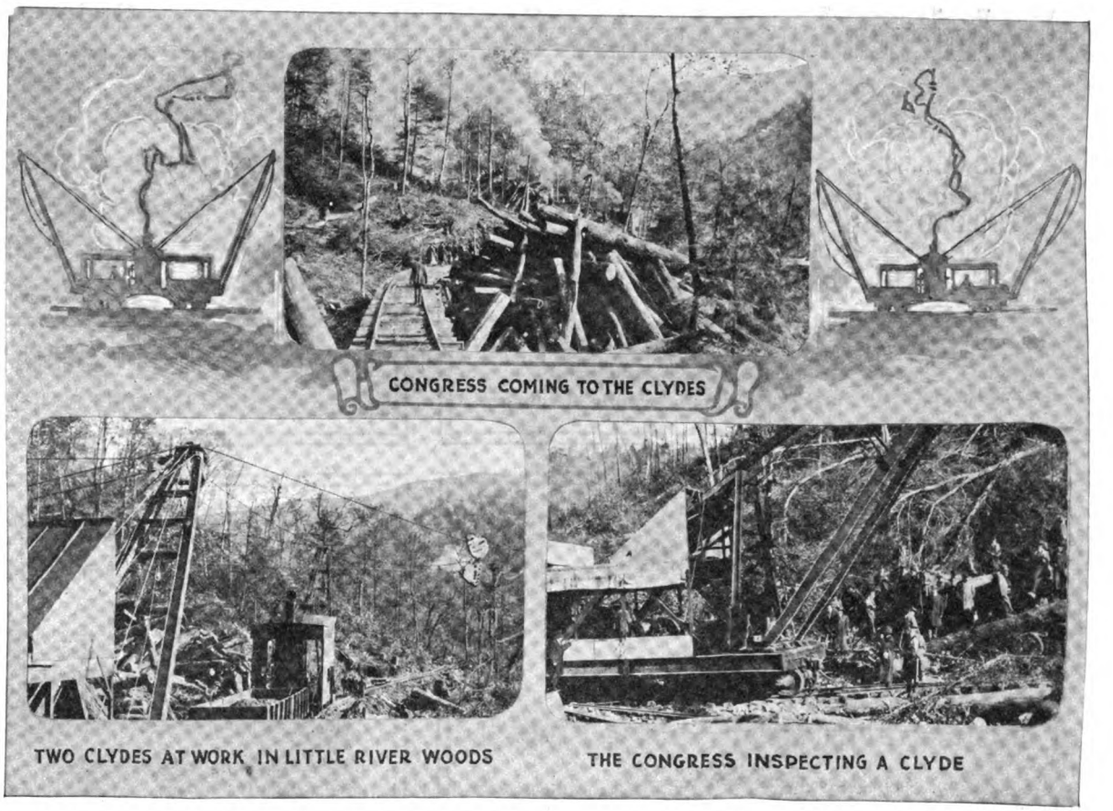
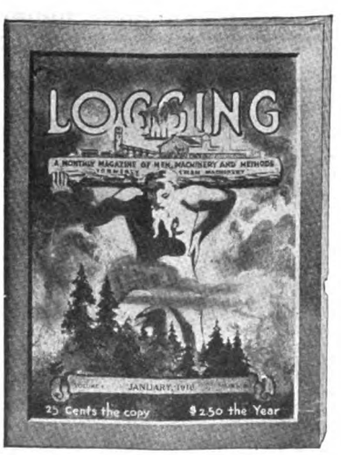


APPALACHIAN LOGGING CONGRESS

Meets in Knoxville and Takes Trip to Townsend





A full account of the meeting and of the subsequent trip to the woods operations of the Little River Lumber Company will be found in the November number of "LOGGING". We will be glad to send a sample copy of this number upon request.

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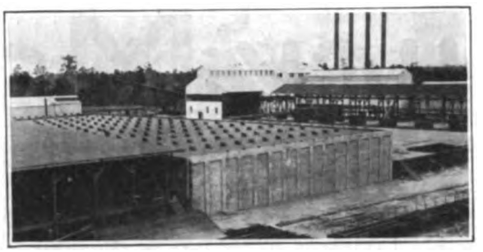

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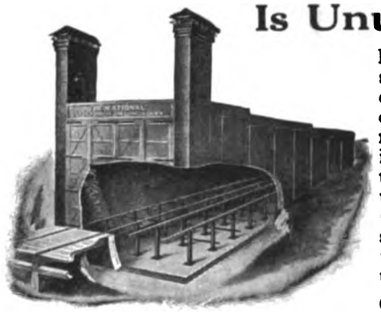

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Lumber World Review

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CONSOLIDATED JANUARY 1912

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Volume XXXI
Number 12

CHICAGO, DECEMBER 25, 1916

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We are prepared to take care of your order promptly and intelligently, so that you will experience no such annoyances as shipping delays, off-grades and the like.

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You need our price list which tells the exact cost of any grade of yellow pine lumber DELIVERED to your nearest railroad station. Write today.

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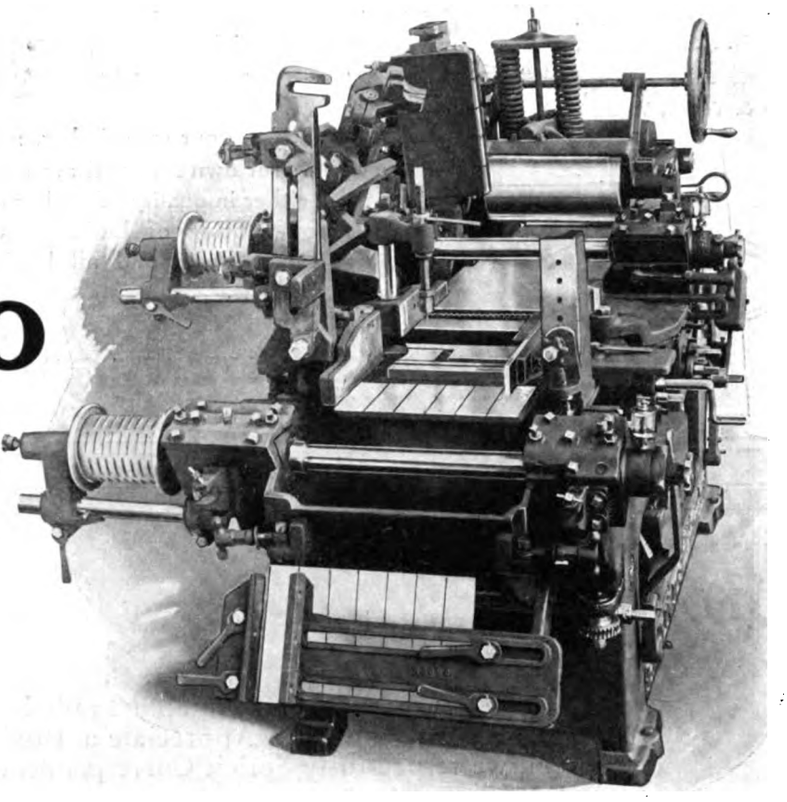

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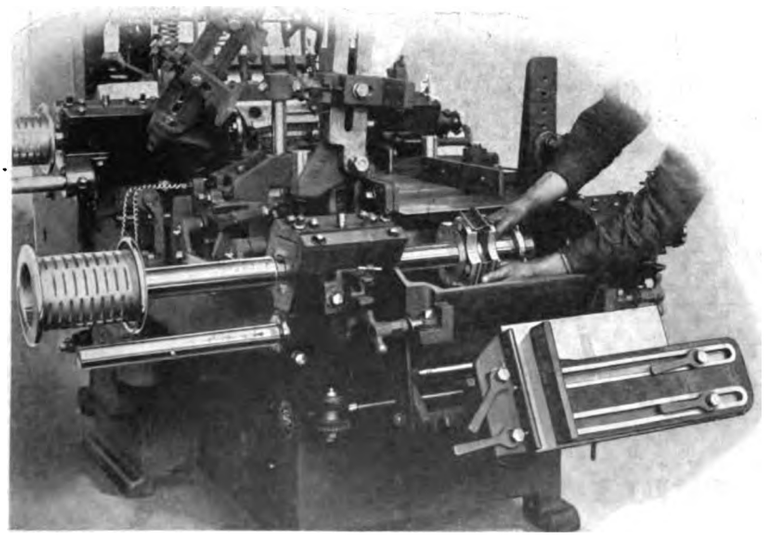

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GET rid of the old moulders. Don't let them sap, unhindered, the vitals of your business. Investigate the Yates Number 108 Moulder, with its slip-on heads and wide open construction which permits it to be set up in a few moments. Look into the use of milled bits on the Number 108, giving a perfect match of pattern at once, without loss of time in filing and tinkering "to make 'em alike."

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Also manufacture Wood Alcohol, Charcoal and Acetate Lime.

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A. W. Lammers, Continental Commercial Bank Bldg., Chicago

Of Vital Importance

in building is the quality and character of material used. In lumber, two kinds of wood, for both exterior and interior use, stand foremost.

White and Norway Pine

have been used for generations and have never been found wanting in all good qualities.

CROOKSTON LUMBER CO.
NICHOLS-CHISOLM LUMBER CO.
SHEVLIN-CLARKE CO., Ltd.

have in pile ready for shipment a good assortment of both. If you have never used these woods a real surprise is in store for you—if you have, you will continue their use.

Let us have your next order to prove how good our grades and service are.

SHEVLIN-CARPENTER CO.
1986 Continental & Commercial Bank Bldg.
CHICAGO, ILL.

CROOKSTON LUMBER CO.
Sales Dept., 903 First National—Soo Line Bldg.
MINNEAPOLIS, MINN.

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A Very Merry Christmas!
A Successful New Year!

You'll rest content with merriment—
You'll have no cause to whine—
Success, your due, will come to you
In handling N. C. Pine.

N. C. PINE

If you wish to start the New Year
right put in a stock of N. C. Pine.
You will have need for it. We make it.

We Manufacture It

Anderson Lumber Corporation, Marion, S. C.
Fosburgh Lumber Co., Norfolk, Va.
Greenleaf Johnson Lumber Co., Norfolk, Va.
Montgomery Lumber Co., Suffolk, Va.
John L. Roper Lumber Co., Norfolk, Va.
Rowland Lumber Co., Norfolk, Va.
Waccamaw Lumber Co., Bolton, S. C.

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He Who Looks Before He Leaps

It is proper form, when writing copy for an advertisement, to give consideration to the date of the publication in which the advertisement will appear. As this issue of the Lumber World Review is dated December 25, to a certain extent, it takes ideas of business out of our heads and, for this once at least, we will not talk business. Besides, there is another CYPRESS advertisement in this issue which is straight business from beginning to end and this relieves us of our responsibilities.

We certainly wish everyone connected in any way with the lumber business a MERRY CHRISTMAS and PROSPEROUS NEW YEAR. We believe it is coming to them, as the lumber game has not been a bed of roses during the past two years. At the same time we CYPRESS people are not complaining. Despite the dull times, we have progressed and, thanks to our good friends among the retail dealers, we stand nearer the top of the ladder than we did a year ago.

We have tried to co-operate, first, among ourselves; second, with our friends the retail dealers; and, third, with the actual consumers through the retail dealers. We have the feeling of satisfaction as the end of the year approaches that we have done our share toward improving general lumber conditions, and this in itself puts us in the frame of mind which should be present at Christmas time.

And so let us all gird our loins for the busy year that is to come. We, for our part, can promise greater energy and greater service and we have plans drawn which should mean great things for you and for us. We will not talk about them now, as it is merely our intention to extend the season's greetings and to felicitate you and ourselves upon how well we are pulling together.

Be One of Those Who Are Helping To

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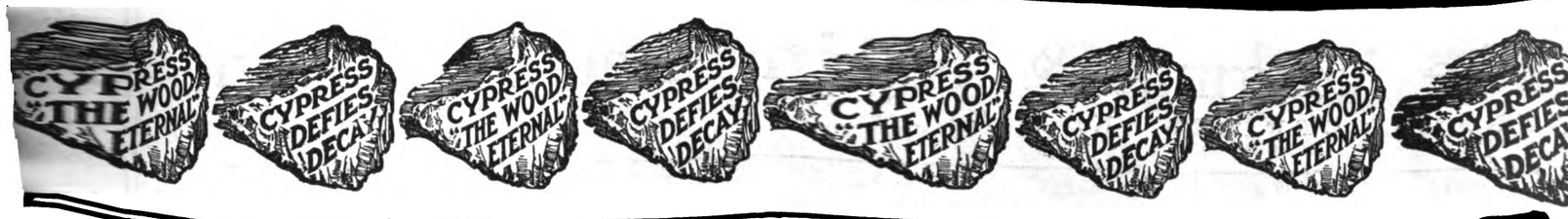

Builds of Cypress And Builds for Keeps

CYPRESS S 1 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Baker-Wakefield Cypress Co., Plattenville, La.

CYPRESS S 77 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Baxter, G. S., & Co., Jacksonville, Fla.

CYPRESS S 4 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Bowie Lumber Co., Bowie, La.

CYPRESS S 6 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Burton-Swartz Cypress Co., Burton, La.

CYPRESS S 78 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Cummer Lumber Co., Jacksonville, Fla.

CYPRESS S 11 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Cummings-Moberly Cypress Co., Moberly, La.

CYPRESS S 13 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Dibert, Stark & Brown Cypress Co., Donner, La.

CYPRESS S 66 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — East Coast Lumber Co., Watertown, Fla.

CYPRESS S 20 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Albert Hanson Lumber Co., Garden City, La.

CYPRESS S 68 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Hebard Cypress Co., Waycross, Ga.

CYPRESS S 23 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Jeanerette Lumber & Shingle Co., Jeanerette, La.

CYPRESS S 26 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Lutcher & Moore Cypress Lumber Co., Lutcher, La.

CYPRESS S 31 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. — Opdenweyer-Alcus Cypress Co., Sorrento, La.

CYPRESS S 33 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Ramos Lumber Co., Ramos, La.

CYPRESS S 74 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Standard Lumber Co., Live Oak, Fla.

CYPRESS S 43 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — Whitecastle Lumber & Shingle Co., Whitecastle, La.

CYPRESS S 46 C M A "THE WOOD ETERNAL" TRADE MARK REG. U.S. PAT. OFFICE — F. B. Williams Cypress Co., Patterson, La.

Put The PRESSure Behind CYPRESS

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The Virginia & Rainy Lake Company

GENERAL OFFICES AND MILLS :: :: VIRGINIA, MINNESOTA

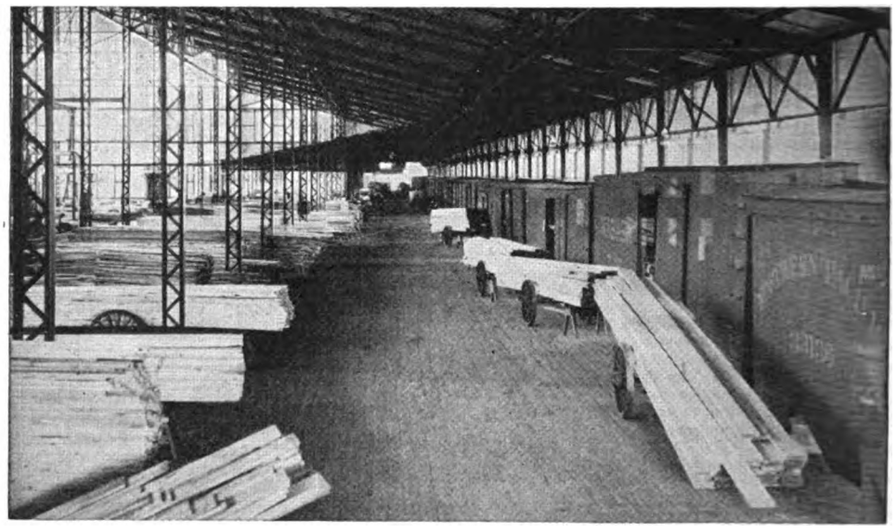
The Largest, Most Modern and Complete

WHITE PINE

Lumber Plant in the World

Annual capacity 300,000,000 feet.

Shipments by Rail or Water



Lumber Ready for the Cars at Our Loading Sheds. We Get 40 Cars Under Cover. Our Combined Shipping Facilities One Million Feet Daily.

BRANCH SALES OFFICES:

1510 Otis Building Chicago

First National Bank Building Milwaukee

Lumber Exchange Minneapolis

Lyceum Building Duluth

EDWARD HINES, President
M. W. TEUFEL, Ass't to President

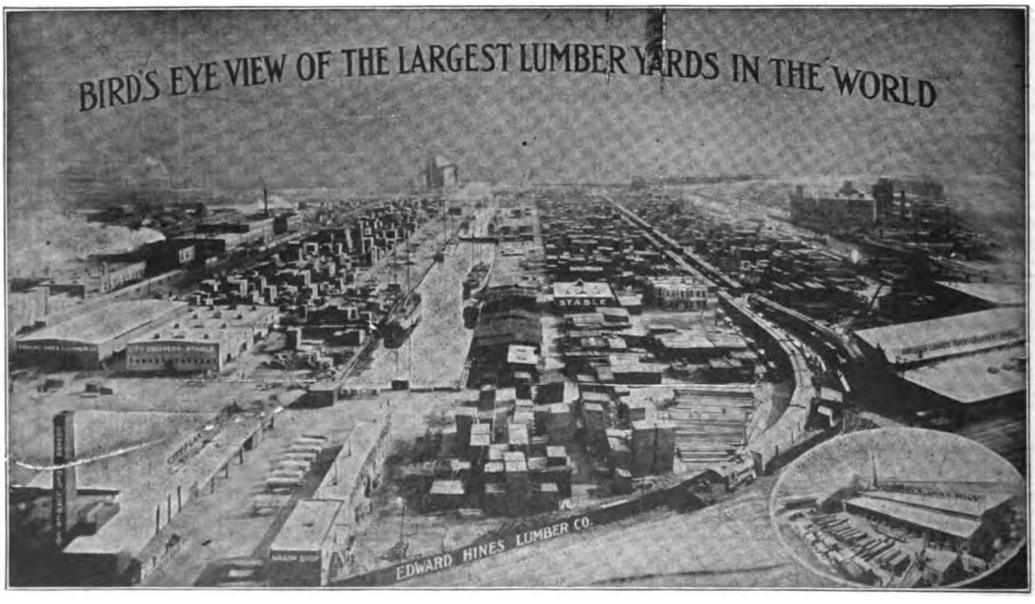
L. L. BARTH, Vice-President

C. F. WIEHE, Secretary
EDWARD H. THOMAS, Ass't Treasurer

Edward Hines Lumber Company

Lincoln Street, South of Blue Island Avenue, Chicago

Head-quarters for Every-thing in Lumber



Largest Lumber Yards in the World

Birdseye view, taken from tower 200 feet high, showing our three large yards, covering over 45 acres and a water frontage of over one mile. The piling shown just opposite locomotive (over 1,000 in number) and 60 feet long and appear like a bundle of matches, giving you a comparative idea of the enormous size of our plant.

Timbers in stock up to 20x20-100 ft. Shingles and Lath in mixed cars from Chicago, or full cars direct from our Northern Mills. Inch and Two Inch Hard Maple for Warehouse Driveways, Coal Yards, Lumber Yards, Grain Elevator, etcs., Also for Crating and Packing Purposes. Prompt Service Assured.

Western Union and Postal Wires Direct to Our Office. TELEPHONE "CANAL" 340

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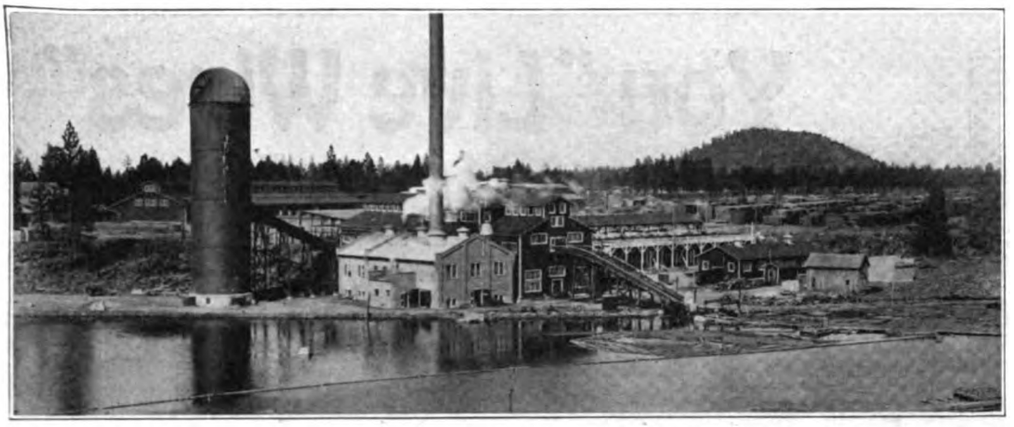

RETAILERS who desire to handle a White Pine of high quality will find it to their advantage to order

Deschutes (Oregon) White Pine

This beautiful wood from the West is distinguished by softness and lightness, an ideal wood for general building and interior trim.
Everything in yard stock, factory lumber and box shooks.

BROOKS-SCANLON LUMBER CO.
BEND, OREGON

Yellow Pine, Oak and Gum Lumber

Retailers can get from us Rough Oak Wagon Material for reaches, tongues and general repair work and gum box boards in the same car with Yellow Pine yard stock.

We have three Yellow Pine Mills; one at Pineland, Tex., and two at Diboll, Tex., which manufacture 150,000,000 feet of lumber a year. At Diboll we manufacture hardwood entirely separate from yellow pine; both operations being conducted by competent men. This enables us to furnish mixed cars of pine and hardwood manufactured in the proper way.

SOUTHERN PINE LUMBER COMPANY
TEXARKANA, TEXAS

B-S Cypress Co.

In the Heart of
The Best Cypress District

THE following from the National Retail Lumber Dealers' Association's declaration of business ethics—

Branding Lumber

Sec. 3. This association heartily endorses and will support the efforts of all associations of lumber manufacturers which are devising ways and means for the branding of the product of their members and thereby assuring, within a reasonable variation, the integrity of the grade, as well as making possible the identification of the stock, with consequent protection to the retail dealer and the consuming public.

Advertising Lumber

Sec. 5. The retail lumber dealers recognize that their interest lies in the sale of lumber and they are directly benefited by the advertising campaigns which are being conducted by the National Lumber Manufacturers' Association, and by the several associations of lumber manufacturers. This association, therefore, most heartily endorses all efforts directed to the promotion of the use of lumber and commends those manufacturers who are aiding such promotion.

CYPRESS DEFIES DECAY!

WE BRAND OUR CYPRESS
WE ADVERTISE OUR CYPRESS
We solicit your inquiries and orders

Burton-Swartz
Cypress Co. of Florida

Our Location ←

Perry, Fla.

Our Mark → CYPRESS S M 75 C A "THE WOOD ETERNAL"

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Economical
Architects
always
TE PINE
HOME BUILDE
Let Us Help
me Without
Cabinet
For Poultry Profits
For Stock Yard Fences
Buy a wood that does its duty without warping or twisting
The boards on your stock yard fence should hold tight We have such a wood for you. For all outside uses we recommend
WHITE PINE
because it never fails to satisfy And the man who is his own carpenter finds it a pleasure to work with it
It is light to handle, holds nails tight without splitting, and its soft yielding grain is easy on tools and time
Besides it lasts like no other wood where exposed to weather. It makes your buildings look well kept up at all times and saves continual outlay for repairs It is the most economical wood
The best grade for your particular use is in our yards or we can quickly get it for you.
Dealer's Name

You "Live Wires" Who Handle WHITE PINE

—here's a new series of newspaper advertisements ready for you, way ahead of anything we've ever seen in retail lumber advertising.

We're sure you'll want to tie up with WHITE PINE quality by using these advertisements. The illustrations are strong, attention-getting, full of "pep." The talk is straight from the shoulder.

Many dealers have written us of the profitable results obtained from advertising WHITE PINE last spring and summer. This new series is stronger than the first and should produce even better business.

Write for one or all of these electros now. They will be shipped you prepaid. Each ad has liberal space at bottom for your name and any special offer you want to make.

Following members of the WHITE PINE Bureau can supply WHITE PINE in all desired grades and sizes:

The Northern Pine Manufacturers' Association of Minnesota, Wisconsin and Michigan

St. Croix Lumber & Mfg. Co.	Winton, Minn.	Johnson-Wentworth Company	Cloquet, Minn.
J. S. Stearns Lumber Company	Odanah, Wis.	The J. Neils Lumber Company	Cass Lake, Minn.
The I. Stephenson Company	Wells, Mich.	Nichols-Chisholm Lumber Company	Frasee, Minn.
David Tozer Company	Stillwater, Minn.	Northland Pine Company	Minneapolis, Minn.
The Virginia & Rainy Lake Co.	Virginia, Minn.	The Northern Lumber Company	Cloquet, Minn.
Cloquet Lumber Company	Cloquet Minn.	Pine Tree Manufacturing Co.	Little Falls, Minn.
Crookston Lumber Company	Bemidji, Minn.	Red River Lumber Company	Akeley, Minn.
		Rust-Owen Lumber Company	Drummond, Wis.

The Associated White Pine Manufacturers of Idaho

McGoldrick Lumber Company	Spokane, Wash.	Potlatch Lumber Company	Potlatch, Idaho
Milwaukee Land Company	St. Joe, Idaho	Blackwell Lumber Company	Cœur d' Alene, Idaho
Roselake Lumber Company	Roselake, Idaho	Bonners Ferry Lumber Co.	Bonners Ferry, Idaho
Panhandle Lumber Company	Spirit Lake, Idaho	Dover Lumber Company	Dover, Idaho
Edward Rutledge Timber Co.,	Cœur d'Alene, Idaho	Humbird Lumber Company	Sandpoint, Idaho

Address **WHITE PINE BUREAU**

2040 Merchants Bank Building, St. Paul, Minn.

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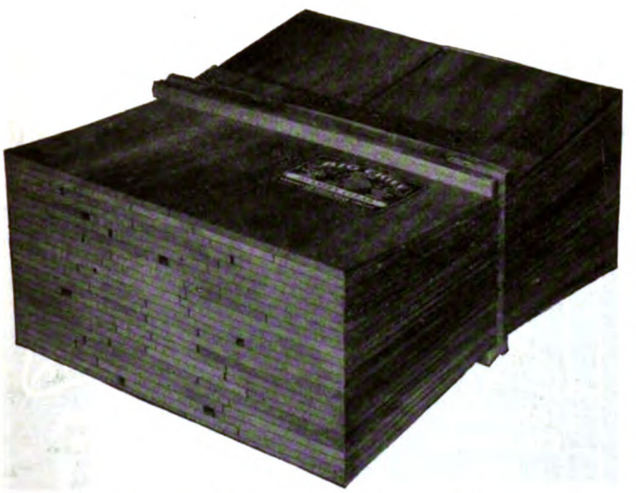
BIG CHIEF

THE BEST SHINGLES IN THE WORLD

When you order BIG CHIEF brand British Columbia Red Cedar Shingles, you will receive shingles not equaled in quality by any other brand of shingles manufactured anywhere.

BIG CHIEF brand Shingles are DRIED—NOT COOKED—and are otherwise prepared so that when finished, they are as nearly perfect as experience, skill and equipment can make them.



Note the packing and uniform thickness

BIG CHIEF
BRAND
BRITISH COLUMBIA RED CEDAR SHINGLES

SPECIFICATIONS: 16 inches long; 5 butts measure 2 inches and each bundle measures full 10 inches in thickness when dry, and they are 100 per cent vertical grain, 100 per cent clear, 100 per cent heart and 100 per cent covering efficiency. Contain positively no sap; random widths, but no shingle less than 3 inches wide. Smoothly sawn, squarely jointed, and otherwise perfectly manufactured.

Straight cars always enroute to Minnesota Transfer and available for diversion to points taking through rate from there. Mill shipments to any point can be made on 24 hours notice.

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES: VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONT.

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

J. E. TUCKER, President
Long Beach, Cal.

A. L. CLARK, Vice-Pres.
Dallas, Texas

E. C. KNIGHT, Sec'y and Treas.

E. S. SANDERS, Manager

LIGGETT N. THOMPSON
Sales Manager

R. L. ANDRES, Agent
343 S. Dearborn St., Chicago

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BIG CHIEF

Fir and Cedar Products That Give Substantial Profits to Retailers and Real Satisfaction to Users Everywhere

BIG CHIEF
BRAND

Red Cedar Shingles — Red Cedar Siding

ALSO

Fir Flooring — Fir Ceiling
Fir Finishing Lumber
Fir Construction Material

BIG CHIEF brand Shingles are made of timber from the great cedar forests of British Columbia, acknowledged the finest cedar timber grown in the world. These shingles are manufactured on upright machines specially designed to produce a vertical grain shingle, which is the only shingle made that will lay flat and smooth on the roof and not "cup" or "curl up" on the edges.

LOOK FOR THE
BIG CHIEF
LABEL ON EACH BUNDLE

The development of this company has been accomplished by strict adherence to the broad principle of giving all purchasers the full worth of their money.

Our organization and equipment are such that orders can be executed rapidly, and we aim to give every order, no matter how large or how small, prompt and careful attention.

Trade-Mark

This label is on every bundle of our BIG CHIEF brand shingles. It is your guarantee of real shingle quality.

Address Orders or Inquiries to Nearest Office

Vancouver Lumber Co., Limited, or Vancouver Cedar Mills, Limited

GENERAL OFFICES, VANCOUVER, B. C.

BRANCH OFFICES:

343 S. Dearborn Street
CHICAGO, ILL.

TORONTO, ONTARIO

709 Gt. West Per. Bldg.
WINNIPEG, MAN.

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Alexandria Lumber Co., Ltd.

LONG LEAF YELLOW PINE LUMBER

Alexandria :: :: Louisiana

Long Leaf Yellow Pine

We have facilities for the manufacture of
Export and Domestic Stock
Lath and Shingles

Prompt Shipment Good Grades

The Alger-Sullivan Lumber Co.
Century, Florida

Western Soft Pine

Air Dried Stock Exclusively

To further preserve the unusual softness of texture of Shop, Selects and Thick Common, cut from our luxuriant timber.

Edward Rutledge Timber Co.
Coeur d'Alene, Idaho

Without fear or favor we place our grades and service before the yellow pine purchaser, whether he be retailer, exporter or railroad purchasing agent.

We believe that our efforts to furnish our customers with a ***little*** better grade of ***long and short leaf yellow pine*** lumber, timbers and ties have, and will insure a prompt and emphatic answer to the question—**"Is it as Good as Kirby's?"**

KIRBY-BONNER LUMBER CO.
EXCLUSIVE SALES AGENTS
KIRBY LUMBER CO.
HOUSTON CHICAGO ST. LOUIS KANSAS CITY OKLAHOMA CITY
NEW YORK INDIANAPOLIS NEW ORLEANS MOBILE HAVANA

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JOHN A. GAUGER & COMPANY
QUALITY CHICAGO SERVICE

Office and Warehouses: Corner Twenty-Second, Laflin and Hinman Streets

RED DRAGON BRAND GUARANTEE OF SUPERIORITY GAUGER

WHOLESALE MANUFACTURERS OF
EVERYTHING IN QUALITY
MILLWORK

DISPATCH, PLUS ACCURACY, EQUALS GAUGER SERVICE
The Most Complete Stock of Millwork in the World at Your Command

The Rittenhouse & Embree Co.
MANUFACTURERS OF
Maple and Oak Flooring
The "GILT EDGE" Brand
Kiln Dried Steel Scraped
Corner Center Ave. and 35th Street, Chicago

"There's A Wood For Every Need"
For JOISTS, STUDDING, SHEATHING, ROOFING and FLOOR LINING
There Is No Better Wood Than
OLD FAITHFUL HEMLOCK
The SUPERIOR QUALITY of the Hemlock manufactured by us at our mills at Oconto, Wis., from timber cut on our own lands near the waters of Green Bay, Wis., where Hemlock timber excels, is well known to our regular customers. Those who do not know it are invited to send us a trial order.
Inquire of Chicago Office for Prices
Oconto Company
817 Railway Exchange, CHICAGO
Mills and Yards at Oconto, Wis., and Nahma, Mich.

MAPLE, BEECH, BIRCH and OAK FLOORING
"Steel-Polished Perfection" Hardwood Flooring is unequaled for precision in matching. Absolutely shrink-proof. 3-8 and 13-16 inch stock on hand for quick shipment. What are your requirements?
JOHN SCHROEDER LUMBER CO.
MILWAUKER, WIS.

C. H. BARNABY
Manufacturer of
Hardwood Lumber and Veneers
Our Oak Veneers are sawed from strictly
Indiana White Oak
No Southern Wood Used
Greencastle - - - - Indiana

SPECIALIZING
Kiln Dried Mouldings, Trim, Beveled Siding and BASSWOOD Millwork Products of All Kinds. BASSWOOD Lumber, All Grades and Thicknesses.
My Planing Mill is Running Exclusively on
BASSWOOD
WALTER C. MANSFIELD
MENOMINEE, MICH.

W. O. KING & CO.
Wholesalers and Exporters of
HARDWOODS
Handling both Northern and Southern Stocks
A SPECIALTY OF
THICK MAPLE
2452 South Loomis St., Chicago

6-4 No. 1 Common
Hard Maple
Long-Knight Lumber Co.
Indianapolis, Ind.

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THE SIGNIFICANCE TO *YOU* OF THE MEMBERSHIP OF THE

Lumber World Review

IN THE ASSOCIATED BUSINESS PAPERS, INC.

YOU depend upon the LUMBER WORLD REVIEW for an unbiased and accurate report of all news affecting your business interests.
Probably too, you give heed to its editorial counsel in many matters of considerable consequence. You have a right therefore, to know about the policies and principles back of the important service rendered by LUMBER WORLD REVIEW.
The membership of this publication in the Associated Business Papers, Inc. (the International Association of Class, Trade and Technical Papers), means that it has achieved an exceptionally high publishing standard, and has subscribed unreservedly to these—

STANDARDS OF PRACTICE OF BUSINESS PAPERS

The publisher of a business paper should dedicate his best efforts to the cause of Business and Social Service, and to this end should pledge himself.

1. To consider, first, the interests of the subscriber.
2. To subscribe to and work for truth and honesty in all departments.
3. To eliminate, in so far as possible, his personal opinions from his news columns, but to be a leader of thought in his editorial columns, and to make his criticisms constructive.
4. To refuse to publish "puffs," free reading notices or paid "write-ups"; to keep his reading columns independent of advertising considerations, and to measure all news by this standard: "Is it real news?"
5. To decline any advertisement which has a tendency so mislead or which does not conform to business integrity.
6. To solicit subscriptions and advertising solely upon the merits of the publication.
7. To supply advertisers with full information regarding character and extent of circulation, including detailed circulation statements, subject to proper and authentic verification.
8. To co-operate with all organizations and individuals engaged in creative advertising work.
9. To avoid unfair competition.
10. To determine what is the highest and largest function of the field which he serves, and then to strive in every legitimate way to promote that function.

If you have read the foregoing standards, there is not much left to be said, except to tell you that these principles are *present day realities* and not merely beautiful ideals for future attainment.

THE ASSOCIATED BUSINESS PAPERS, INC.

The International Association of Trade, Technical and Class Publications

220 WEST 42nd STREET NEW YORK CITY

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ACCOMPLISHMENT

THE STORY OF ACCOMPLISHMENT:

To standardize lumber by making an international reputation for the manufacture of **quality** lumber.

To successfully operate ten great sawmills located in the heart of the finest forests in the South.

To produce the maximum capacity of one million, five hundred thousand feet of **quality** lumber per day.

To market all over the world four hundred and fifty million feet of **quality** lumber per annum.

To deliver to dealers, wholesale buyers and export trade twenty-four **thousand, three** hundred and sixty cars of **quality** lumber per annum.

To build up and maintain a selling organization of able Salesmen, meeting the lumber trade in all parts of the United States and some foreign countries.

To mass this gigantic organization, the largest lumber manufacturing institution in the world, under one administrative head, directing the growth, development and consummation of its phenomenal success, all in a short twenty-five years—**Is nothing short of a Titan Task.**

Just twenty-five years ago the company started to manufacture lumber in a small way, with three objects in view, namely:

1. The standardization of lumber which meant **quality** lumber.
2. The production of **quality** lumber in sufficient volume from several localities to take care of extensive orders, so that shipments could be made on record time.
3. And last, but most important, to build up an institution so trustworthy as to its method of business conduct as to inspire every dealer or buyer of lumber, or any commercial institution, with absolute confidence, wherever the name of The Long-Bell Lumber Company went forth.

With these three principles in **mind**, Mr. Long welded together the **great interests** which have grown from **the almost forgotten** miniature nucleus in 1891, **into not one, but ten** enormous **sawmill institutions under one** head. These ten **sawmills, located in the States of** Arkansas, Louisiana **and Texas, have succeeded** in standardizing lumber, placing upon **the** market **quality** lumber unassailable as to **its** uniformity and superiority. And today, **when** the name of **The Long-Bell Lumber Company** is mentioned, it is understood that the **delivery** of **quality** lumber will be exactly in accordance with the agreement of time of shipment and quality of the lumber, plus the satisfaction of dealing with an institution that lives up to every contract it **makes.**

To have accomplished this splendid task is a satisfaction to the management of The Long-Bell Lumber Company's operations, but that satisfaction of accomplishment is only an incentive to further development. An institution founded upon the principles that have made The Long-Bell Lumber Company, world famous in the production of **quality** lumber, **is** in an enviable position in the lumber markets of this and foreign countries.

The work is just begun. The accomplishment already made demonstrates conclusively that this organization can at all times take care of all orders for long and short leaf yellow pine and oak flooring **quality** lumber, both in this and foreign countries.

As long as the lumber industry of America will supply the trade, so long will The Long-Bell Lumber Company endure and deliver its **quality** lumber to the trade.

There is a salesman in your territory, authorized to quote you the lowest prices we are making on Long and Short Leaf Yellow Pine, Forked Leaf Brand Oak Flooring, Oak lumber, Straight or Mixed car lots, etc.

An inquiry by postal, wire or letter brings a quotation or salesman to you when you want one.

The Long-Bell Lumber Company

KANSAS CITY, MO.

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SATIN-LIKE INTERIOR TRIM

ARKANSAS SOFT PINE TRADE MARK

SOFT WORKABLE COMMON LUMBER

The brisk increase in the demand for

ARKANSAS SOFT PINE

during 1916 has been due in a large measure to the Retail Dealers.

To each of you we express our hearty appreciation and sincere wishes for a

Merry Christmas

and

Prosperous 1917

All stock bearing the Arkansas Soft Pine Trade Mark is manufactured and sold exclusively by the following companies:

Edgar Lumber Company	Wesson, Ark.
Freeman-Smith Lumber Co.	Millville, Ark.
Fordyce Lumber Company	Fordyce, Ark.
Gates Lumber Company	Wilmar, Ark.
Southern Lumber Company	Warren, Ark.
Stout Lumber Company	Thornton, Ark.
Wisconsin & Arkansas Lbr. Co.	Malvern, Ark.
Arkansas Land & Lbr. Co.	Malvern, Ark.
Arkansas Lumber Company	Warren, Ark.
Cotton Belt Lumber Co.	Bearden, Ark.
Crossett Lumber Company	Crossett, Ark.
Eagle Lumber Company	Eagle Mills, Ark.

To secure quotations with the least delay, price inquiries should be sent direct to any of the above companies. Literature, samples and information will be supplied promptly on request, by the

ARKANSAS SOFT PINE BUREAU

LITTLE ROCK, ARK.

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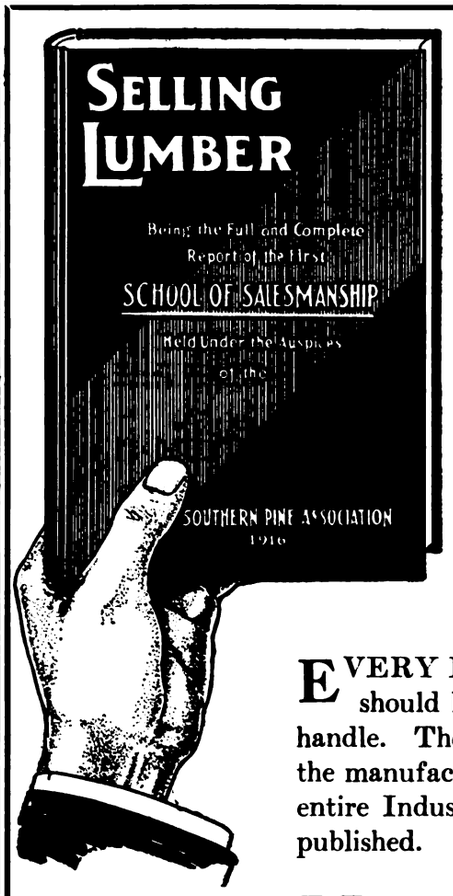

If You Have An Interest in Lumber You Need This Book!

A Lumberman's Library of Useful Knowledge in One Volume

EVERY Lumber Manufacturer, every Lumber Dealer, every Lumber Salesman, should have this book, **"Selling Lumber,"** no matter what **kind** of lumber they may handle. The wealth of practical knowledge in **"Selling Lumber"** is not restricted to the manufacture and sale of Yellow Pine—it deals with the vital problems effecting the entire Industry. It is absolutely authoritative, and it is the **only** book of its kind ever published.

Here is a Hint of What "Selling Lumber" Holds for You

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Dr. Herman von Schrenk, Consulting Engineer, Southern Pine Association.
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"COOPERATION, NOT COMPETITION, IS *THE LIFE OF TRADE*"

Lumber World Review

Volume XXXI
Number 12

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ON CHRISTMAS DAY WE BEGIN TO SORT UP and label the pet vices we hope to have the courage to throw away on New Year's Day. We begin to order a lighter cigar and to take shorter drinks and to try, if possible, to avoid asking the host for "a second helping," in order that it may be easier when New Year's Day rolls around to walk our way a little bit more readily and a little bit more sprightly after having laid aside several of the ENJOYABLE EVILS of LIFE!

These annual over-haulings of the soul are worth while, even if the pledges are not kept until the end of the first month of the year. It does not much matter—either—just what evil thing we put aside for the self abnegation puts muscle on one's mentality and makes it stronger for the NEXT effort even if it lasts only a LITTLE time.

So if these holiday resolutions do not reform the whole race of men and make moral athletes out of all of those who are running the course of life, they will help a LITTLE and will make the way a bit smoother for at least a FEW more laps of the journey.

Just at this time there is only one bit of reformation that we would have universally adopted by the entire human race.

We do not stipulate that the arrangement shall be in perpetuity, either. We would have the agreement made as we write an advertising contract, to run "one year from date, and after that until forbid."

This is what we wish to see. A few million people to stand up and DECLARE and AVOW and AFFIRM upon their HONOR that they will NEVER AGAIN, for at least "one year and until forbid" settle ANY happening of life by "CIRCUMSTANTIAL EVIDENCE."

You meet six beggars some morning, all in one block and you immediately conclude that all of the world is hungry; but it isn't so.

The weather man has prophesied sleet and snow and east wind for Thursday, but there is not the slightest use or sense in laying out your storm coat and preparing for a cold, wet day until the day actually comes; for DON'T you know that the RECORDS show that about 70 percent of that sort of dismal Thursdays turn out bright and warm and full of sunshine and hope!

You are very sure that the war will end some time; and that with the ending of the war there will pass the necessity for the making of munitions; and that when that happens several million people in the United States will be out of employment; and that there will henceforth be nothing for them to do. Of course we can EXACTLY know that this will be true on the principle that the war MUST end and that munition-making MUST stop; but we have no right to carry the inference any

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FURTHER than that, for there is not a man born of woman who can make a reasonable GUESS as to what class of employment may be ready and at hand for the "munition-makers;" and we have no right—CIRCUMSTANTIALLY—to indulge in black prophecies.

We read the black head lines and learn that another two miles of trenches has been lost or won and another ten thousand men have been killed or made prisoners; and we see these things day after day and month after month and year after year—the churches and homes and market places of peaceful peoples going up in smoke under showers of shot and shell—and we are VERY sure that there is not left the slightest restraining force of CHRISTIAN INFLUENCE in the minds of men—BUT there IS, you know—and the time will come when peaceful crops of grain will be planted and harvested where the battles are now raging, and the church spires will again point the way to a PEACE which cannot be measured by any BREADTH or WIDTH or HEIGHT ever KNOWN TO MAN.

In the settling of all the affairs of life let us look deeper than MERE CIRCUMSTANCES. Let us all be comforted by the thought of the world's best thinkers.

David Starr Jordan recently said: "This storm will sometime pass; and, as human nature has not been permanently altered and as the forces that make for righteousness were never so strong before, we may enter on a new era with present humility, but with larger hope involved in the belief that a great wrong dies in the moment of its highest triumph."

George W. Cable, the novelist, says: "In nineteen centuries the Christian church has failed to preach * * * * international Christianity and has idly hoped and prayed for universal peace without it. In the light of a divine love and care of the world, it now seems clear that this fearful chastisement has been indispensable to the establishment of a Christian democracy of nations."

We might quote scintillations of a thousand bright minds on this one subject of the possible effect of the great war on Christianity, but we had far better endeavor to induce those who sit in our "Wide East Windows" to never again, as long as they live, endeavor to settle ANY account between men or any controversy between the souls of men by that greatest error of all minds "CIRCUMSTANTIAL EVIDENCE."

An Astounding Piece of "Selling Information!"

AMBASSADOR GERARD RECENTLY MADE a statement at a banquet, which we believe to be authentic as to its origin, and IF authentic, certainly it is the most remarkable piece of information that has been given out since the war began. Here it is for your earnest contemplation:

"One thing Mr. Gerard told the diners that the United States should hear:

"GERMANY HEREAFTER WILL DO HER BUYING AS A UNIT.

"That is to say, ONE buying agency appointed by the German government will do ALL the buying FOR ALL THE PEOPLE IN GERMANY.

"If all the German merchants put together need ten million pounds of cotton, they will tell the government how much they need. And the government WILL BUY IT.

"If manufacturers want copper or petroleum, or steel, zinc or anything else, each one will say to the government: 'I want so much at the best price.' THE GOVERNMENT WILL BUY IT.

"In other words, when this war is over the government of Germany will appear as the great buying power of the world—one single agency buying for an entire nation.

"Let Americans reflect upon what that will mean.

"Let Americans, and especially the American government, ask themselves what kind of a chance Americans will have SELLING IN COMPETITION WITH EACH OTHER, when in Germany, and in other European countries as well, there will be absolutely NO COMPETITION AMONG THE BUYERS.

"We shall need here co-operation between business and government, freedom to operate on a big scale, THOUGHTFUL PREPARATION for the new merchandising in which entire nations, not individuals, will appear as buyers and sellers."

"Trade Commissioners" or Not "Trade Commissioners?"

ONE PHASE OF GOVERNMENTAL PROCEDURE the lumber trade will have to abide by, if it ever has any trade commissioners to go abroad, will be the civil service examination which the commissioners will have to undergo if they are EVER to be chosen!

It does not matter how much we may inveigh against the rules of the schools, the rules of the schools will nevertheless PREVAIL.

It does not matter how much we are wedded to the idea of having our "Trade Commissioners" chosen from among those people who are first lumbermen and linguists and foresters, etc., afterwards—the FACT remains—that the Government procedure will prevail.

And right there comes the prejudice against doing business with the Government. Government knows no indirection, nor how to temper the wind to the shorn lamb, nor any crossroad through the hills if the rule prescribes a straight line down through the valley and a right angle turn at the bottom.

It is true that there has been one examination—oral and otherwise—and that even the Civil Service Commission was not satisfied, and no Trade Commissioners have been picked out to date; and it is ALSO true that another examination has been held, or WILL be held SOON, and that the standards will lean a little more in the direction of the "Trade Commissioner" being just a practical investigator and lumberman first of all; but no one who contemplates APPLYING for this position may consider for a MOMENT that he may escape having to be able to speak one or two other languages, besides English.

There is no use of poking fun at this thing by relating the story that the man who so far has had the highest mark in this contest is by profession a piano tuner and knows nothing about the lumber business; or to suggest that foreign languages are not necessary qualifications for Trade Commissioner by relating the fact that one of the most proficient general salesmen and investigators infesting the Continent of Europe during recent years is a young man who—while he speaks nineteen languages and dialects—devotes himself EXCLUSIVELY to the sale of PHONOGRAPHS.

If the Government goes into this thing it will have its standards lived up to, and those who are ambitious to get one of those positions may as well know it NOW.

In the meantime, the most interesting fact in connection with this matter is: Where will we get the $60,000 to finance these Trade Commissioners? The proposition was incubated at the end of spring and born on August 21, but we feel—about the financial end of the proposition—much as Minervy Ann Perdue must have felt when—referring to the salary her black husband was supposed to be drawing from the reconstruction Georgia legislature—she said: "He MAY git paid for settin' in dat legislature—but he's been dar nigh onto a yeah now, an' I ain't seen arry one of de money"!

When will we SEE the money?

"Uncontrolled Combinations" Versus "Ruinous Competition."

WE MUST PLEAD IGNORANCE IN A GENERAL way concerning the career and attributes of ex-Senator Cartwright; but some time since he delivered himself of some sentiments in a speech which comes so pat for our purpose just now that we print it in full with our compliments to the ex-Senator:

"We used to believe that the accumulation of great wealth in the hands of an individual was harmful to society. We believed that when a man accumulated a few millions it meant the impoverishment of that many average citizens. We overlooked the fact that God Almighty has solved that problem by limiting the use of wealth.

"When Rockefeller makes an extra hundred million, he doesn't eat an extra slice of bacon or an extra pound of beans. He doesn't wear two suits of clothes at a time. When he makes an extra hundred million he establishes more plants and employs more men, merely becoming the overseer of a bigger job.

"The harm is done when Rockefeller loses a hundred million. When he has been persecuted and prosecuted and becomes discouraged he closes up plants and discharges thousands of employes, who join the army of the unemployed. He eats just as much bacon and beans, wears just as good clothes as he did before. Labor is the only sufferer.

"I have come more and more to the conclusion that the legitimate province of government is to preserve the peace—put men in jail for dishonesty and for violence, perhaps, but leave business to solve its own problems—and that it ought to enact and enforce laws with a view to promoting and encouraging business rather than with a view to restraining business.

"As many of you know, I was the author of the 'Cartwright Anti-Trust Bill,' and I am led to doubt the propriety of that class of legislation. I do not know of any good the law has done, and I do know that it has frightened and restrained some business industries compelled to combine for their own preservation. I know that it worried the raisin growers and it worried the walnut growers and the citrus growers of this state (California).

"I firmly believe that unlimited and ruinous competition is more harmful to the community than uncontrolled combinations, for experience has shown that no combination for the purpose of raising prices can long exist if the prices are exorbitant and unfair.

"For the past twenty years we have been preaching the gospel of hate. Most of us who run for office appeal to class hatred as the surest means to political success. I want to live to see the day when the soap-box demagogue who preaches the gospel of hate and sows the seeds of discord and discontent—who leads his deluded followers to a harvest of vengeance—may be driven from his soap-box by the very men whose cause he pretends to espouse."

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Recent Improvements in Cross Cut Saws

Address Before the Convention of the Southern Logging Association, October 26, 1916, New Orleans, La.

By JOHN C. McCAUSLAN of Henry Disston & Sons, Inc., Philadelphia, Pa.

Mr. President and Gentlemen of the Southern Logging Association. It was with great pleasure that our firm received your invitation to address you on the subject of "Recent Improvements in Cross Cut Saws." For my part, I deem it an honor and a privilege to have been selected as spokesman, and I hope this paper will prove of more than passing interest.

Since I represent the firm of Henry Disston & Sons, Inc., Philadelphia, the information given in this address must necessarily be from the standpoint of the history of the house, which dates back to 1840. The time intervening has seen all the real progress that has ever been made in the manufacture and use of the crosscut saw as an effective tool.

SAWS USED BY THE ANCIENTS.

Before passing to the improvements of modern days, it may be interesting to know something about the tools used by the ancients. The cross cut saw dates back to what is called the "Neolithic" or Later Stone age, when civilization was in its most primitive form, and when all implements were of the crudest types. Among the mementoes of the prehistoric age are saws made from flakes of flint with notched edges. Specimens now in existence vary in length from 1½ to 9½ inches.

Those of us who are accustomed to see a log drop apart in thirty seconds can appreciate the wearisome task the sawyer had to accomplish for a like result in those obscure days.

The next advance made in this line, as shown by specimens in existence, seems to have been flint pieces tied to pieces of wood with thongs, and a later form of the same tool shows flakes of flint in wooden handles or casings held in asphalt. A well preserved specimen of this type seems to have been made for a left-handed man.

The Greeks claim the honor of having invented the first saw, for an ancient Greek legend tells of a man called Talus or Perdix, who found in the jaw bone of a fish or of a serpent the conception of a saw. This he formed by cutting teeth in a piece of iron. It is more probable, however, that the first effective sawing was done by the Egyptians during the Bronze age, of which period we have many indications of splendid inventive genius. During this era saws were made for cutting both wood and stone. It is recorded that bronze saws, set with either corundum or diamonds, were used to cut the massive stone blocks of which the pyramids are built. A complete and interesting account of these antiquated tools is to be found in an illustrated pamphlet, issued by Henry Disston & Sons, entitled "The Saw in History," a copy of which I hope each of you will carry away.

DEVELOPMENT OF AMERICAN SAW INDUSTRY.

Leaving the history of the saw in the old world for the history of the saw in the United States, we are obliged to refer to our United States patent office reports for authentic information regarding the dates of beginnings. The first patent issued on a cross cut saw was dated 1853. It covered the form of tooth known as the "Tuttle" tooth. This patent was re-issued in 1863. The Tuttle tooth, in a modified form is still largely used. As far as I am able to discover, the "tenon" and "plain" teeth were the only forms used before 1853, neither of which had a raker. Between the years 1866 and 1868, patents were issued on what is known as the "single hook" tooth and the "double hook" tooth. Saws made with the single hook tooth had rakers on one-half of the saw inclined to one end, and on the other half toward the other end. The double hook tooth was very similar to the present day "two cutter" and "raker" pattern, except that the raker was very large and very hooking. The raker in the single hook pattern was, at first, straight on the front, and seems to have played the part of a cleaner, rather than a planer tooth. Indications point to the fact that as late as 1878 the real function of the raker was not fully understood, and was generally used as a scraping tooth, to keep the cut free from dust.

The "Champion" tooth was patented in 1866 and the "Lumbermen" tooth, a two-section model, in 1869. The "Great American" tooth, with sections containing three teeth and no rakers, was introduced in 1870. This tooth, by the way, proved very popular, and has held sway all these years, for saws containing this pattern of tooth are still made in large quantities. The "Dexter" pattern was patented in 1878, by a man named Poindexter. We have positive knowledge that rakers were swaged before 1880, yet the first patent showing a swaged raker was issued to J. M. Smith, in 1885.

VARIOUS TYPES OF SAW TEETH.

To give you an idea of the various types of teeth which were popular enough to find their way into catalogue cuts—taken in ten-year periods—those in use in 1860 were the "plain," "tenon" and "Tuttle" teeth; in 1870, the "Great American," "Nonpariel," "hook," "plain" and "tenon" teeth; in 1880, were added the "Lumberman," "Climax," "Champion" and "Diamond" teeth. In 1890, the present day forms of straight back saws, with sufficient swell on the breast to make them fast cutters, were in full swing, and from that time until the present day improvements have been made in rapid succession.

DEVELOPMENTS OF THE BLADE GRINDING.

The crosscut saw in its original form was flat, that is, of the same thickness from end to end, and from front to back. The use of crosscut saws at that time had increased to such an extent that a faster cutting and easier running saw was demanded. This was met by grinding the blade two gauges thinner on the back. The mechanical devices for doing this work were far from perfect, consequently the finished blades were irregular in thickness on the breast of the toothed edge, being thicker at the center of the saw than on the ends.

The next improvement in grinding produced saws which were the same gauge or thickness throughout the cutting edge, and five gauges thinner throughout all parts of the back. For example, a saw which was fourteen gauge on the breast was nineteen gauge on the back from end to end.

The present day method of grinding on spiral lines finishes these saws with an even gauge on the cutting edge, with six gauges of clearance at the center, and two or three gauges of clearance at the ends. This clearance is sufficient for all classes of sawing, and blades ground in this manner are stiffer and more durable.

It must be understood that only broad crosscut saws have six gauges of clearance, and that narrow saws are ground for clearance in proportion to their width.

THE RAKER TOOTH AND ITS FUNCTION.

Let us now consider the raker tooth and its function. As we have seen, the proper use of the raker tooth was not understood, and for a long time it was filed in such a way that it simply kept the cut free from the dust made by the cutting teeth. To state briefly the real function of the raker tooth, it must be understood that the teeth called cutting teeth are really scoring teeth which score or sever the fibers of the wood, leaving a core, which is planed out by the raker. In cutting hardwoods the scoring teeth do not sink to the same depth as in softwood, and, therefore, the bevel on the scoring or cutting teeth should be less acute. The raker must be shortened, so that it will plane out all of the core that the scoring teeth have left. If the rakers are too long an examination of the dust will show what is known as "whiskers" on the sawdust. This indicates that the raker is at work below the ability of the cutting teeth to score the fibers. It is in obtaining this nice balance between the bevel on the cutting teeth and the length of the rakers that the art of the filer is shown. When a saw is fitted properly for the kind of work it has to do, it cuts freely, and does not produce fine dust, but clean cut shavings.

TEMPERING THE SAWS.

Passing from the value of the shape of crosscut saw teeth and the methods of grinding, let us consider one of the most essential features of the modern crosscut saw, the temper. Old saw makers can readily recall making crosscut saws of untempered steel. I once knew a man who claimed to have used saws made of iron.

It is in the matter of temper that the greatest progress has been made. Without the present perfection in this particular, all other improvements would be of little value. The modern saw shop is equipped with many scientific appliances governing heat treatments which were not dreamed of thirty years ago. These insure a uniformity of temper not possible until recent years.

In our laboratory will be found devices which tell beyond the peradventure of a doubt the hardness, toughness, elasticity, strength and durability of the finished product. A large force is constantly employed to make analytical and

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physical tests, not only of the finished saws, but of the materials entering into their construction.

While speaking of this, let me remind you that all steel used in Disston saws is made in the company's own steel works, which is an integral part of the factory. The Disston steel works have been foremost in producing a quality of metal best adapted for the work to be accomplished. In the Disston high grade crosscut saws will be found a grade of steel which is the result of many years of hard work and experimentation. This material, backed up by a tough, uniform temper, enables the cutter to carry back to the camp at night, after a hard day's work, a saw which is comparatively sharp.

A SUMMARY OF IMPROVEMENTS MADE.

Summing up the recent improvements in crosscut saws, we find a finer quality of steel, a tougher and more uniform temper, a better method of grinding for clearance, teeth better adapted to cutting all kinds of wood and a broader knowledge of the use of the raker.

Just here let me remind you, gentlemen, that the competent demonstrators sent into the woods by reliable saw makers give and receive information that is mutually beneficial. They bring to the factory the ideas of the users. Progressive sawmakers are always ready to avail themselves of any suggestions made for the improvement of their manufactures. It is, therefore, to your interest, gentlemen, to facilitate the work of these demonstrators by giving them free and easy access to your camps, for they do much to instruct the filers in the newest and most approved methods of keeping the saws in working order. Every improvement that leads to faster and better cutting means dollars and cents to you.

Finally, gentlemen, the improvements which have been made in crosscut saws should be accredited as much to the developments in the logging industry, promoted by your good selves, as to the endeavors of the sawmakers. You have been striving to do greater things and obtain more work per man from year to year. This progress has demanded a saw which would stand harder usage, and we, as sawmakers, have met this demand.

As a representative of the house of Henry Disston & Sons, Inc., let me thank each of you for the part you have played in this progress. It would give us a great deal of pleasure to have each and every one of you guests at our factory, to show you how a saw is made from beginning to end.

Main Line Logging Roads and Extensions

Advantage of Building Extensions in Advance of Operation

By S. M. ADAMS, Engineer, Kirby Lumber Co., Houston, Texas

Delivered at the Southern Logging Congress, New Orleans, La., October 25, 1916

Wonderful progress has been made during the past thirty years in the construction and operation of logging trams. Some years ago the word "trams" was a proper one to use; today railroads describe them better. Formerly pole roads with animals for motive power were used by lumbermen for hauling logs, the material for the construction of which could be cut from the right-of-way or nearby at very little cost. The greatest expense was wages paid for labor. The methods of construction was to select logs or poles suitable and of uniform size, peel them and lay them end to end. Usually they were laid with the butt ends all in one direction and with the tops lap-jointed to the butt of the next one. After laid, the poles were hewed on the inner face to reduce wheel flange friction, joints being hewed so that car wheels could pass over them easily. On hard ground poles were laid directly on the ground, which was either dug or filled so as to produce an even track.

On soft ground cross way logs notched to fit a circle of poles were placed six or eight feet apart, poles being fastened at joints to these by long wooden pins about two inches in diameter. Where cross way logs were not used, poles of straight track were held in place by stakes driven in the ground on the outside; at curves they were braced on the outside to trees and stumps. Geared locomotives were sometimes operated on these pole roads; such a machine would be a great curiosity today with its great cast iron concave-faced wheels, on axles made to admit of from four to six inches side play of wheels, to allow for variation in the width of gauge between the poles. Cars, of course, were of similar construction.

These trams were only practical to operate on fairly level ground, and generally used where logging operations were a great distance from the sawmill or main line of the railroad and logs were dumped into river or stream, rafted and floated or towed to mill.

Employes on pole roads worked on the eight-hour system, except that they worked eight hours before dinner and eight hours after. Next was the tram road with sawed wooden rails, which were in size from four by five to six by six inches and preferably of hardwood. Howsome pine rails were used; often these rails were made of two pieces of three by six, one spiked on top of the other, the object being to remove and renew the top rail when it had become badly worn.

These trams were usually well graded and stumps were removed from the road bed. Ties were sawn three or four inches thick and eight or ten inches wide, cut from rough top and red heart logs.

Such wooden trams used either animals or locomotives for motive power, according to the distance hauled or size of operation. Mills of about 70,000 feet daily capacity have been logged over such trams, the operation and maintenance of which was very expensive, because constant renewals were necessary and derailments frequent. It did not take long to learn that the cost of renewals plus loss caused by delay to operations on account of frequent derailments for a period of one year would almost meet first cost of steel rails, which gave much greater efficiency, although when steel railroads first became popular there was a tendency towards using rails that were entirely too light, some rails as light as 20 pounds to the yard being used. We now have logging railroads with 50 to 66 pound steel, and find that the cost of maintaining railroads laid with the heavier rail is very much less and the operation more satisfactory.

NEW CONDITIONS DEMAND NEW METHODS.

Taking the foregoing into consideration, we should undertake to determine whether or not we are pursuing the best, cheapest and most sensible plan in our present operations. Former practices have been abandoned; why? Because conditions have changed and because old methods have proved wasteful.

The matter under consideration at present is whether or not it is desirable and more economical to extend main lines of tramroads a considerable distance ahead of logging operations into the timber, say six months to one year in advance, or if it is the more sensible plan to extend main line from week to week and month to month as timber is being cut. No doubt sound reasons can be given for following either practice, but surely there is one best plan to follow, and the purpose is to invite an exchange of ideas and discussion to the end that thoughts may be expressed that will be of benefit to at least some of us and result in a saving or advantage to the several companies whom we serve.

How many know what it costs per acre or how much a mile it costs to clear and grub stumps in roadbed, for a right-of-way 30 feet wide? And how much it should cost?

How many know how much a cubic yard it costs to excavate—to build dumps and how much it costs a thousand feet or per lineal foot to build bridges? And how much it should cost. There are dependable figures as to how much it should cost, and it is often apparent that when putting your cull mules at work grading on spur track one day and on main line the next, that it is not possible to have such work done at the right figure or know what the exact figure is.

OPERATIONS MUST BE STARTED RIGHT.

After studying past conditions and old methods that have been abandoned, one can well imagine that it is as possible to improve existing methods as ever, but, unfortunately, it is a hard matter to get everyone to line up and pull together when trying to systematize an operation that has been conducted along lines not altogether in accordance with good practice and economy. The only way to get results is to start out right and to get co-operation all the way down the line.

To start right one has to begin at the first step in the operation; that is, location and construction of main line, and location and construction of switches, or spur tracks, both of which are important from the standpoints of first cost and expense of maintenance and operation. In level woods the employment of an engineer is not always necessary, unless to run levels, estimate cost of construction and to check up and see that cost is not exceeding estimate, or the reasonable amount for which such work should be done.

In a rough, hilly country, a capable engineer will always prove a good investment, provided he is a logging engineer and keeps in mind that the road is built for the purpose of getting out logs at reasonable cost, rather than establishing a pretty piece of track, level and without curves.

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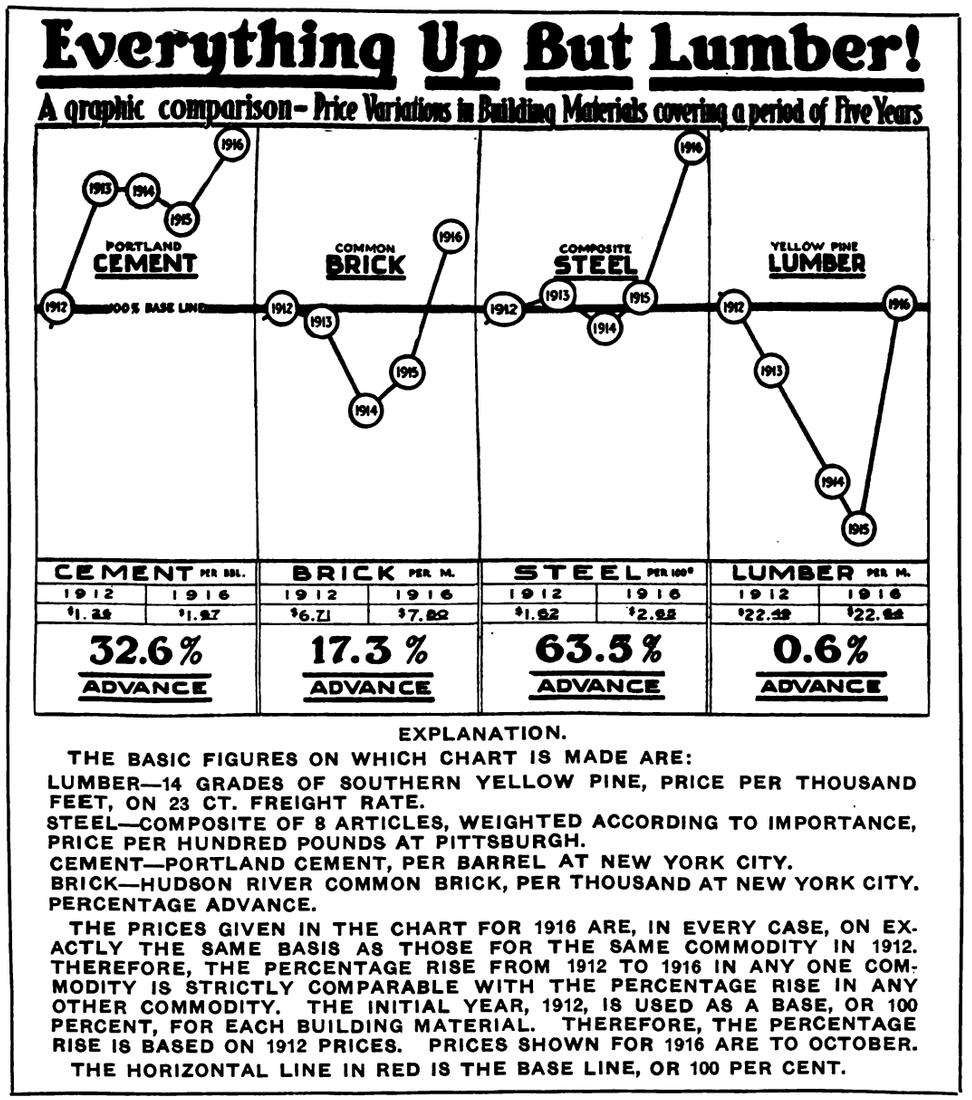
Few operations justify the expense of steady employment of an engineer, and it seems reasonable that if one is engaged to lay out and superintend the construction of main line, and grading spurs or switches, that a better grade line and roadbed can be had at less cost than if the work is done piecemeal under the supervision of those not understanding just where shovel men, wheel-barrows, slips or wheelers can be used to best advantage, according to the length of haul, etc., and check up from time to time and find out whether dirt is being moved at a cost not exceeding the established price that is recognized by best authorities.

PLANS SHOULD BE SYSTEMATIC.

The plan of the Kirby Lumber Co. is to figure a logging plan for each operation, covering requirements for several years. The timber estimates on the tracts under discussion arrived at, a survey of the several different routes into the particular tract is then made and estimates of the cost of these several different possible routes are calculated. The engineer then chooses what he considers the best and most practical line, both with a view of economy of construction and adaptation to best getting the timber out. The engineer then forwards maps, profiles and estimates covering the cost of construction of the line, accompanied by an estimate of the timber to be served by this particular main line, to the assistant general manager, after the superintendent of trams and logging has examined the data gathered by the engineer, and has concurred in the engineer's approval of the line selected. All data bearing on the subject are then gone over in the office of the general manager and, if approved, the auditor is advised of the amount of money necessary to construct the line. The auditor then charges the amount to a suspense account, which account carries all of the approved main line construction charges.

When logging operations begin over this main line the auditor charges out each month a pro rata amount of the actual cost of the main line; that is based upon the total cost of the line in relation to the total amount of timber to be moved. This pro rata is brought down to so much in dollars and cents a thousand feet log scale, and the amount charged out to the operation each month is equivalent to the amount of timber logged in that month by the pro rata a thousand previously arrived at, thus effecting a constant monthly charge against each separate logging operation in direct proportion to the amount of timber handled. This plan is in use on the ten different logging operations of the company.



EXPLANATION.

THE BASIC FIGURES ON WHICH CHART IS MADE ARE:

LUMBER—14 GRADES OF SOUTHERN YELLOW PINE, PRICE PER THOUSAND FEET, ON 23 CT. FREIGHT RATE.

STEEL—COMPOSITE OF 8 ARTICLES, WEIGHTED ACCORDING TO IMPORTANCE, PRICE PER HUNDRED POUNDS AT PITTSBURGH.

CEMENT—PORTLAND CEMENT, PER BARREL AT NEW YORK CITY.

BRICK—HUDSON RIVER COMMON BRICK, PER THOUSAND AT NEW YORK CITY.

PERCENTAGE ADVANCE.

THE PRICES GIVEN IN THE CHART FOR 1916 ARE, IN EVERY CASE, ON EXACTLY THE SAME BASIS AS THOSE FOR THE SAME COMMODITY IN 1912. THEREFORE, THE PERCENTAGE RISE FROM 1912 TO 1916 IN ANY ONE COMMODITY IS STRICTLY COMPARABLE WITH THE PERCENTAGE RISE IN ANY OTHER COMMODITY. THE INITIAL YEAR, 1912, IS USED AS A BASE, OR 100 PERCENT, FOR EACH BUILDING MATERIAL. THEREFORE, THE PERCENTAGE RISE IS BASED ON 1912 PRICES. PRICES SHOWN FOR 1916 ARE TO OCTOBER.

THE HORIZONTAL LINE IN RED IS THE BASE LINE, OR 100 PER CENT.

METHOD OF CONSTRUCTION.

The actual construction of all main lines is generally performed by contract, the company having a general contractor who performs the work under the direction and supervision of the engineer, the average cost being about $50 an acre for clearing and $40 for grubbing and 20 cents a cubic yard for grading. The average cost of the bridging ranges from 50 cents a lineal foot for low bridges to $1 a lineal foot for high pile bridges, the class of the structures being determined by the life and extent of the operation figured for the particular line. For short life lines, logs from the right-of-way are used, with no preference for species, the only requirement being size and strength. These logs are flattened on two sides and are not peeled. Where an operation is to extend over a period of several years, frame bridges are built of either sawn or hewn long leaf pine and pile bridges of peeled oak or long leaf pine piling, with decking of long leaf pine.

Track laying and surfacing is performed by company forces under the direction of the woods superintendent, the engineer having actual oversight of the work. The engineer reports weekly to the assistant general manager upon progress being made on each operation. The general contractor is given monthly estimates covering work on each operation.

ADVANTAGES OF THIS METHOD.

One large advantage of handling each operation as outlined is that it binds all concerned to a well thought out general plan for each separate logging operation. The woods superintendent is relieved of the burden of having to extend his main line bit by bit and has only to stake out his temporary spurs from a known and actually constructed main line. He is thus enabled to keep his grading and steel laying forces at a fairly constant strength, and has the advantage of being able to quickly change his entire operation from a territory affected by bad weather to one not so affected. The woods superintendent can also figure his logging spurs a long way ahead, because his main line is definitely located. Again, the line is constructed with a uniform degree of curvature and gradient. On lines extending over a considerable mileage and a long operation, the curvature is held to four degrees, or a change of approximately three and one-half feet in each hundred feet of line, and the rise in grades, against the loads, to two feet rise in each hundred, or a 2 percent grade. The known grade and curvature, and the amount of work to be performed in hauling logs over each main line enables the determination of the proper equipment to be assigned to that particular operation in the way of motive power and rolling stock.

A SUMMARY OF BENEFITS.

Thus are the woods superintendent's duties considerably lightened, giving him more time to devote to his actual logging operation with all the advantages accruing from a preconceived plan.

In the past each separate camp has been compelled to keep grading crews of sufficient strength and size to handle all main line construction, and as all these were governed by the timber stand and physical characteristics of the country traversed, the amount of main line grading work fluctuated and quite often expediency had to govern the operations of these forces with little regard for expense. Under a uniform contract covering the entire system, and the opportunity offered to plan ahead, this objectionable feature is eliminated and the unit cost of all work has been made uniform.

The general officers of the company, through the medium of the reports on the various projects accompanied by maps of the area to be developed and other data, are enabled to get a much closer grasp upon the general situation facing each camp.

In summing up the benefits that we expect to obtain through the adoption of the system outlined are: Economy of operation, lower first cost and greater efficiency.

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Observations in the Realm of the Retailer

A Seven Room House to Cost About $5,000

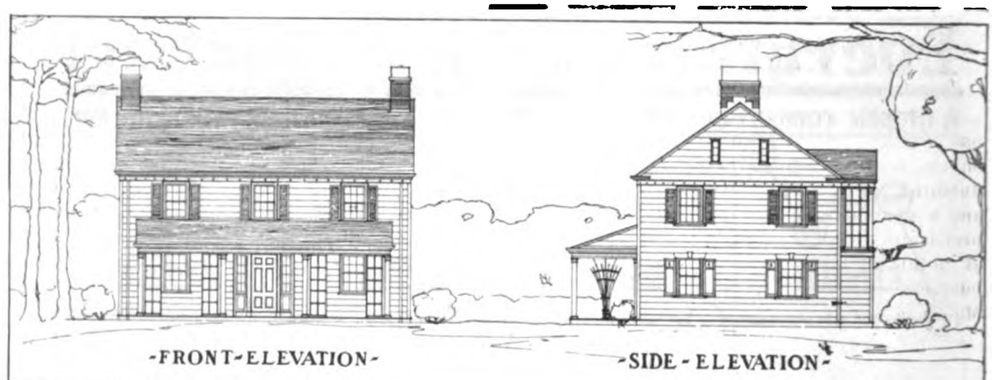
A SERIES OF ARCHITECTURAL DESIGNS OF HOUSES PLANNED TO BE BUILT OF ARKANSAS SOFT PINE.

Recently the Arkansas Soft Pine Bureau issued through the medium of the press of the American Lithograph Co., one of the most beautiful architectural books which has ever been given out to the lumber trade of America, entitled "NOT A HOUSE BUT A HOME," and containing a number of house plans designed by the well-known architect, Aymar Embury II, of New York.

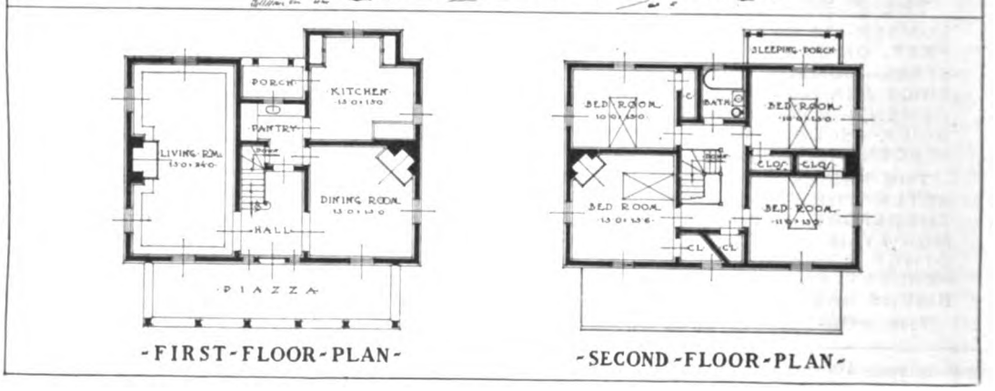
Through the courtesy of R. H. Brooks, who has charge of the advertising of the Bureau, we have secured the privilege of republishing these designs in the LUMBER WORLD REVIEW, and we are running them in our general department, "Observations in the Realm of the Retailer," believing that if there is one thing in which all retail lumbermen MUST be interested it is in SUCH a series of PLANS, and we want to suggest that every retail lumberman who receives the LUMBER WORLD REVIEW file away the copies which contain these plans.

We do not know whether "Not a House But a Home" is out of print or not, but it probably is; and if that be true this may be the only opportunity there is to secure these etchings of the house plans.

EDITOR.



-FRONT-ELEVATION- -SIDE-ELEVATION-



-FIRST-FLOOR-PLAN- -SECOND-FLOOR-PLAN-

This house is designed along the simple Colonial lines common to all small houses from New England to Georgia. While the house is placed the broad way to the street, it is adjusted to a narrow lot, because the piazza is placed on the street side, and while this piazza has combined the dual functions of an entry porch and sitting room, it is nevertheless wide enough to be a comfortable sitting room.

The plan is in principle similar to that of the $3,500 house shown November 25, but expanded to larger dimensions with better sized rooms throughout, more spacious hall and better arrangement of kitchen, pantry, etc.

The simplicity of the house makes it very economical to construct, but if this house is to be as successful in appearance when actually built as it is in the drawings the shapes of the roofs, wall surface, and windows as shown on the elevations must be very carefully adhered to, and the detail should be followed as closely as possible. Very broad over-hanging cornice and a steeper roof would utterly ruin the effect of the house, and it is again recommended that any intending house builder liking this design should carefully study the details.

There will be a cellar under the entire house, containing heating plant and such other accessories as are usually included in a cellar.

The walls would be of frame construction plastered on the interior and clapboarded on the exterior. The roof would be of shingles, and the cornice would have box gutters and tin leaders. The house should be painted white with green blinds, with a dull brown or pale green roof. The question of the color of the roof is a very important one, since a brilliant or heavy color will make the house top-heavy in appearance.

The staircase should be attractive since it is seen from the side, and it is recommended that turned spindles and small newels, not larger than 4 inches in diameter be used.

Table of Carpenter Material.

NOTE—All amounts given do not allow for waste. Where there is doubt about widths of material the areas to be covered are given in square feet. Trim should be allowed for both sides for all openings.

Lumber.

*Framing (joists, studs, etc)	12,000 ft. B. M.
*Sheathing, rough floors, etc	5,075 sq. ft.
*Clapboards	3,325 sq. ft.
*Shingle strips	3,648 lin. ft.
Shingles for roofs	12,000
*Ceiling (porches)	255 sq. ft.
*Flooring (porches)	320 sq. ft.
*Flooring (finish)	1,715 sq. ft.

Millwork.

*Main cornice with rosettes	80 lin. ft.
*Belt course with rosettes	50 lin. ft.
*Rake cornice	64 lin. ft.
*Porch and piazza cornice	107 lin. ft.
*Porch and rake cornice	35 lin. ft.
*Water table	150 lin. ft.
*Porch columns, six, 7 in. x 7 in. x 7 ft. 9 in.	
*Porch pilasters, four 2 in. x 7 in. x 7 ft. 9 in.	
*Lattice, 10 pieces, 2 ft. x 7 ft. 9 in.	
*Lattice, 2 pieces, fan shaped.	
Windows, cellar	4
Windows, D. H.	19
Windows, attic casement	4
Blinds, pairs	19
Doors, with side lights	2
Doors, interior	16
*Trimmed openings	2
*Base	480 lin. ft.
*Picture mold	390 lin. ft.
*Stairs (service), cellar to second floor.	
*Stairs, main, first to second floor.	

Fitting Up.

*Cellar partitions.	
*Shelving, cellar and closets.	
*Dressers	3
*Drainboards	2

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*Mantels	3

*Materials noted with asterisk should be of Arkansas Soft Pine.

Summary Estimate.

Excavation	$ 125
Mason	725
Plaster	510
Rough Carpenter Work	1,350
Finish Carpenter Work	1,095
Painting	470
Plumbing	325
Heating	300
Electric Work	100
Total	$5,000

Drawings are to the scale of 1/16"-1'0".

Doors, Sash and General Millwork Review

Current Conditions of the Country's Market

By LUCIUS E. FULLER

Demand for all classes of mill work has kept up remarkably well this month in practically all localities. Favorable weather has been responsible for some of this demand, but within the last week or two the weather in the north has changed for the worse and trade is now on the regular winter basis. This means the finishing up of orders carried over from fall and a general cleaning up of business in hand preparatory to the inventory and repair work at holiday time. However, the prospects for business after the first of the year are good. Many orders are still in abeyance and the tendency of the building trade is toward renewed activity. There has not been the let up in building operations such as is usually observed with the approach of cold weather and the present situation is encouraging to an unusual degree. No heavy surplus of stock items exists at the factories or in distributing hands and there is an unfilled requirement for special work of all kinds. Inquiries are numerous in the principal factory centers and much figuring is going among the estimators. This undoubtedly presages moderate activity, if not something more, directly after the middle of January.

Shop Lumber Active.

There are two principal considerations in the market for factory plank, one being that the supply of the three shop grades is exceedingly restricted and the other that prices are so decidedly on a higher drift that there is very little satisfaction in buying. Granted that the lumber would be available and that prices were not greatly out of line, there would still be the question of cars and these are not available at any of the pine producing or shipping centers. No. 1 and No. 2 shop common, in 5-4, 6-4 and 8-4, are items that are almost impossible to obtain in measurable quantity. Offerings that have been made this week on No. 1 shop common, 5-4 and 6-4 are not less than $41 in Western pine, $43 in Idaho pine and as high as $52 for northern soft pine. There is a considerable variation in the values of No. 2 and No. 3 shop as between the western and northern stocks, but it is noted that the northern material is bringing the better prices whenever it is available and that there is no lack of buying even at the spread. For instance, in northern pine, 5-4 and 6-4 No. 2 shop have been held at $43, as compared with $35 for western stock, while No. 3 shop is quoted at $32 as compared with $25 for western.

The Car Shortage and the Door Trade.

The committee on relations between railroads of the American Railway Association announced on December 19 that the shortage of freight cars over the country December 1 totalled 105,527. This is 3,000 less shortage than was reported on November 1, and indicates a tendency toward a more plentiful supply of freight cars this winter.

A Chicago sash and door manufacturer reports that desiring to ship a car of his product to a Michigan point this week, he secured the empty and loaded the car, but the railroad company refused to accept it, stating that it had not the motive power with which to move it. The company also said it had 1,500 loaded cars of freight in its Chicago yards which it was unable to move. The same sash and door company has several cars of millwork for New England points, but cannot ship them as all freight for points east of New York is embargoed.

The Market for Window Glass.

It is reported that the window glass factories are running at capacity wherever possible and have enough orders on hand to keep them busy for from two to three months. Stocks on hand at the factories and jobbing warehouses are extremely low and the greatest pressure exerted on the manufacturing facilities does not enable them to cope with the situation. Building operations have been unusually heavy throughout the country this fall and also there has been a very fair demand for exportation, so that stocks of window glass were dissipated almost before the trade became aware of the fact.

It is now believed that there will be considerable difficulty experienced through the winter by the factories using natural gas and many of them have been already hampered in their operations, some having been obliged to close down. Should the weather be reasonably cold this winter, it is believed that this feature will become a more serious one than has been yet disclosed. That is not the only difficulty, either, for a scarcity of labor has developed in the window glass manufacturing centers and owing to these two important reasons, it is likely that stocks of window glass will continue low and assortments broken, even under a period of light consumption. Last year was the heaviest window glass year ever known, the production exceeding by 30 percent any previous record, but consumption has evidently kept pace, for factory stocks were well cleaned up before the present fire started.

Middle Northwestern Trade.

The storm door and window trade has been the principal feature of demand in the middle northwest, but there is still trade in regular goods for local distribution for use in completing structures and this makes up a fairly satisfactory business. Extremely cold weather toward the middle of the month shut off all retail trade worth mentioning, but the retailers are looking forward to an early opening up of business after the backbone of winter shall be broken. Prices are holding with firmness. In fact, there are many who believe that in view of the high cost of raw material there will have to be further advances made in the discounts before spring trade opens.

Southwestern Trade Report.

Lately there has been excessive cold in the southwest and this has shut off business in that territory to a considerable extent and not more than a desultory demand is looked for in the next month or two. In fact, there is usually little doing at Kansas City or any of the southwestern centers around Christmas week. The advent of the convention season early next month, it is believed, will usher in spring buying in good volume. Prices have been unusually strong and there is a decidedly firm tendency. St. Louis houses report that they are having a good inquiry right along and while outside trade has slowed up lately owing to adverse weather, there is still a good inquiry for local delivery and the demand is expected to continue unabated after the first of the year.

Dull Period on the West Coast.

The end of the year has disclosed a considerable falling off in sash and door operations on the west coast, in the fir as well as in the pine door section. There has been a very unsatisfactory eastern business for some time, due largely to the fact that cars were almost unobtainable and buyers were not anxious to place renewed orders when they could not get what they had already ordered. This has caused more or less inconvenience at many of the plants where room was not available for stocks that were awaiting shipment.

Demand for mill work in the San Francisco district is hardly up to expectations, although it is also hampered by car shortage as in the north. Operations have ceased at the white pine sawmills and stocks for re-manufacture are not easily obtainable. On this account some of the factories are expecting to shut down until the material supply is better. Prices on the coast are fairly good as far as stock items are concerned, but competition has reduced the prices on odd work to non-profitable figures.

Features of Eastern Trade.

Local business, generally speaking, has been fair throughout the several eastern centers, especially at Pittsburgh, Philadelphia and Baltimore, where demand has even exceeded that shown in the west. At New York, however, building operations appear to have slumped considerably and the call for mill work is not nearly as strong. Buffalo operators report a fair demand in that city and surrounding territory. Notable improvement has been effected in prices at practically all of these centers, as the mill men were quick to feel the effect of the advance in raw materials and realized the necessity of protecting themselves against it pronto.

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General News of Associations and Clubs

LARGE ATTENDANCE EXPECTED AT ANNUAL MEETING OF GUM MANUFACTURERS.

Memphis, Tenn., Dec. 18.—John M Pritchard, secretary of the Gum Lumber Manufacturers' Association, says that the attendance at the forthcoming annual meeting, to be held in Memphis, January 20, will be more largely attended, in his opinion, than any meeting of the association in its history.

Mr. Pritchard said today, as evidencing the effectiveness of the work of the association, that sales of gum lumber made by members during the past month showed a very handsome increase over the preceding month, and that they were by far the largest ever recorded within the brief space of thirty days. He also said that the demand continued of very satisfactory proportions, and that the prospects were for a big turn over during December.

No set program has been arranged for the annual meeting, according to Mr. Pritchard. It will last only one day, and the time will be taken up largely with the reports of officers and standing and special committees. A particularly interesting report is expected from the Technical Research committee, of which R. M. Carrier, Sardis, Miss., is chairman. This committee has arranged with Prof. Tiemann, of the Forest Products Laboratory, United States Department of Agriculture, at Madison, Wis., to make a report on the tests made by him with air dried and green gum lumber, furnished him by members of the association. It is known that the experiments made by Prof. Tiemann have been highly successful in kiln drying lumber, and it is anticipated that his report will be not only of great interest, but also of unusual value to those who are so fortunate as to be present.

The association has had a great year in many respects, but its growth in membership has been one of its most remarkable features, with the result that the report of the membership committee is awaited with unusual interest.

Secretary Pritchard announced today that the association had already decided upon a successor to J. T. Kendall, assistant secretary, who has been elected secretary of the American Oak Manufacturers' Association. He said, however, that the name of this gentleman would, for business reasons, be withheld until January 1, when he assumes his duties.

AMERICAN OAK MANUFACTURERS.

A called meeting of the newly organized American Oak Manufacturers' Association will be held at the Hotel Chisca, Memphis, Tenn., Friday, January 19, 1917. President E. A. Lang announces that at this meeting all the details regarding the organization of the association will be completed. The officers and the committee will report progress made since the last meeting and plans will be adopted for carrying out aggressively the purposes of the association. M. B. Cooper, of Memphis, chairman of the membership committee, has sent out a letter to each manufacturer of oak lumber in the country as far as could be ascertained. This letter sets forth the conditions prevalent in the manufacture of oak and urges the co-operation of all, that oak may be again lifted to the high position to which it is entitled.

INDIANA HARDWOOD LUMBERMEN.

Secretary Edgar Richardson, of Indianapolis, announces that the annual meeting of the Indiana Hardwood Lumbermen's Association will be held at the Claypool hotel, Indianapolis, on Wednesday, January 17. The session will be called to order at 2 p. m. and the annual banquet will be held in the Riley room of the hotel at 7 o'clock. As usual these events are regarded by lumbermen over the country as a sort of homecoming for some of the lumbermen who successfully made their escape from Indiana in the earlier years of the industry and have since attained eminence in other fields. Invariably a large number of the "old boys" are present at these gatherings.

CONVENTION DATES.

December 29 — West Coast Lumbermen's Association, New Washington Hotel, Seattle, Wash. Monthly meeting.

December 30 — Mississippi Valley Lumber & Sash & Door Salesmen's Association, West Hotel, Minneapolis, Minn. Annual meeting.

January 1 — Western Carolina Lumber & Timber Association, Asheville, N. C. Annual meeting.

January 5 — Shingle branch of the West Coast Lumbermen's Association, New Washington Hotel, Seattle, Wash. Annual meeting.

January 16-18—Northwestern Lumbermen's Association, Court House, Minneapolis, Minn. Annual meeting.

January 17—Indiana Hardwood Lumbermen's Association, Indianapolis, Ind. Annual meeting.

January 17-18 — North Carolina Pine Association, Monticello Hotel, Norfolk, Va. Monthly meeting.

January 18—Southern Hardwood Traffic Association, Memphis, Tenn. Annual meeting.

January 19—American Oak Manufacturers' Association, Memphis, Tenn. Annual meeting.

January 18-19—Southern Illinois Retail Lumber Dealers' Association, Armory, Cairo, Ill. Annual meeting.

January 18-19—American Forestry Association, Willard Hotel, Washington, D. C. Annual meeting.

January 20—Gum Lumber Manufacturers' Association, Memphis, Tenn. Annual meeting.

January 23-24—Retail Lumber Dealers' Association of Indiana, Claypool Hotel, Indianapolis, Ind. Annual meeting.

January 23-24-25—Mountain States Lumber Dealers' Association, Brown Palace Hotel, Denver, Colo. Annual meeting.

January 23-25—Empire State Association of Wholesale Lumber & Sash & Door Salesmen of the State of New York, Onondaga Hotel, Syracuse, N. Y. Annual meeting.

January 24—National Lumber Exporters' Association, Pittsburgh, Pa. Annual meeting.

January 24-25—Retail Lumber Dealers' Association of the State of New York, Onondaga Hotel, Syracuse, N. Y. Annual meeting.

January 24-25—North Carolina Forestry Association, Raleigh, N. Car. Annual Meeting.

January 24-26—Western Retail Lumbermen's Association, (Canadian) Winnipeg, Man. Annual meeting.

January 24-26—Ohio Association of Retail Lumber Dealers, Deshler Hotel, Columbus, Ohio. Annual meeting.

January 24-25 — Pennsylvania Lumbermen's Association, Hotel Walton, Philadelphia, Pa. Annual meeting.

January 24-26—Union Association of Lumber & Sash & Door Salesmen, Hotel Deshler, Columbus, Ohio. Annual meeting.

January 24-26, 1917—Southwestern Lumbermen's Association, Muehlebach Hotel, Kansas City, Mo. Annual Meeting.

January 25-26—Northern Hemlock & Hardwood Manufacturers' Association, Hotel Pfister, Milwaukee, Wis. Annual meeting.

January 25-27 — National Foreign Trade Council, William Penn Hotel, Pittsburgh, Pa. Annual meeting.

January 30-31—Hardwood Manufacturers Association of the United States, Hotel Sinton, Cincinnati, Ohio. Annual meeting.

January 30-31—Northern White Cedar Association, Hotel Radisson, Minneapolis, Minn. Annual meeting.

January 31-February 1-2—Chamber of Commerce of the United States of America, New Willard Hotel, Washington, D. C. Annual meeting.

February 1-2 — Southeastern Iowa Retail Lumbermen's Association, Hotel Burlington, Burlington, Iowa. Annual meeting.

February 1-3 — West Virginia Lumber & Builders' & Supply Dealers' Association, Ruffner Hotel, Charleston, W. Va. Annual meeting.

February 7-8—Retail Lumber Dealers' Association of Pennsylvania, Fort Pitt Hotel, Pittsburgh, Pa. Annual meeting.

February 7-8-9—Nebraska Lumber Dealers' Association, Hotel Rome, Omaha, Neb. Annual meeting.

February 7-9—National Association of Box Manufacturers, Hotel LaSalle, Chicago, Ill. Annual meeting.

February 6-7 — Michigan Retail Lumber Dealers' Association, Hotel Statler, Detroit, Mich. Annual meeting.

February 6-7 — Southern Pine Association, New Orleans, La. Annual meeting.

February 7-8 — Kentucky Retail Lumber Dealers' Association, Phoenix Hotel, Lexington, Ky. Annual meeting.

February 11-12—National Builders' Supply Association, Hotel Sherman, Chicago, Ill. Annual meeting.

February 14-16—Western Retail Lumbermens' Association, Hotel Davenport, Spokane, Wash. Annual meeting.

February 14-16—Illinois Lumber & Builders' Supply Dealers' Association, Hotel Sherman, Chicago. Annual meeting.

February 20-21—North Dakota Retail Lumbermen's Association, Fargo, N. D. Annual meeting.

February 20—Lumber Dealers' Association of Connecticut, Hotel Taft, New Haven. Annnual meeting.

February 20-22—Wisconsin Retail Lumber Dealers' Association, Hotel Pfister, Milwaukee, Wis. Annual meeting.

March 12-13—Northern Idaho Forestry Association, Spokane, Wash. Annual meeting.

March 21-22 — National Wholesale Lumber Dealers' Association, Pittsburgh, Pa. Annual meeting.

April 10—Lumbermen's Association of Texas, Galveston, Texas. Annual meeting.

HARDWOOD MANUFACTURERS' MEETING.

A meeting of the board of governors of the Hardwood Manufacturers' Association of the United States was held at the Hotel Sinton, Cincinnati, December 15, with the following members in attendance: B. B. Burns, president; R. H. Vansant, Leon Isaacson, J. W. Mayhew, W. E. DeLaney, R. M. Carrier, R. L. Hutchinson, J. W. Stark, E. O. Robinson, F. R. Gadd, E. A. Lang, J. H. Himmelberger, E. M. Vestal, Secretary W. H. Weller.

Considerable attention was given at the meeting to the arrangement of the program for the annual meeting of the association, which will be held at Cincinnati on January 30 and 31. It is expected that several speakers of national reputation, in as well as out of the lumber trade, will be on the program.

W. E. DeLaney, chairman of the executive grading committee, reported that he had prepared a rule for a select grade of oak which would be presented for adoption at the January meeting. This is sure to cause considerable interest at the gathering and will be an important feature for discussion.

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NORTHERN SALESMEN HOLD CONVENTION

Gathering Attended by Many Representative Lumbermen.—Two Days of Instructive Addresses—Royal Hospitality Extended by Merrill Lumbermen

Probably a more representative gathering of northern lumbermen never assembled than that which recently honored Merrill, Wis., in a three days' visit, comprising Friday, Saturday and Sunday, December 8, 9 and 10. The meeting was representative in that practically all departments of the northern trade participated, but the one word—salesmanship—was the keynote of the entire affair.

The conference was arranged for under the auspices of the Northern Hemlock & Hardwood Manufacturers' Association and J. T. Phillips, president of that body, called the convention to order Friday afternoon, belated trains having interfered with the arrival of many of the lumbermen in time for holding a morning session. Mr. Phillips gave a brief statement as to the character and purpose of the conference and introduced George C. Robson, sales manger of the Kinzel Lumber Co., of Merrill, and chairman of the sales managers committee, which was directly responsible for the gathering. Mr. Robson was made the permanent chairman of the meeting. He delivered an address of welcome, in which he said that the purpose of the gathering was conveyed in its title, the Northern Lumbermen's Salesmanship Conference. He recommended as a motto for the gathering the word "Enthusiasm" and predicted that the conference would mark an epoch in the annals of northern lumber.

MR. FOX MAKES ADDRESS.

M. J. Fox, manager of the Von Platen Lumber Co., Iron Mountain, Mich., spoke to the subject "What I Think About It." He opened his address by stating that a celebrated artist was once asked what he mixed with his paints to make such beautiful colors in his pictures and his answer was, brains. In applying this to the present situation in lumber, Mr. Fox doubted that the lumbermen had been using their brains when they have sold their product at or below cost of production and running their plants overtime on a declining market. He believed that the lumber manufacturer was entitled to a fair profit on his product for his time, and for money invested. The lumberman had been confronted with the proposition of selling their product below cost of production, which had been the result of competition of other woods, importation of cheap lumber from Canada, and the competition of substitutes. In his opinion the province of the salesman was very much involved with the securing of better prices. Every department of the industry should work harmoniously with all the others and in closing he suggested a slogan for the meeting in the Golden Rule, "Let us do unto others as we would that they should do unto us."

MR. BUTTS ON SCIENTIFIC SALESMANSHIP.

H. H. Butts, sales manager of the Park Falls Lumber Co., Park Falls, Wis., defined what salesmanship is and stated that a good system of doing business did not alone insure success. A water logged scow in the hands of a master pilot might fare better in the storm than a twin screw ocean liner manned by incompetents; hence one could not set the helm of his business barge in a fixed direction and expect to be guided into the harbor of success. It is something that requires the most skillful piloting. Salesmanship is the result of a growing need for training the faculties with the view of making it a practical department of business rather than a pastime. In his opinion there is no pursuit in life that offers greater opportunities for intelligent and scientific management. The primary requisite is the knowledge of the products that are sold and this involves every phase of the undertaking. The time is past when a glib tongue and a doubtful personality can secure the confidence of the buyer. He told of the requisites of the sales manager, of the law of psychology as applied to the one of offering goods. One great essential, he thought, is a card index giving the name of every buyer in the salesmen's territory and his requirements. He recommended close observation of the market, including a study of conditions that might develop new uses for the product. Courtesy he named as a leading essential. In conclusion Mr. Butts addressed himself particularly to the manufacturer, to whom he made suggestions as to the handling of his product through the salesman.

Mr. Butts' paper led to quite a discussion, among those who participated being George H. Chapman. general manager of the Northwestern Lumber Co., Stanley, Wis.; Murdock MacLeod, sales manager of the Oconto Co., Chicago; Charles F. Rea, sales manager of the Sawyer-Goodman Co., Marinette, Wis., and J. H. Reiser, of Wausau.

MR. OSBORN ON LUMBER SELLING.

A. L. Osborn, president of the Medford Lumber Co., Medford, Wis., and also of the Scott-Howe Lumber Co., Oshkosh, has for his subject "The Selling of Lumber, Past, Present and Future." Mr. Osborn's remarks are invariably concise and direct to the point and he presented some splendid thoughts in this paper. He said that the selling end of the lumber game in the past has had too little to say about what should be done in the woods and about the sawmills and in an illustrative way said that "salesmen have found on their stock sheets that they are expected to get rid of stub-tailed yellow dogs, when the demand has been for sleek, smooth Boston terriers." He told of the origin and progress of lumber grading, which had been a determining factor in procuring better results for stumpage. He recommended that the salesman in his rounds endeavor to ascertain what the final use of the product will be. He concluded: "We have come out of the cave life of ruthless competition into the sunlight of co-operation. We have learned that our neighbor, like ourselves, is human, and makes mistakes and I must confess it that he is sometimes still selfish, but on the whole he is doing the very best he can, and he is ready and willing to help his neighbor; and we are all seeing more and more clearly the great and eternal values in our business. We are learning to love our neighbor. Faith in him is growing, charity in judgment we are giving, and as we go on in the future struggle to be better and more efficient lumber merchants, we can and must remember that we can only win in this fight if we bear a banner inscribed with faith, and hope, and love."

SECRETARY SWAN ON DURABILITY OF WOODS.

Secretary O. T. Swan, of the Northern Hemlock & Hardwood Manufacturers' Association, who is a thoroughly scientific forester, read a paper on "The Relative Durability of Woods" and illustrated it by the use of lantern slides. He spoke of the experiments made by the Forest Products Laboratory at Madison with regard to wood durability and said that it was a fact that woods would ordinarily last longer when used under the same climatic conditions as those in which they grew. He described the causes of decay and told how the wood may be treated so that it would not decay. He summarized his statements in the following:

"1. Discussions of relative durability are usually too assortive and seldom compare two woods on the same basis.

"2. The confusion of species sold under common trade names leads to errors in common statements of durability.

"3. Resistance to decay varies in the same species to a considerable extent.

"4. Hemlock is a moderately durable wood under severe conditions and gives long life in the forms of service to which it ordinarily is applied. It is capable of a broader field of use if treated with wood preservatives. As a single species it has more uniformity than the timber of its chief competitors in this market. It is not as durable in the broad sense as selected material from some other species, but it is more durable than other material from the same species, and when both are selected it is on a fair competitive basis for its ordinary uses.

"5. In contact with the soil, in moist factory buildings, for use in silos and for similar service, hemlock and other woods should be treated with a wood preservative.

"6. Since wood preservatives widen the market, not only for hemlock but for some of our hardwoods, we should encourage their use and their availability through the retail trade."

MR. WILBER ON "THE SALESMAN'S SIDE."

Harry Wilber, of Milwaukee, who is the president of the Northwestern Traveling Lumber & Sash & Door Salesmen's Association, and selling representative of the Brooks & Ross Lumber Co., of Schofield, Wis., had for his subject "The Salesman's Side of the Selling Problem." Mr. Wilber told of some of the disadvantages under which the salesman labored, of some of the short-comings of the lumber salesman and of some of the things that are lacking at the general office. He said that it was very essential that harmony should prevail between all the different departments and that inspectors and shippers should act a little on their own initiative in rectifying errors in the sawmill and planing mill departments. He said that the aim of both the manufacturer and the salesman should be to obtain a standard price with the best producers and not merely to sell lumber at a little less price than your competitor sells, which does not require any ability on the part of the salesman. He spoke of the change that had taken place among retailers, who today no longer stays in his office and waits for business to come to him, but goes out after the trade, makes a study of his customers' requirements and is in close touch with them at all times.

MR. KLASS SPEAKS ON EFFICIENCY

Alfred Klass, sales manager of the Holt Lumber Co., spoke on the subject, "How the Work of the Sales Managers' Committee Can Be Put on the Most Efficient Basis." He told of what is expected of the sales managers' committee in compiling statistical reports and building a composite picture of the lumber market in all of its aspects, and pointing out the tendency of market conditions. He spoke of the information needed as being (1) the securing of actual selling prices; (2) the judgment of the people from whom this information is secured, of the value of the different items; (3) ascertaining the selling price of hemlock at representative points and the current prices on competitive woods at those points, also similar information on birch, red gum and other hardwoods; (4) analysis of stocks on hand, cut and shipments; (5) knowledge of the stock and shipment conditions of competing woods. He also suggested what might be ventured upon in the way of gathering conditions at retail points and involving mail order competition. He urged the importance to the members of the organization of attending all of the meetings.

MR. ROBSON PRESENTS SALES MANAGER'S SIDE.

Chairman George C. Robson, in speaking on the subject of "The Sales Manager's Side of the Selling Problem," stated that no phase of the lumber industry has ever gone through such a radical evolution of change as the sales department is experiencing at the present time. Up to recent date, the sales manager in a hemlock and hardwood mill was more or less of a figurehead and a broad knowledge of the lumber industry was not expected of him. His selling policy was outlined by his employer and the latter looked upon the sales department as one of the least important of any. Lately the manufacturer had found that he must do something with his sales organization on account of the inroads of substitutes and the greater efficiency of the selling methods adopted by the manufacturers of the substitutes.

Mr. Robson suggested that the manufacturers should give their sales departments a wider latitude, take the salesmen into their confidence and consider their suggestions and encourage them to study the industry. In conclusion, he said: "If you expect to be a part of the successful sales organization of the future, you must of necessity assume new responsibilities; you must broaden out to the widest scope possible your knowledge of each phase of the lumber industry from the tree to the consumer, for your employers are going to look to you for more results. If you expect to keep up with the new conditions of merchandising in the lumber sales world, you must awaken, brush the cobwebs from your vision and study and accomplish the same results that others are successfully doing in other lines of business."

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THE SESSION ON SATURDAY.

The first subject to be discussed at the Saturday session was "Transportation in Modern Business" by F. M. Ducker, traffic manager of the Northern Hemlock & Hardwood Manufacturers' Association. Mr. Ducker thoroughly explained the method of building rate structures and the great influence that lumber rates had on the distribution of the products, with special application to the situation in the northern woods.

MR DEWEY ON "THE MANUFACTURER'S SIDE."

Harry S. Dewey, one of the best known lumber representatives in the north and for the last year or two associated with the Edward Hines Lumber Co., of Chicago, had for his subject, "The Manufacturer's Side of the Selling Problem," a subject which had been assigned to Edward Hines, but that gentleman was unable to be present. Mr. Dewey expressed some disappointment that better progress had not been made in improving the sales end of the lumber industry. The trouble was that lumbermen had been working too much at cross purposes, were not organized and did not have the get-together spirit. He thought that the essentials required for a twentieth century sales manager were knowledge, imagination and a love of work. He must know and believe in his goods; should have knowledge of how timber grows and how it is felled and cut into saw logs and how the logs are manufactured to the best advantage. He must know various conditions in different markets and the reasons for such conditions and should not overlook an effort to create friendly feelings between buyer and seller. He said: "One of the chief attributes which salesmen or sales managers must have is loyalty developed to a high degree. The sales manager must be enthusiastic in his loyalty to his employer and to his task; and every bit as important is the loyalty of the employer to the employee." He complimented the sales managers' committee and said that he felt an added interest in impressing upon employers at the head of various lumber manufacturing institutions in the north the real necessity of a downright recognition of the efforts of the sales managers.

MR. BREINIG ON "BEAUTIFUL 'BIRCH."

D. E. Breinig, of the Bridgeport Wood Finishing Co., New Milford, Conn., spoke on his favorite subject "Beautiful Birch—How to Make It More Beautiful." Mr. Breinig is an expert on wood finishing, and illustrated his talk with examples of birch finished in several different colors. He spoke of the widening use of birch for interior finish and related the possibilities of increasing its use by proper staining, which would make it one of the most attractive woods known in interior decoration.

THE RETAILER'S SIDE OF THE PROBLEM.

Otto J. Lay, of the H. J. Lay Lumber Co., of Kewaskum, Wis., spoke on "The Retailer's Side of the Selling Problem." Mr. Lay recited many faults in the manufacturing and marketing of northern lumber as observed by the retailers. His remarks were rather of a critical character, but he brought out some very good points and made suggestions for promoting a better understanding between the manufacturer and the retailer, and this he thought would contribute to a better market for lumber.

Sidney J. Williams, state building inspector of Wisconsin, made an address on the "Safe and Unsafe Uses of Wood in Building." He discussed the various questions which come up in his department of the state government regarding wood, which included the strength of materials needed to insure safety and the quality of the material used and as regards fire loss. He presented the prominent features of the state building code and explained how its provisions had been arrived at.

MR. SIMMONS ON "FACTORY CONSUMPTION."

Roger E. Simmons, of Wausau, Wis., assistant secretary of the Northern Hemlock & Hardwood Manufacturers' Association, spoke to the subject "Factory Consumption and Trade Promotion." Mr. Simmons discussed particularly the raw material requirement of important wood using concerns. He stated that the total volume of lumber going into factory consumption in the country is 25,000,000,000 feet out of the 40,000,000,000 feet of lumber produced. There are fifty-five classes of factories and one of these classes, which comprises factories making planing mill products and sash and doors, consumes more lumber than all of the other fifty-four classes of factories put together. He said that no consuming field offered a wider chance for expanding trade in lumber than general building and he urged the lumbermen to prepare for getting the most they could out of this trade. He spoke of what his association had done in enabling the producers of lumber to take advantage of their opportunities. He told of the necessity of taking advantage of the growing movement among farmers to organize for associated endeavor. He also referred to the promotion work in stimulating the building of school houses and homes for teachers in the country districts.

DIRECTOR WEISS ON "SUBSTITUTES FOR LUMBER."

Director Howard F. Weiss, of the Forest Products Laboratory at Madison, was called upon to speak in place of Rolf Thelen, also of the Forest Products Laboratory, who could not be present. The subject was "Competing Materials." Mr. Weiss described what had been done in the lumber industry in counteracting the encroachments of substitute materials and how lumber was steadily winning its way back to its old position of being the foremost material for use in building construction.

Among others who spoke were W. W. Brown, of the Hamilton Manufacturing Co., Two Rivers, Wis., whose subject was "Requirement of Wood Consuming Factories;" Arthur Peabody, state architect of Wisconsin and Frank Moody, of the Wisconsin State Conservation Commission; J. C. Knox, of Cadillac, Mich., secretary of the Michigan Hardwood Manufacturers' Association; George H. Chapman, chairman of the Bureau of Grades of the Northern Hemlock & Hardwood Manufacturers' Association.

Owing to the length of the program, the papers by Secretary O. T. Swan on "The Strength of Timber" and of W. H. McDonald on "Grading Rules for Commercial Soft Woods," were omitted.

SOUTHERN PINE TRADE BAROMETER.

Only subscribers to the Southern Pine Association will now receive the valuable weekly compilation of reports from the yellow pine mills that have been published in each issue of this paper. The statistics gathered by the association are of great interest to the general lumber public, but the subscribers to the association naturally feel that they are entitled to this information by reason of their defraying the expense of it and it being a part of their service, and from this viewpoint they are undoubtedly correct. However, it may be said in a general way that the number of unfilled orders for yellow pine last week showed a considerable increase; that the new orders received are largely in excess of the shipments and that the position of the southern pine industry is in good shape, barring the scarcity of freight cars and motive power, which seriously interferes with shipments.

SOME OF THE ENTERTAINMENT FEATURES.

The enterprising lumbermen of Merrill, Wis., as strong a group of lumbermen as can be found in any lumber manufacturing center in the country, took full advantage of the opportunity presented to them at this meeting for showing what they could do in the way of hospitality and they did it handsomely. The entertainment was provided by the four lumber institutions at Merrill, namely the Heineman Lumber Co., the A. H. Stange Co., the Kinzel Lumber Co., and the Union Land Co., the latter a correlative institution of the A. H. Stange Co. The visitors were met at the train by representatives of these concerns, taken by automobile to their respective hotels, either the Badger or the Lincoln. On Friday evening 140 lumbermen sat down to an elaborate banquet provided at the Hotel Badger. The dinner was of the finest character and right up to the standard for which the Badger chef is noted all over the north. A few addresses were made at the instance of George C. Robson, who presided as toastmaster, among them one by Mayor Smith, of Merrill, who bade the guests a cordial welcome. August J. Stange, head of the Union Land Co. and son of A. H. Stange, looked after the singing festivities and took charge of a number of vaudeville acts which were introduced as a diversion.

On Saturday evening the visitors were guests of the Merrill lumbermen at an elaborate entertainment at the Badger Opera House, which is a part of the Hotel Badger. This entertainment consisted of vaudeville acts and moving pictures and was decidedly interesting throughout.

THE TRIP ON SUNDAY.

Practically all of the members of the conference remained over and were taken on a special train to the Newwood logging camp of the Union Land Co., seventeen miles northwest of Merrill on the company's logging road. This is a fine camp and up-to-date in every respect. At the dinner which was given at this camp the guests were treated to a splendid talk by D. N. Barrett, of Detroit, Mich., secretary of the World's Salesmanship Congress. Mr. Barrett's address was a remarkable exposition of salesmanship effort and the points that he made will long remain in the minds of his auditors. Other addresses were made by Chairman George C. Robson, E. E. Heineman, Charles J. Kinzel, August J. Stange and others. The Sunday trip was a treat in every way and the splendid equipment of the Union Land Co. in its logging operations was admired by the several score lumbermen who participated.

INTERESTING MEETING OF DOUGLAS FIR CLUB.

San Francisco, Cal., Dec. 15.—The fortnightly meeting of the Douglas Fir Club was held during luncheon at the San Francisco Commercial Club December 5 with a good attendance of the local representatives of mills of Oregon and Washington, for which San Francisco is the greatest marketing center for domestic California, Nevada and Arizona business, which normally consume fully 25 percent of the production of Douglas fir, also is the center for export trade which ordinarily consumes about 10 percent of fir output, but which will show marked increase in normal times through the operation of the newly organized Douglas Fir Exploitation and Export Co., with abnormal increase for some time after declaration of peace in Europe.

General discussion as to current conditions of the lumber trade indicated that the shortage of transportation, both cargo and rail, was a difficulty that would not be remedied for some time and that all the advantage went to the seller who could guarantee delivery. Demand for clears showed stronger in finish, flooring strips and worked flooring with advices that the mills had advanced their rail prices to the east, while adopting open cars to suit need for closed, by building a car structure out of common boards to protect the load, putting on the essential running board and ladders in order to pass muster. Business in San Francisco was reported sluggish at low prices, the east bay district was doing a good deal of business but at small margin of profit, but interior California valley reports indicated good volume and price.

Chairman Chas. R. McCormick announced that at a meeting of the directors of the club, Robert Dollar, of the shipping and lumbering company bearing his name, had been elected as president of the Douglas Fir Club, which office Mr. Dollar accepted in a speech expressing his confidence in the value of co-operation, and the especial need for a stronger get-together spirit among lumbermen.

MODEL BUILDINGS FOR RETAILERS.

The enterprise of the National Lumber Manufacturers' Association, in assisting retail lumber dealers to place working models of ideal farm buildings in their yards to assist in giving service ideas to consumers, has taken like wildfire, and many orders are being placed for such models by retailers all over the country. Investigation develops that the idea of advertising along modern lines, with something to show customers, is spreading rapidly in the industry, and the plan for city lumber exchanges to maintain exhibits for all prospective builders is being taken up in many places also.

Lumber retailers at Indianapolis are anxious to organize a lumber exchange such as those already made successful the past year at Kansas City, Minneapolis and Dayton. The Dayton exchange, the latest of these, has already worked wonders in

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the development of the lumber business in that territory.

Plans are now being considered for the organization of traveling exhibits, in which the retailers of various cities might be induced to combine for a month to establish exhibits in some central location, for the benefit of all dealers in that territory.

SHINGLE ADVERTISERS WILL CONTINUE.

The manufacturers of red cedar shingles in the Puget Sound country who, in 1916, spent $60,000 in advertising the merits of their product, are so well satisfied with the results accomplished that they are intending to raise fully as large a fund for advertising in 1917. Practically all of those who participated in the advertising this year have signified their desire of joining in the movement next time. Secretary H. P. Wyckoff, of the shingle branch of the West Coast Lumbermen's Association, is now visiting the various shingle manufacturing centers and getting signatures to the advertising agreement.

Mr. Wyckoff states that there will be some changes in the character of the work next year, one of the principal changes being that more attention will be paid to combating the various fire ordinances in cities over the country that have been directed against shingle roofs. Another change that will be made is that the "Rite Grade" trade-mark will hereafter be used as an inspection mark instead of a brand. This will have the effect of eliminating the "Rite Grade" brand as the competitor of the many established brands of shingles and at the same time will accomplish the purpose of the association, which has been to guarantee to the consumer the quality of the shingles and to standardize the grades.

WEST COAST CUT AND SHIPMENTS.

The last report of the West Coast Lumbermen's Association from 128 mills for the week ended December 9 shows that shipments were materially increased, being 1,788 in the week ended December 9 as compared with 1,433 cars for the week ended December 2. Orders were also much heavier for the week of December 9 than in the previous week, so that the balance of unshipped orders showed an increase of considerable proportions. The figures for the rail trade follow:

	Cars
Orders unshipped Dec. 2	11,226
Orders accepted week ended Dec. 9	2,393
Total	13,619
Shipped out week ended Dec. 9	1,788
Orders on hand unshipped	11,831

For the cargo trade the report shows as follows:

	Domestic—Feet.	Export—Feet.
Unshipped ord. wk. Dec. 2	58,139,062	55,569,937
Orders accepted wk. Dec. 9	6,457,658	6,485,553
Totals	64,596,720	62,055,490
Shipments week end. Dec. 9	3,128,173	5,608,558
Balance unshipped orders	61,468,547	56,446,932

The above figures show that there was an actual production from the 128 mills during the week ended December 9, of 72,852,033 feet, which was 14,204,967 feet below the normal production. The orders received during the week were in excess of the actual production by 7,188,183 feet, but shipments were below the production by 14,291,134 feet.

ANNUAL ELECTION OF LUMBERMEN'S CLUB OF MEMPHIS.

Memphis, Tenn., Dec. 22.—Ralph May, of May Bros., will preside over the Lumbermen's Club of Memphis during the coming year. In the annual election of officers in the Business Men's Club Chamber of Commerce Saturday evening, Dec. 16, Mr. May defeated Joe Thompson, his opponent, of the Dudley Lumber Co. Other officers elected at the same time were:

First vice-president, Robert C. Stimson, of the Stimson Veneer & Lumber Co.; second vice-president, Geo. F. Riel of the George F. Riel Lumber Co.; secretary-treasurer, re-elected, D. F. Heuer, of A. N. Thompson & Co.; directors: H. J. M. Jorgensen, George McSweyn and U. S. Lambert.

Owing to the sudden death of D. D. Nellis, a prominent member of the club, which occurred Saturday morning, and owing to the tragic death by poisoning of Glenn May, a nephew of Ralph and a son of Frank May, of May Bros., quite a pall was cast over the election and before the results were announced resolutions expressing the love and sympathy of the members of the Lumbermen's Club were adopted and copies were ordered forwarded to the members of the families of the deceased. These resolutions were presented by J. D. Allen, jr., chairman of the committee on resolutions.

Owing to the death of Glenn May, Ralph May, the president-elect, was unable to be present. However, John M. Pritchard, chairman of his nominating committee, responded briefly for him. He said that he very greatly appreciated the honor which had been done Mr. May and that he felt sure the latter would give a good account of himself as soon as circumstances would permit him to thank the members of the club in person.

Although Mr. Thompson was defeated by Mr. May, he made one of the most delightful talks of the evening. He has a fine sense of humor and knows how to tell a story well, with the result that he enlivened the proceedings very materially. He announced when he was nominated that he was going to make his race on a platform in which dignity was to be the principal plank, but he is evidently cured along this line as he told the members of the club after the results were announced that he would never, if he lived a hundred years, run on his dignity again.

Geo. F. Riel, who was elected first vice-president, was unable to be present and Chas. G. Kadel, his former partner, thanked the members for the vote given him. Robert C. Stimson said that he appreciated the honor conferred on him and that he would put forth his best efforts on behalf of the Lumbermen's Club of Memphis. H. J. M. Jorgensen, Geo. McSweyn, and U. S. Lambert, the three new directors, all spoke briefly. They made it quite clear that they were fully appreciative of the honor conferred and also of the responsibility entailed by their election and that they would do their best to justify the confidence of the membership.

All of the defeated candidates spoke briefly and each made it clear that although they were beaten, they stood ready to serve the Lumbermen's Club of Memphis in every capacity possible.

C. B. Allen, who was beaten for the second vice-presidency, paid the Lumbermen's Club of Memphis a glowing tribute, saying that it was one of the best and most enthusiastic in America.

The newly elected officers will be installed at the first meeting after Jan. 1. At the same time the present officers will submit their annual reports, with such recommendations as they may deem appropriate.

EVANSVILLE CLUB ELECTS OFFICERS.

Evansville, Ind., Dec. 21.—At the regular monthly meeting of the Evansville Lumbermen's Club, on the second Tuesday of December, the 12th, George O. Worland, secretary and treasurer of the Evansville Veneer Co., was elected president of the club for the ensuing year. Charles A. Wolflin, of the Wolflin-Luhring Lumber Co., was elected vice-president, and Mertice E. Taylor, of Maley & Wertz, was re-elected secretary.

Mr. Worland is known as "The daddy of the Evansville Lumbermen's Club," by reason of the fact that it was largely due to his efforts several years ago that the club was organized. He was the first secretary of the club, and served in this capacity for a number of years. Mr. Worland will appoint the members of his standing committees at the next meeting of the club, which will be on the second Tuesday night in January. Mr. Worland takes the place of Daniel A. Wertz, who held the presidency for three years. Mr. Taylor is now serving his second year as secretary of the club, and he has made a "corker."

MR. ISHERWOOD HEADS NEW SERVICE DEPARTMENT.

The National Lumber Manufacturers' Association has decided to open a new field of work in its Trade Extension department, with the installation of a retail sales development service, and has engaged H. R. Isherwood, of the Sawyer Lumber Co., Sawyer, Wis., as a special retail representative in this work. He will take up his new work on January 1, and his chief duty will be to give retail lumber dealers of the entire country service helps in the increasing of their business, hints as to advertising, both in their local papers and by specialty. The service given will be of two types; the first is given to the dealer to assist him in broadening his market, and the second is given to the consumer to aid the lumber industry in giving the customer the right wood for the special need, through the medium of the retail dealer. Mr. Isherwood will spend much of his time on the road, calling personally on the retailers to give them suggestions, and to learn their problems and difficulties, in the hope that the manufacturers can help them lift these burdens.

Mr. Isherwood, while in charge of the Sawyer Lumber Co., developed many original selling ideas. He is the originator of the service department idea for retailers now being copied all over the country in retail lumber yards, has been a steady and scientific advertiser in the papers in his home territory, has furnished plans and given architectural assistance for all builders, and made his company

H. R. ISHERWOOD.

a campaigner for service to the consumer and modern and better buildings throughout Door county, Wisconsin, is the result.

With his retirement from Wisconsin, there will be a reorganization of the Sawyer Lumber Co., the new Fuller-Goodman Co. taking over all the Sawyer company's yards, with F. A. Fuller, of Oshkosh, Wis., in charge as general manager, and headquarters at that city.

NEW YORK LUMBERMAN CELEBRATE ANNIVERSARY.

New York, Dec. 18.—About 250 lumbermen gathered at the Waldorf-Astoria, on the evening of December 11, to celebrate the thirtieth anniversary of the New York Lumber Trade Association, a rousing big dinner having been arranged for the occasion.

The ordinary stunts were overshadowed by the presentation of a beautiful diamond ring to Mr. Perrine, who has so faithfully and efficiently served as president for seven years. Mr. Perrine was more than astonished when Richard S. White, on behalf of the members, came to the speakers' table and presented the ring, prefacing the action with a brief speech, in which he tried to put into words what was in the hearts of all the company. Mr. Perrine, who was almost a newcomer to the work of the association when first elected as its president, has given generously of his time and energy to further its aims, and is one of the most popular men in the local trade. Earlier in the day there was sent to Mrs. Perrine a beautiful rug, the gift of Mr. Perrine's association friends.

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The Latest News of the Lumber World

LUMBER PRICES NOT HIGH.

Kansas City, Mo., Dec. 15.—M. B. Nelson, general sales manager of the Long-Bell Lumber Co., of this city, has recently issued a circular to his salesmen over the country regarding the frequent statements that are made by people who are not posted as to the high price of lumber. Lumbermen themselves know that the price of lumber is not high, but that the price of almost everything else is, especially articles having any near or remote relation to the war, which have advanced phenomenally. Doubtless many people take it for granted that lumber has gone up also and that this is erroneous is known to all lumbermen. However, Mr. Nelson has taken the trouble to prove it.

His letter to the salesmen says: "I have heard quite a little comment about the price of lumber being too high, so for the purpose of comparison have prepared a statement using the market report of Bradstreets on most of the staple commodities, as indicated in their quarterly reports for October in the years 1900, 1906, 1910, 1913 and 1916. The prices used for lumber are the average prices received on shipments made by our mills for the same periods."

Mr. Nelson goes on to say that in preparing these figures he has endeavored to show the quantity of the different commodities that 1,000 feet of lumber would buy at any of the given periods. He shows that lumber will buy less at this time than at any time in the last sixteen years, measured by its purchasing power. He also shows the price of lumber to be lower than was reached in either 1907 or 1913. He shows that the purchasing power of lumber is less than it has been at any time in the past, to say nothing of the increase in the cost of production, which, up to date this year, has been $1.65 a thousand feet over what it was a year ago.

New Orleans, La., December 21.—The sawmill of the Keith Lumber Co. near Beaumont, Tex., burned Wednesday night; loss, $100,000.

Mr. Nelson says it is shown that any buyer or consumer who is complaining about the high price of lumber is misinformed. His argument is as well illustrated by the price of flour as by any other item, that being a staple in which everybody is interested. He shows that in 1900, when flour was selling at $3.50 a barrel, yellow pine was selling at $11.25 a thousand feet at the mill, so 1,000 feet of yellow pine would therefore buy 3.21 barrels of flour. In 1906, with flour at $3.50 a barrel and yellow pine lumber at $17.92 a thousand feet, the lumber would buy 5.12 barrels of flour. In 1910, with flour selling at $4.40 a barrel and with yellow pine at $13.21 a thousand, 1,000 feet of yellow pine would buy 3 barrels of flour. In 1913 with flour at $4.25 a barrel and yellow pine at $15.60 a thousand feet, the lumber would buy 3.67 barrels of flour; but in 1916, with flour at $7.15 a barrel and yellow pine selling at $16.39 a thousand, it will buy only 2.28 barrels of flour.

Mr. Nelson's figures cover breadstuffs, live stock, groceries and provisions, fresh and dried fruits, raw and manufactured textiles, metals, mineral and vegetable oils, building materials, hay and cotton-seed, and the result is the same in almost every instance. One of the interesting illustrations is live stock, say best native steers on a basis of Chicago delivery at so much per 100 pounds. The tabulation is given as follows:

Beeves, Best Native Steers (Chicago), Per 100 Lbs.

Years	Commodity	Y. P. Lumber Per M. Feet	Will Buy Cwt.
1900	$ 5.50	$11.25	2.04
1906	6.80	17.92	2.64
1910	7.85	13.21	1.68
1913	9.50	15.60	1.64
1916	11.25	16.39	1.45

Hogs, Prime (Chicago), Per 100 Lbs.

Years	Commodity	Y. P. Lumber Per M. Feet	Will Buy Cwt.
1900	$ 5.30	$11.25	2.12
1906	6.75	17.92	2.65
1910	9.00	13.21	1.47
1913	8.95	15.60	1.74
1916	10.25	16.39	1.6

Annual Report of the Bureau of Foreign and Domestic Commerce Shows Wonderful Advance in Trade of United States

The development of American foreign trade during the second year of the war is the principal theme of the annual report by Dr. Edward Ewing Pratt, Chief of the Bureau of Foreign and Domestic Commerce, Department of Commerce.

Particular attention is called to the changes in the character of our foreign trade during the last fiscal year. "Contrary to the general impression," says Dr. Pratt, "the United States played a significant role in international trade previous to the war, but it should be observed that raw materials, foodstuffs, and unfinished products formed together by far the most important part of our exports, and that manufactured goods formed a very considerable part of our imports.

"The situation during the last fiscal year, however, has shown a genuinely striking change. Our foreign trade (and especially our exports) has increased at a tremendous rate. During the last fiscal year the United States has had a foreign trade greater than that of any other country during any year. Another notable fact is that there has been a marked shifting in the character of our foreign trade. Most important of all, perhaps, is the great increase in our exportations of manufactured goods and the decrease in our imports of such goods."

Five tables of statistics are presented to show exactly the nature of the changes that have taken place, and for this purpose are probably the most comprehensive figures that have so far appeared in print.

"Large as have been the increases in our foreign trade, and particularly in our exports," continues the report, "the significance of these increases is not always appreciated by the general public. What an increased foreign trade means to the manufacturer, to the farmer, to the railroad, to the merchant, and to shipping is often underestimated or entirely unappreciated." The importance of foreign trade is illustrated by the effect of changed trade conditions during the early months of the war in the wheat-growing and cotton-growing states. The increased demand in Europe for American wheat ushered in a remarkable period of prosperity in such states as Minnesota and the Dakotas, while the decreased demand for cotton had just the opposite effect in the southern states, where cotton is the staple crop. These two experiences, so different in character, have opened the eyes of those who did not appreciate the value of foreign markets.

"To the manufacturer, however," says the report, "foreign trade means something more than an increased demand for his products. There are very few factories producing at anything like full capacity. The average factory is probably producing at not more than 75 percent capacity. If the manufacturer could find a steady and reliable outlet for this additional 25 percent capacity, he would be able not only to increase his profits greatly, but to reduce considerably his overhead.

"Emphasis should also be laid on the fact that foreign trade considerably increases the general stability of business conditions in a country. A widely distributed foreign trade means greater average stability. In most countries of the world prosperity or depression (in fact, business conditions in general) depend to a considerable extent upon agriculture and the state of the market for agricultural products. We have recently observed how one part of the United States suffered a severe depression and another section enjoyed great prosperity because of changed market conditions. The same is true of practically every line of manufacturing. To take a simple example: Suppose that a manufacturer of agricultural machinery marketed his goods only in the United States. If there were a single bad year, when crops were not good and market conditions were not favorable, he would probably find his outlet for agricultural machinery considerably curtailed. If, on the other hand, that manufacturer sold his machinery not only in the United States, but in Canada, in South America, in South Africa, in Australia, in India, and in Russia, it would be quite unlikely that there would be bad harvests, bad crops, or bad market conditions in every country of the world, and perhaps while the United States was experiencing a depression Argentina or Russia would be enjoying prosperity, and the machinery that could not be sold in the United States would be marketed in other countries. The greater the number of markets that the manufacturer is supplying the steadier is the demand for his products likely to be."

The report urges strongly the necessity of building up at this time as much trade as possible outside of the war zone. The business of supplying munitions is a temporary one, whereas business outside of the war zone can be made permanent to a large extent, if proper precautions are taken. The importance of munitions and secondary war supplies in our recent export trade is discussed at length in the report and a number of interesting tables are presented to prove the point that the volume of this temporary business has been greatly exaggerated. The ability of the belligerent countries to return to normal pursuits and take up their trades where they left off is also considered, as well as our own ability to meet whatever competition may come into being after peace is made. The preparations for peace already made in this country and the preparations that remain to be made are outlined, special emphasis being placed on the importance of the Federal Reserve Act and of the newly authorized Tariff Commission.

Regarding the work of his own bureau, Dr. Pratt says: "The Bureau of Foreign and Domestic Commerce has as its primary function the promotion of foreign trade. I desire very much indeed to see more attention given to domestic commerce, and I propose to urge congress this year to make such appropriations as will enable this bureau to do effective work in developing our domestic trade and rendering it more efficient and economical.

"During the past year it has been the constant aim and ambition of the 'Bureau of Foreign and Domestic Commerce to make its service more practical. We have tried to get away from the doctrinaire and the theoretical and have endeavored to make each project and each act definite, concrete, and of practical assistance to the business community."

The bulk of the report, which contains no less than 102 pages, is concerned with the work of the bureau during the fiscal year ended June 30, 1916, and with outlines of the work to be carried out during the fiscal year 1917. EDITOR.

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November Building Statistics of Large Proportions

A year ago activity in building throughout the country had increased through 1915 until the high figures were reached in November and it is with this abnormal situation last year that comparison is made in the November operations. Bradstreet's reports from 152 cities in November show a total value of permits issued of $70,678,968, as compared with $68,381,041 in November, 1915, an increase of 3.3 percent. The *American Contractor's* reports from only 109 cities gives the total value of building permits issued in November at $69,268,617, as compared with the total value for November, 1915, from the same cities of $68,465,791, an increase of about 1 percent over a year ago and this, considering the advance in prices of commodities and the rather disturbed condition of commercial affairs, is a remarkably good showing. Permits issued in November at Chicago showed a slight falling off, as was to be expected in the declining year. Had there been no heavy slump in New York, such as occurred, the showing throughout the country would have been most gratifyingly large. Building operations in New York in November were a million dollars less than Chicago, which, as usual, led the country.

According to Bradstreet's the best showing made in any locality of the country in November was in the western states, where twenty-one cities showed an increase in the value of permits of 34.6 percent. In the southwest fourteen cities showed an increase of 31.6 percent and in the south twenty-five cities showed an increase of 30.1 percent and in twenty-one far western cities there was an increase of 23 percent. The statement as compiled by the *American Contractor* from 109 cities follows:

Cities.	November, 1916 No. of Buildings.	November, 1916 Estimated cost.	November, 1915 No. of buildings.	November, 1915 Estimated cost.	Per Cent. Gain.	Per Cent. Loss.
Akron, Ohio	422	$ 1,164,465	341	$ 1,215,045	..	4
Altoona, Pa.	42	20,945	50	35,547	..	41
Atlanta, Ga.	200	347,167	214	284,647	22	..
Atlantic City, N. J.	145	274,690	109	528,565	..	48
Baltimore, Md.	672	936,480	233	690,478	36	..
Bayonne, N. J.	31	176,503	82	137,495	28	..
Berkeley, Cal.	103	113,743	93	173,075	..	34
Binghamton, N. Y.	264	172,222	132	139,160	24	..
Birmingham, Ala.	422	204,309	449	148,733	37	..
Boston, Mass., and vicinity	504	4,726,000	620	7,010,000	..	32
Bridgeport, Conn.	167	495,171	143	490,973	1	..
Brockton, Mass.	48	164,354	42	96,730	70	..
Buffalo, N. Y.	507	1,042,000	395	895,000	16	..
Canton, Ohio	119	255,175	51	138,250	84	..
Cedar Rapids, Ia.	37	163,000	48	119,000	37	..
Charlotte, N. C.	16	57,782	11	30,200	91	..
Chattanooga, Tenn.	200	47,088	175	53,532	..	12
Chicago, Ill.	760	10,056,100	1,166	10,861,600	..	7
Cincinnati, Ohio	1,139	771,195	1,269	790,965	..	2
Cleveland, Ohio	1,131	2,843,245	1,012	2,434,715	17	..
Colorado Springs, Col.	17	140,331	16	13,590	933	..
Columbus, Ohio	217	554,965	243	347,350	60	..
Dallas, Tex.	115	272,595	126	269,498	1	..
Davenport, Iowa	57	101,370	33	33,143	206	..
Denver, Col.	190	324,600	191	312,085	4	..
Des Moines, Iowa	73	201,810	61	125,070	61	..
Detroit, Mich.	1,475	5,707,235	822	3,482,680	64	..
Dubuque, Iowa	11	22,210	9	18,600	19	..
Duluth, Minn.	120	138,755	144	204,446	..	8
East Orange, N. J.	57	144,815	52	89,018	63	..
East St. Louis, Ill.	25	71,345	37	206,010	..	65
Elisabeth, N. J.	47	216,139	41	166,609	30	..
Erie, Pa.	113	259,011	80	139,465	86	..
Evansville, Ind.	75	89,786	146	277,383	..	68
Fort Wayne, Ind.	60	207,425	50	163,525	27	..
Grand Rapids, Mich.	117	182,702	149	335,325	..	45
Harrisburg, Pa.	34	132,885	26	84,375	57	..
Hartford, Conn.	141	509,562	141	707,709	..	28
Haverhill, Mass.	24	91,050	27	78,300	16	..
Hoboken, N. J.	15	24,185	12	90,580	..	73
Holyoke, Mass.	15	52,025	19	108,550	..	52
Huntington, W. Va.	48	124,155	68	108,815	14	..
Indianapolis, Ind.	429	721,076	455	438,823	64	..
Jacksonville, Fla.	57	75,180	69	106,225	..	29
Kansas City, Kan.	40	77,880	61	86,802	..	10
Kansas City, Mo.	296	916,250	266	724,115	26	..
Lawrence, Mass.	31	95,815	37	190,015	..	49
Lincoln, Neb.	33	102,265	46	186,705	..	45
Los Angeles, Cal.	621	1,494,518	688	1,000,238	50	..
Louisville, Ky.	141	364,710	106	227,720	60	..
Manchester, N. H.	79	110,391	91	111,898	..	1
Memphis, Tenn.	272	271,400	194	191,485	42	..
Milwaukee, Wis.	268	1,703,180	387	637,936	167	..
Minneapolis, Minn.	466	944,890	500	1,539,225	..	39
Montgomery, Ala.	113	31,385	64	11,695	168	..
Nashville, Tenn.	436	143,917	358	108,665	32	..
Newark, N. J.	240	1,280,322	234	641,385	100	..
New Bedford, Mass.	62	315,150	71	165,119	91	..
New Britain, Conn.	54	147,400	80	193,550	..	24
New Haven, Conn.	148	461,655	143	966,080	..	52
New Orleans, La.	76	234,072	90	156,551	49	..
New York City, N. Y.—						
Borough of Manhattan	264	2,270,896	295	4,601,215	..	51
Borough of Bronx	280	1,028,900	357	3,355,038	..	69
Borough of Brooklyn	427	3,210,270	481	4,167,235	..	23
Borough of Queens	...	2,176,425	...	1,675,200	30	..
Borough of Richmand	81	263,788	81	242,522	9	..
Total	1,052	8,950,279	1,214	14,041,210	..	36
Norfolk, Va.	53	139,210	48	138,926	..	..
Oakland, Cal.	297	281,868	275	455,460	..	38
Oklahoma City, Okla.	74	207,006	55	99,765	107	..
Omaha, Neb.	92	726,105	153	656,075	11	..
Pasadena, Cal.	150	116,657	144	131,660	..	11
Passaic, N. J.	20	48,075	33	99,975	..	52
Paterson, N. J.	33	90,335	74	149,585	..	40
Peoria, Ill.	40	131,390	38	197,575	..	33
Philadelphia, Pa.	1,181	4,451,925	1,084	2,308,665	93	..
Pittsburgh, Pa.	328	916,806	303	663,312	38	..
Pueblo, Col.	9	17,260	12	10,973	57	..
Quincy, Mass.	57	78,490	76	146,594	..	46
Reading, Pa.	48	85,700	23	21,025	308	..
Richmond, Va.	143	477,158	117	275,251	73	..
Rochester, N. Y.	261	595,593	306	817,254	..	27
Sacramento, Cal.	107	142,771	99	90,588	58	..
Saginaw, Mich.	18	22,400	24	33,119	..	32
Salt Lake City, Utah	61	166,400	101	156,705	6	..
San Diego, Cal.	109	114,992	154	99,352	16	..
Savannah, Ga.	37	29,215	39	80,515	..	64
Schenectady, N. Y.	98	109,571	44	60,425	81	..
Scranton, Pa.	52	199,934	55	240,164	..	17
Seattle, Wash.	627	481,325	560	798,810	..	40
Sioux City, Iowa	45	109,100	39	194,297	..	44
South Bend, Ind.	82	70,929	34	77,300	..	8
Springfield, Ill.	50	83,615	46	160,745	..	48
Springfield, Mass.	128	985,776	145	650,050	52	..
St. Joseph, Mo.	39	12,465	63	64,819	..	81
St. Louis, Mo.	514	1,244,904	625	782,943	59	..
St. Paul, Minn.	179	864,933	179	619,701	39	..
Stockton, Cal.	63	75,902	43	34,185	122	..
Superior, Wis.	42	64,595	50	46,975	37	..
Tacoma, Wash.	75	284,687	84	75,465	277	..
Tampa, Fla.	82	97,101	135	100,335	..	3
Terre Haute, Ind.	22	13,635	47	141,218	..	90
Toledo, Ohio	229	543,270	230	535,755	1	..
Topeka, Kan.	25	28,990	47	69,650	..	58
Trenton, N. J.	58	102,293	67	157,595	..	35
Troy, N. Y.	36	50,545	25	70,735	..	28
Utica, N. Y.	33	196,300	50	151,035	30	..
Washington, D. C.	345	1,531,864	425	594,925	157	..
Wichita, Kan.	24	83,400	12	23,925	248	..
Wilkes-Barre, Pa.	81	100,076	62	48,535	106	..
Wilmington, Del.	83	171,631	63	120,020	43	..
Woonsocket, R. I.	20	42,350	38	94,020	..	55
Worcester, Mass.	146	532,120	143	354,839	50	..
Youngstown, Ohio	99	269,635	79	203,790	32	..
Total	21,334	$69,278,617	20,870	$68,465,791	1	..

DECEMBER BUYING OF EQUIPMENT.

Because the buying of freight cars and other railroad equipment has fallen off to some extent this month it should not be taken as a discouraging feature, for the fact is that there is no particular incentive on the part of a railroad to buy freight cars just now, because of the difficulty of securing steel. Much of the contracting for steel that is now being done will not be delivered before 1918. All of the car building plants are booked to full capacity for from six to eight months, working on orders given mostly during the last three months. Orders were given for 13,000 cars in September, 25,000 in October, 56,000 in November, and it is estimated 15,000 in December. Railroad men say that orders for about 25,000 cars are pending.

Among the recent orders placed were 1,000 wooden box cars for the Minneapolis & St. Louis railroad, given to the American Car & Foundry Co.; 100 gondolas for the Pittsburgh & Shawmut railroad, also to the American Car & Foundry Co.; 2,500 refrigerator cars for the Union Pacific railroad and numerous smaller orders. Among the orders that will be given but were not placed at latest advice, were 500 furniture cars for the Illinois Central; 1,000 box cars and 500 automobile cars for the Northern Pacific; 500 gondolas for the Minneapolis & St. Louis; 500 stock cars for the Great Northern; 200 coal cars for the Nashville, Chattanooga & St. Louis; 1,000 gondola cars for the New York Central Lines; from 100 to 500 wooden box cars and from 50 to 100 tank cars for the St. Louis, Brownsville & Mexico railroad; 2,000 gondola cars and 1,000 hopper cars for the Norfolk & Western; 50 flat cars for the Escanaba & Lake Superior; 1,000 general service cars for the Los Angeles & Salt Lake railroad and 750 gondolas and 500 hopper cars for the Nickel Plate.

A peculiar feature has developed in connection with the cost of cars, due mostly, it may be said, to the increased price of steel and not to the slightly higher cost of lumber. In 1915 the Rock Island road bought 4,000 box cars at $855.60 a car. Last week the same road got bids on 2,000 cars of the same type, which it expected to contract for at about $1,600 a car, or $3,200,000 for the lot. The bid was about $3,700,000, or $1,850 a car, and as the appropriation was exceeded by $500,000, the order was not given.

CUT OVER YELLOW PINE LANDS.

The Southern Pine Association is engaged in a campaign for the sale and development of the cut over pine lands of the south, many thousands of acres of which are owned by the subscribers to the association. It is intended to co-operate with the New Orleans Chamber of Commerce and the Southern Settlement & Development Organization of Baltimore. It is felt that the development of the cut over timber lands of the south would not only add enormously to the agricultural products of the country, but would contribute toward the lowering of the cost of living, especially after the conclusion of the European war. It is believed that a comprehensive campaign of promotion would have the effect of educating home-seekers as to the possibilities of the south and bring a flood of farm migration in that direction. Among the prominent yellow pine representatives who are members of the committee are L. D. Gilbert, of Texarkana, Tex.; J. S. Foley, of Kentwood, La.; F. W. Reimers, of Hammond, La.; J. M. Thompson, of New Orleans; Walter Parker, of New Orleans; R. S. Kellogg, secretary of the National Lumber Manufacturers' Association; J. E. Rhodes, secretary-manager of the Southern Pine Association; A. G. T. Moore, assistant secretary, New Orleans, and W. J. Ferry, advertising manager.

CEDAR BOAT STOCK ADVANCES.

New York, Dec. 18.—A general advance of $5 in the price of cedar boat lumber has been announced by the manufacturers of that class of stock, who report an unusually heavy demand for that and other boat lumber. Activity in those lines using this stock has gone far beyond expectations, and there is every promise that it will continue at the maximum. The extra demand and higher operating costs account for the advance, and manufacturers urge buyers to get in their supplies for the winter on the new base.

A FINE CHRISTMAS GIFT.

Employes of the Cummer-Diggins Co., Cadillac, Mich., were made happy this week by a Christmas gift of $50 to each employe who had been in the service of the company for six months or longer. The company has many hundreds of employes here and in the woods and the gift amounts to a considerable total.

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STANDARD WOOD BLOCK PAVING SPECIFICATIONS.

The most difficult problem in the wood block paving industry has been solved with the compilation and probable adoption by six national technical associations of a uniform set of specifications for the laying of such payment, including specifications as to timber, preservative, treatment and methods of construction of the blocks.

One of the important steps was the adoption of standards for two preservative oils. Previously there have been various special specifications drawn, often in behalf of individual manufacturers and forced into the specifications for blocks, but under standard specifications two types of oil are scheduled, a coal tar and creosote oil and a coal tar distillate oil.

These standard specifications were prepared by a group of committees representing the best available authorities in the six national associations. These committees drew up uniform specifications, for which all of the separate societies had been working individually, and at the coming meetings of the associations involved, the standard specifications will be unquestionably adopted, with slight changes. The committees which framed the specifications were composed of the best authorities on the subject, and the adoption of a uniform standard will mean a great gain to the wood block paving industry.

ORGANIZATION OF TURPENTINE AND ROSIN PRODUCERS.

New Orleans, La., Dec. 20.—(SPECIAL TELEGRAM)—A meeting of the Turpentine and Rosin Producers Association was held at the St. Charles Hotel here today for the purpose of arranging the final details for organization. The purpose of the new association will be the broad development of the naval stores industry. Its various fields of operation will be divided first into service bureaus these bureaus being organized along lines similar to those of the Southern Pine Association.

The attendance of the meeting was not large, but those who were there represented fully 75 percent of the turpentine production of the three states of Louisiana, Mississippi and Texas. H. H. Gordon, of Lake Charles, La., presided at the meeting.

The committee appointed to make arrangements for the drawing up of the charter of incorporation is as follows: J. F. Taylor, chairman; L. N. Dantzler, L. H. Guerre and D. J. Gay. This committee will probably convene at New Orleans during the first week in January.

That the new organization will be a success is demonstrated by the fact that already operators representing over 50 percent of the production of turpentine in the three states named have pledged themselves to subscribe to the purposes of the organization.

Those present at the meeting were: H. H. Gordon, Lake Charles, La., acting chairman; L. N. Dantzler, Biloxi, Miss.; D. J. Gay, Biloxi, Miss.; J. F. Taylor, New Orleans; W. A. Hood, Pinebur, Miss.; E. M. Pringle, Glenmora, La.; W. G. Phillips, Provencal, La.; H. B. Corbett, Fullerton, La.; J. Foley, Kentwood, La.; H. H. Cust, Arbo, Miss.; R. M. Newton, J. B. Newton, Poplarville, Miss.; R. Dunwoody, New Orleans; D. D. Peabody, New Orleans; A. B. Marston, New Orleans; W. H. Favourite, New Orleans; L. H. Guerre, Bogalusa, La.; S. F. Speh, Washington, D. C., acting secretary.

RECEIVERSHIP REFUSED BY COURT.

Philadelphia, Pa., Dec. 21.—William Whitmer & Sons, Inc., of this city, make the following statement regarding recent litigation in which the concern has been engaged:

In the suit of Robert F. Whitmer vs. William Whitmer & Sons, Inc., being an application for a receiver on the ground of insolvency, the chancellor of the state of Delaware made an order on the 16th inst., discharging the rule to show cause why a receiver *pendente lite* should not be appointed. The rule was heard by the chancellor on affidavits filed on behalf of both parties. Seven persons filed affidavits supporting the contention of insolvency; one of the seven was the complainant himself and the other six were persons who had formerly been connected with the company. On the other hand fifty-eight affidavits were filed on behalf of the defendant company, showing an excess of assets over liabilities amounting to upwards of $4,000,000. Most of these affidavits were by persons wholly without interest in the litigation and who were thoroughly familiar with the facts about which they testified.

OBITUARY

DEATH OF WILLIAM LEROY ROACH.

The death of William Leroy Roach, president of the Roach & Musser Co., of Muscatine, Iowa, operating an extensive sash and door factory and largely interested in lumber and timber enterprises over the country, occurred at the Blackstone Hotel in Chicago, where Mr. Roach had been stopping for some time, on Monday, December 18, from pneumonia. Mr. Roach arrived in Chicago on Monday, December 1, and had suffered from a slight cold before leaving his home in Muscatine. His cold did not respond readily to treatment after his arrival here and on Thursday pneumonia developed. Members of his family were sent for and all but one son, Edward, First Lieutenant of Battery C

THE LATE W. L. ROACH.

of the First Iowa Field Artillery, stationed on the Mexican border, were present at his bedside when he passed away.

Mr. Roach was born in Muscatine, where he spent the greater part of his life, on October 10, 1862. At the age of 18 years, upon finishing his studies at the Muscatine public schools, he secured a position in a boot and shoe store, where he remained two years. He then went with the Muscatine Coal Co. at What Cheer, Iowa, and in 1883 removed to Kansas City, where he accepted a position with th Huttig Sash & Door Co. In 1885 he started in business for himself in manufacturing sash and doors at Kansas City, as the Roach & Wilker Manufacturing Co., which later was succeeded by the Western Sash & Door Co. At that time he also had interests in the Huttig Sash & Door Co., St. Louis, and was its vice-president, but disposed of his interests and in June, 1888, organized the Roach & Riner Manufacturing Co. of Kansas City. He returned to Muscatine in 1889, where he assumed the management of the Muscatine Sash & Door Co. The business of this concern developed largely under Mr. Roach's direction and in 1903 the name was changed to the Roach & Musser Sash & Door Co., and then to the Roach & Musser Co.

In 1901 Mr. Roach began to branch out into other fields and with several associates formed the Coast Cypress Railway Co., a corporation organized for the purpose of taking over and developing timber lands in Florida. He was also prominent in the organization and conduct of the Standard Lumber Co. of Live Oak, Fla., the German-American Timber Co., the Chipola Lumber Co., the Live Oak, Perry & Gulf Railway Co., and the Carpenter-O'Brien Co., the latter of Jacksonville. He engaged in a good many enterprises, also in the Spokane and Pacific coast territories, being president of the Roach Timber Co. and of the Cameron Lumber Co., and also of the William Musser Lumber & Manufacturing Co.

The deceased was one of the leading citizens of his native city, serving in various capacities in a civic way and taking a deep interest in everything looking toward the promotion of Muscatine's material welfare. Lately he had spent considerable time in Chicago because of his widely extended interests and while here made his headquarters at the Blackstone. His death is a distinct loss to Muscatine, as he had expressed to intimate friends his intention of devoting himself more closely in the future to the advancement of the inlustrial life of his town.

Mr. Roach was twice married, his first wife passing away in 1909. Two years ago he was united in marriage with Mrs. Anna Kempton, who survives him, together with three children of his first wife, John Roach, of Muscatine; Lieutenant Edward Roach and Robert Roach, who has lately been associated with his father's interests at Live Oak, Fla. The deceased is also survived by his venerable mother, Mrs. Sarah Roach, of Muscatine, and by his four sisters, Mrs. Eliazbeth Schafnit, of Muscatine; Mrs. R. E. King, of Kansas City, and Misses Lillian and Grace Roach, of Muscatine.

C. E. GILL.

While in Chicago last week Monday, Charles Gill, of the Gill-Andrews Lumber Co., Wausau, Wis., telephoned to the LUMBER WORLD REVIEW the sad news of the death at Wausau of his father, C. E Gill, who passed away suddenly at 8:30 o'clock Sunday evening. The deceased lumberman had been engaged in the hardwood trade of northern Wisconsin for many years, but in the last few years had been practically retired. He came to Wausau from Minneapolis and started in the wholesale lumber business there in 1896. For several years he was the representative of the Chicago firm of Upham & Agler among the northern mills, a position in which he was succeeded by his son, Charles, who recently formed the Gill-Andrews Lumber Co. Mr. Gill was sixty-four years of age. He is survived by his widow and daughter, Miss Irma Gill, and the two sons, Charles and B. S. Gill, of Philadelphia.

HOO-HOO MEETING AT SAN FRANCISCO.

San Francisco, Cal., Dec. 15.—Guy A. Buell, the new Vicegerent Snark of Hoo-Hoo for the central district of California, held one of the most interesting and enjoyable concatenations that has ever been held in the Golden State, at the San Francisco Commercial Club, on December 9. There was an assemblage of sixty-one members of the fraternity who were present at the dinner at 6:30 o'clock. During and after the dinner entertainment was provided by a professional orchestra, consisting of piano, banjo and saxophone. Other talent provided during the evening was enlisted by Vicegerent Snark Buell from the ranks of Hoo-Hoo, there being vocal solos by Vere Hunter, of Oakland, and C. S. Brace, of Calistoga, which were rendered with exceeding credit. Mr. Hunter's partner, Hugh W. Hogan, played the flute admirably. Rodman Hendrickson and his brother, Milton, did an original German dialect stunt, which was exceedingly laughable and fully as good as many professionals could do. Among those who were called upon for remarks at the banquet were F. W. Trower, ex-Snark of the Universe; George M. Cornwall, of Portland; C. G. Bird, of Stockton; R. A. Hiscox, ex-Supreme Bojum; R. A. McArthur, Supreme Gurdon; M. H. Lauden, Little River Redwood Co.; S. E. Slade, S. E. Slade Lumber Co., and C. J. Reynolds, of the California Sugar & White Pine Co. The concatenation followed the banquet and was conducted by the following officers:

G. A. Buell, Snark; J. R. Neylan, Senior Hoo-Hoo; A. B. Wastell, Junior Hoo-Hoo; R. A. Hiscox, Bojum; R. P. Buell, Scrivenoter; Jere Casey, Jabberwock; Chas. Rose, Custocatian; James Smilie, Arcanoper; Thos. Parks, Gurdon.

The kittens initiated were:

Robert Henry Lee, Buehner Lumber Co., San Francisco.

C. E. Reinhardt, Reinhardt Lumber & Mill Co., San Francisco.

J. E. Higgins, jr., J. E. Higgins Lumber Co., San Francisco.

R. S. Slade, S. E. Slade Lumber Co., San Francisco.

J. E. Stott, Eby Machinery Co., San Francisco.

J. (Drum) Fifer, Navarro Lumber Co., San Francisco.

F. E. Bailey, E. K. Wood Lumber Co., Oakland.

Telegrams of greeting were read from Julius Seidel, of St. Louis, Mo., Snark of the Universe, and from E. D. Tennant, of St. Louis, secretary-treasurer.

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Personal News Notes

C. C. Hubbard, of George D. Griffith & Co., this city, has recently been on a buying trip at mills in the southeast. He reports a general car shortage throughout that territory.

Joseph A. Gabel, manager of the Pacific Mutual Door Co., Tacoma, Wash., spent a few days in Chicago last week after a month's trip at eastern points. He was intending to leave for the west coast on Sunday evening.

Walter P. Cooke, president of the Great Southern Lumber Co., of Bogalusa, La., and also president of the New Orleans Great Northern Railroad Co., has announced the appointment of an industrial commissioner of the railroad in the person of Walter Scott Ayers, who will have headquarters in Chicago at 864 McCormick building.

Peter T. Langan, of Cairo, Ill., president of the Illinois Lumber & Builders' Supply Dealers' Association, was in Chicago last week in attendance upon the meeting of the association directory, which was held here at the headquarters in the Manhattan building. Mr. Langan was accompanied by his estimable wife and the LUMBER WORLD REVIEW is indebted to them for a cordial visit.

A. Fletcher Marsh, chairman of the traffic committee of the Lumbermen's Association of Chicago, and Percival S. Fletcher, of the D. S. Pate Lumber Co., this city, an active member of the committee, were in Washington, D. C., last week in attendance on the hearing before the Interstate Commerce Commission relative to the transit car privilege, which the association they represent recently petitioned the Interstate Commerce Commission to retain.

O. O. Axley, sales manager of the Southern Lumber Co., Warren, Ark., was in Chicago last week Tuesday on a brief business visit and called at the LUMBER WORLD REVIEW office. Mr. Axley had been in the north for some days looking over conditions from a yellow pine standpoint. Relative to the car supply Mr. Axley said that his company is receiving large shipments of machinery and other equipment for its new mill just now and loads out the empties with lumber, which greatly relieves what would be otherwise a strenuous situation.

Grant Stephenson, of Milwaukee, son of Hon. Isaac Stephenson, of Marinette, Wis., and who has long been known to have a leaning toward naval service, has joined the United States Naval Reserve and will hold the rank of lieutenant, senior grade. Mr. Stephenson has been engaged for many years in the lumber and timber business and for some time was in charge of the chemical plant at Wells, Mich., which was one of the properties controlled by his father and associates. It is stated that he will begin active duty January 1 on one of the government battleships.

Alex Lendrum, a former Chicago hardwood lumberman of prominence, but who has for many years been associated with the Penrod Walnut Corporation and allied interests at Kansas City, Mo., and in Arkansas, was in Chicago last week on a brief visit. Mr. Lendrum has disposed of some of his interests in lumber and is now devoting himself to rice growing. He is now a resident of Helena, Ark., and is president of the Little Prairie Rice Co. of Moro, Ark., which is a largely capitalized corporation and operates a big rice plantation. Mr. Lendrum was heartily greeted by a number of his old lumbermen friends while visiting in Chicago.

THOMAS E. POWE ELECTED PRESIDENT.

St. Louis, Mo., Dec. 21.—The new board of directors of the Lumbermen's Exchange of St. Louis, at a meeting held Tuesday afternoon, December 19, elected Thomas E. Powe, president of the Thomas E. Powe Lumber Co., as president for the ensuing year. Others elected were, Julius Seidel, Julius Seidel Lumber Company, vice president; R. E. McKee, of the Long-Bell Lumber Co., treasurer, and O. A. Pier, the present incumbent, secretary.

The new board of directors follows: Thomas E. Powe, Julius Seidel, A. J. Gorg, and R. E. McKee.

The reports of the secretary showed that there was an awakening of interest on the part of the lumber industry in the exchange. There are at the present time five divisions of the exchange.

An entertainment is being planned for some time during the month of January, when prominent speakers will address the members of the exchange. The new board of directors will hold a meeting during the next few days, at which the personnel of the various committees will be announced.

A MICHIGAN-NEW YORK ENTERPRISE.

That there should be as much, if not more, standing hardwood timber available for manufacturing in the states of New York, Pennsylvania, Maine and Virginia than there is in the northern Michigan and Wisconsin district would be considered an exaggerated statement by most lumbermen, yet that is the expression of belief made by H. S. Hull, president of the Oval Wood Dish Co., of Traverse City, Mich., and a lumberman of wide and substantial repute. Mr. Hull's company has manufactured hardwood lumber on a large scale for twenty-five years from timber in the Grand Traverse district, but this winter is cutting its last logs and by May 1. 1917, will close down its extensive mill at Traverse City, which will be dismantled and a large part of the machinery removed to Tupper Lake, Franklin county, New York, where it will be utilized in the equipment of a mammoth plant now in course of construction by the Oval Wood Dish Co. Had the company been able to secure adequate supplies of timber in the northern Michigan district, it would, no doubt, have continued in its prestige as the largest manufacturing enterprise and only lumber concern in Traverse City, but the timber remaining in that district is all in the hands of operating companies and the Oval Wood Dish Co. interests were compelled to look elsewhere for the kinds of timber, birch, maple and beech, that are best adapted to their purposes. They found it in Franklin county, New York, where they purchased from various parties 50,000 acres and will

W. CAREY HULL, OF TRAVERSE CITY, MICH.

be able to round up as much more in the same locality when it is needed. However, the tract already bought will afford the company ample resources for nearly a quarter of a century, even at the cutting rate of a modern, fully equipped plant such as is building.

The new sawmill at Tupper Lake will be of Allis-Chalmers construction and will comprise two bands, gang and resaw, and if it were to saw lumber exclusively it would have a daily capacity of from 100,000 to 125,000 feet of hardwoods in ten hours. The entire plant will be of reinforced concrete, combined with heavy mill type of construction. The mill will be two stories high, the main building being 306 by 67 feet, with a wing 67 by 106 feet, in ground dimension.

The second floor of the wing is of 2x6's laid edge up and on top of this is hardwood flooring, while the "wet" portion and all first floors are of concrete. The roof will be 2-inch boards, dressed and matched over which is laid fire proof roofing material. The power will be supplied by three batteries of two each water tube boilers with a total rating of 2,400 H. P. and two Allis direct connected turbo-generators, one of 1,000 K. W., and one of 750 K. W., the power house being 103 by 94 concrete and with fire proof roof with a Custodis stack 225 feet high, 12 feet 6 inches diameter at the top and a fuel storage house of capacity for seventy-two hours' shut down. This power plant will also supply 800 H. P. steam to the Tupper Lake Chemical Co., whose 80 cord alcohol plant is adjacent and will also light the village of Tupper Lake, about 4,000 population. The other buildings of this vast plant will be of similar construction to that of the sawmill. They comprise a clothes pin factory, two stories, 219 by 54; a box factory, 72 by 308; a recreation hall and lunch room, 81 by 100; a wire end dish factory. 219 by 116; a veneer and pie plate factory, 87 by 219; an oval dish room, 81 by 83; steam vats, 64 by 140. These buildings are all one story with fenestra sash and 30 foot courts and all lead into a covered 24 foot wide trucking space, 517 feet long leading to the warehouse, 500 feet distant, a building 243 by 400, one story, of mill type construction with outside walls of concrete plastered on "Hy Rib." Fast electric trucks, with trailers, will be used to transport the 200,000 pounds of daily manufactured products. There are also machine shop, blacksmith shop and carpenter shop, all of generous proportions. The total floor area of the plant is 300,000 square feet. Most of the buildings are already under roof, but because of the delay in securing steel trusses and other material the plant can hardly be ready to operate before August 1, 1917. John L. Graham, engineer, of Reynoldsville, Pa., who designed the plant and is in charge of its construction, is well known to lumber manufacturers, both north and south, as a designer and builder of sawmills and flooring plants and as a specialist on sawmill machinery.

The officers of the Oval Wood Dish Co. are: H. S. Hull, president; W. Carey Hull, vice president and general manager; J. M. Longnecker, secretary and treasurer; F. M. Longnecker, manager of sales, and Riley Seers, traveling sales agent. The new plant will be in charge of W. Carey Hull, who is widely known as the president of the Michigan Hardwood Manufacturers' Association. His removal to Tupper Lake, necessitated by this new enterprise, will be a distinct loss to Traverse City, where he is one of its most enterprising and greatly esteemed citizens, and to the Michigan hardwood fraternity, among whom he has been a conspicuous worker for years. His father, H. S. Hull, will remain in Traverse City and will close up the affairs of the company in that region during the coming year.

Thus ends the career of Traverse City as a lumber manufacturing point, the Oval Wood Dish Co. being the last one of the many concerns which have operated there since the Hannah-Lay interests began to manufacture lumber there in 1851.

NATIONAL HARDWOOD AFFAIRS.

The official bulletin of the National Hardwood Lumber Association for December makes the announcement that the regular semi-annual meeting of the board of managers has been called by President John M. Woods to meet at the association headquarters in Chicago on Friday, January 12.

It is also announced in the bulletin that about fifty members of the National Hardwood Lumber Association interested in the manufacture and sale of cypress lumber met at the Hotel Gayoso, Memphis, Tenn., on Friday, December 15, for the purpose of discussing cypress inspection rules. The conference resulted in passing resolutions recommending that the inspection rules committee of the association prepare an independent set of rules for the inspection of cypress, these rules to be adopted and copyrighted by the association and be applied by the inspection department instead of the rules of the Southern Cypress Manufacturers' Association, now in use by the National.

The bulletin also states that the volume of original inspections of hardwood lumber made by the inspection department in November was 18,123,862 feet, which is the largest amount inspected in any one month since October, 1912.

James L. Stewart has resigned as deputy national inspector at Buffalo, N. Y., and will be succeeded December 26 by Clyde Fravel, of 965 Elk Street, Buffalo.

The following applications for membership have been received since the last issue of the bulletin:

Davidson, Hicks & Greene Co., Nashville, Tenn.
I. B. Levy, New York, N. Y.
C. S. Powell Lumber Co., Inc., New York, N Y.
John Morrow Lumber Co., Harriman, Tenn.
Caddo Hardwood Lumber Co., Shreveport, La.
J. O. & O. Von Zellen Lumber Co., Skanee, Mich.
E. W. McClave & Son, Inc., New York, N. Y.
Hardwood Manufacturing Co., Ellisville, Miss.
Anson G. Betts & Co., Asheville, N. C.
Arkadelphia Milling Co., Arkadelphia, Ark.

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The Latest News from Washington

Lumber World Review, Washington Bureau, 208 District National Bank Building

L. M. LAMM, Staff Correspondent

MEASURES TO RELIEVE CAR SHORTAGE.

Washington, D. C., Dec. 18.—The American Railway Association through a special committee located here is going to try drastic measures to compel the railroads of the country to help out in the car shortage situation, according to an announcement just issued. The Commission on Car Service, the committee above referred to, has the following to say in its announcement:

"Railroads that refuse to co-operate with the American Railway Association in the efforts its Commission on Car Service is making to relieve the car shortage existing in some parts of the country are to be brought before the bar of public opinion.

"This, in effect, is what Fairfax Harrison, president of the Southern Railway and chairman of the Commission on Car Service, has advised Commissioner McChord of the Interstate Commerce Commission. He said that the American Railway Association proposed to use publicity when necessary to force some carriers to obey the instructions, issued by the Commission on Car Service to increase car efficiency, and framed primarily in the interest of the public as a whole.

"All members of the American Railway Association will receive the following notice sent out today by the Commission on Car Service:

" 'The Commission on Car Service is earnestly endeavoring to accomplish the purpose for which it is sitting in Washington in consultation with the Interstate Commerce Commission, which involves the redistribution of the equipment on a basis more nearly in accordance with ownership.

" 'It counts confidently upon the earnest co-operation of all officers of each individual railroad.

" 'The commission is gratified by the extent to which this co-operation is manifested on the part of the majority of railroads, but regrets that a number have not yet accorded it to the same extent. In justice to those who are co-operating, and in order to perform its duties equitably the Commission on Car Service proposes hereafter to make public the names of the roads which do not comply with its requests for information and for action in the matters committed to the Commission on Car Service by the members of the American Railway Association.'

"Some railroads have been delinquent in sending to the Commission on Car Service reports requested, while others have failed to follow instructions issued to all railroads in an effort to correct the car shortage.

"Instructions issued so far by the Commission on Car Service of the American Railway Association, in the main call for the return of open top cars to the railroads owning them; for a concerted effort to send box cars to those territories where there is an acute shortage, for the return of refrigerator cars to their owning lines, and for the use of drastic restrictions—commonly called embargoes—to prevent sending to the eastern seaboard, New England, Gulf ports, Detroit, and to other congested points, freight which cannot be disposed of immediately upon its arrival at destination."

THE NEWLAND'S COMMITTEE ASKS EXTENSION OF TIME.

Washington, D. C., Dec. 20.—It is understood that the Senate Committee on Interstate Commerce will soon hold hearings on the Webb bill. However, it is not believed, from what has been learned from the chairman of the committee, Senator Newlands, that this bill will be pushed until the railroad situation has been straightened out.

The Joint Congressional Railroad Investigating Committee, of which Mr. Newlands is also chairman, has asked congress to extend the time for completing its work from January 1, 1917 to January 1, 1918. The enormous volume of work before it makes it impossible to complete the inquiry before another year, the commission says.

An increase [illegible]priation from $24,000 to $40,000 has [illegible]. Senator Newlands has issued [illegible]laring that congress should sit in extra session if it does not otherwise have time to complete the president's railroad legislation program. He also called the term "compulsory arbitration bill" a misnomer.

"No measure for compulsory arbitration is proposed," he said. "The legislation desired is an amendment to the mediation and conciliation act, providing that when mediation and conciliation have failed there shall be an investigation of the facts by a government commission, appointed by the president, instructed to report within ninety days, accompanied by a stay of the power of strike or lockout during the period of investigation and for thirty days thereafter."

INTERESTING PROGRAM PREPARED FOR FORESTRY ANNUAL.

Washington, D. C., Dec. 18.—Following a conference with Charles Lathrop Pack, president of the American Forestry Association, P. S. Ridsdale, secretary, announced the list of those on the program for the international forestry conference to be held here on January 18 and 19.

On the program are: E. A. Sterling, of Chicago; Henry S. Graves, Chief Forester; Stephen Mather, superintendent of the National Parks; Capt. J. B. White, of Kansas City; E. W. Nelson, chief of the U. S. Department of Biology; W. P. Wharton, of Boston; E. T. Allen, of Portland, Ore.; Clyde Leavitt, Canadian Department of Forestry; S. B. Detwiler, of the U. S. Department of Agriculture; C. R. Pettis, superintendent of state forests of New York, and others.

Washington, D. C., Dec. 21.—(Special telegram.) The American Consul General at London in a warning to lumbermen in a cablegram received today by the State Department says that only boards for the manufacture of packing cases will be admitted into Great Britain. The import prohibition applies to wood manufactures in general including lumber cut to the same size but not intended for the manufacture of cases. British importers must prove that boards are intended for cases or the same will not be admitted. The cablegram intimates that American lumbermen are shipping timber into Great Britain under false pretenses.

Lamm.

ORAL EXAMINATION OF TRADE COMMISSIONERS SET FOR JANUARY 19.

Washington, D. C., Dec. 18.—It is understood that the oral examination for the Lumber Trade Commissioners to Europe will be held in this city on January 19. The examinations will follow the meeting of the committees of the lumber associations affiliated with the National Lumber Manufacturers' Association in Chicago. It is expected here that a number of the lumbermen attending the Chicago meeting will come to Washington to take part in the oral examination.

INTERSTATE COMMERCE COMMISSION DECISIONS.

Following are some of the interesting lumber decisions handed down recently by the commission:

In case No. 8275, of the Western Carolina Lumber & Timber Association et al., against the Southern Railway et al., the commission says:

"Charges collected on certain shipments of lumber in carloads from points in North Carolina and South Carolina to points in New York, New Jersey and Pennsylvania found to have been unlawful. Reparation awarded."

In the case of the Farmers Lumber Co., of Omaha, Neb., No. 8368, against the Chicago, Rock Island & Pacific et al., the commissioners say, in part:

"Minimum weight of 38,000 pounds applicable on straight and mixed carloads from Omaha, Neb., to points in Kansas on defendants' line found reasonable."

In case No. 8194, of the Wisconsin & Arkansas Lumber Company et al., of Malvern, Ark., against the St. Louis, Iron Mountain & Southern et al., the commissioners say:

"1. Rates on yellow pine lumber from Little Rock and Malvern, Ark., to Thebes and East St. Louis, Ill., St. Louis and Kansas City, Mo., and Wichita, Kans., not found unreasonable.

"2. Rates on yellow pine lumber from Malvern to Memphis, Tenn., and from Malvern and Little Rock to Springfield, Carthage and Joplin, Mo., Pittsburgh, Coffeyville, and Fort Scott, Kans., and Wagoner, Okla., found unreasonable. Reasonable maximum rates prescribed."

In the commission's investigation into the lumber rates from Helena, Ark., and other points to Omaha, Neb., Des Moines, Iowa, and other destinations, they say:

"Tariffs proposing increased rates on yellow pine, cypress, and hardwood lumber from southwestern points and points in Mississippi and eastern Louisiana to the Omaha group and other destinations were canceled in compliance with order issued in connection with our first report in this case, 33 I. C. C., 297. Upon rehearing, in connection with various fourth section applications, the rates formerly filed are found to be justified. Fourth section relief granted lines having circuitous routes. Other fourth section relief denied."

INTERSTATE COMMERCE COMMISSION APPLICATIONS.

The commissioners have authorized the Chicago Great Western to maintain a rate on sash, doors, and blinds, carloads, from Dubuque, Iowa, to St. Louis, Mo., via the line of that road, Des Moines, Iowa, and the Wabash Railway, the same as the rate contemporaneously in effect on like traffic from and to the same points via the more direct line of the Chicago, Burlington & Quincy, and to maintain higher rates from, to or between intermediate points for distances in excess of 388 miles, provided that the rates from, to or between said intermediate points do not exceed 18.5 cents per 100 pounds.

The commissioners have also authorized the petitioners to maintain a rate on lumber from Chicago and points taking the same rates to Sioux Falls and Level Siding, S. D., the same as the rate contemporaneously in effect via the Illinois Central and to maintain higher rates to intermediate points, provided that the present rates to said intermediate points are not exceeded.

INTERSTATE COMMERCE COMMISSION SUSPENSION ORDERS.

The commissioners have suspended until April 9 the operation of tariffs of the Missouri Pacific, and the St. Louis, Iron Mountain & Southern.

The suspended tariffs name proposed increased commodity rates on hardwood lumber, in carloads, from various points of origin in Louisiana and Arkansas to Rochester, N. Y., and points basing thereon.

The proposed rates are ½ and 1 cent per 100 pounds higher than those now in effect. The present rate from Hope, Ark., Alexandria, La., and points taking the same rates to Rochester is 34.5 cents and the proposed rate is 35 cents.

EAGER-KEEFER.

William A. Eager, well known in the Chicago lumber trade, in which he has been for many years prominent, surprised his numerous friends ten days ago by the announcement of his marriage to Miss Irene Keefer, of Champaign, Ill., the ceremony having been performed by Dr. W. O. Waters, of Grace Episcopal church, this city. The bride and groom met while summering at Silver Lake, Wis., where Mr. Eager has a cottage. The groom, who is a prominent member of the Lumbermen's Association of Chicago and of the Chicago Yacht Club, is now receiving the hearty congratulations of his friends.

Business Changes, Incorporations and Fires

New Concerns

Grand Rapids, Mich.—The Warner-Newton Lumber Co.; $50,000 capital. J. W. Warner, H. P. Newton, B. L. Warner and M. W. Newton.

Stanley, Wis.—The Owen and Northwestern Lumber Co. has been organized by the John S. Owen Lumber Co., of Owen, Wis., and the Northwestern Lumber Co., of Stanley, Wis.

Ottawa, Can.—Lander Lumber Co., Ltd.; $200,000 capital. Headquarters at Lander, B. C.

Centralia, Wash.—The M. C. & M. Lumber Co.; $6,000 capital. E. W. Miller, Louis Charneski and John F. Loughran.

Dighton, Kans.—Howard C. Wilson has engaged in the retail lumber business.

Salamanca, N. Y.—Merrimac Lumber Co.; $50,000 capital. J. B. McCabe, J. A. Smith, F. Morrison, Warren. Pa.

Olympia, Wash.—Skookum Railway & Logging Co.; $50,000 capital.

Lake Charles, La.—The Richards Lumber Co.; $200,000 capital. E. Elias Richards, president; T. H. Watkins, vice-president; Maurice Rosenthal, secretary and treasurer and Edward P. East.

Luxora, Ark.—The Garden Land & Timber Co.; $1,500 capital. George E. Carten, Alvin Wunderlich and A. C. Eckert.

Vincennes, Ind.—Reel-Osterhage Lumber Co; $50,000 capital. G. F. Osterhage, Freelandville, Ind.; John Cummins, Bruceville, Ind.; E. C. Reel, W. H. Vollmer, L. A. Meyer and L. H. Vollmer, Vincennes.

Berryville, Va.—Hyde County Land & Lumber Co.; $300,000 capital. H. C. Warden president; W. A. Baker, secretary.

Klamath Falls, Ore.—Chelsea Lumber & Box Co.; $50,000 capital. H. R. Dunlap, C. B. Browne and H. C. Merryman.

Wilmington, Del.—Caribbean Timber Corporation, to deal in timber lands; $250,000 capital.

Wilmington, Del.—Goodyear Yellow Pine Co.; $2,000,000 capital.

Coxheath, Ala.—The Coxheath Lumber Co., of Coxheath, Marengo county; $15,000 capital. Louis Pierce, J. B. Cox, J. D. Jones, W. J. Miller and P. C. Byrne.

Tuscaloosa, Ala.—The Samuel Lumber Co.; $2,000 capital. T. L. Samuel, C. Lutz, both of Montgomery and R. D. Samuel, of Tuscaloosa.

Sandy, Ore.—The Bruns Lumber Co.; $2,000 capital. Ed F. Bruns, Herman P. Bruns, Fred L. Proctor.

Detroit, Mich.—Grace Harbor Lumber Co.; $140,000 capital. Lewis H. Jones, John Leitch, Roy S. Leitch.

Little Rock, Ark.—The Arkmo Lumber Co.; $50,000 capital. Gordon H. Campbell, president; S. L. Ehrman, Grover T. Owens and T. L. Bond.

Dunnelton, Fla.—Spinks Manufacturing Co.; $50,000 capital. Z. Spinks, president; T. B. Lander, vice-president and L. W. Duval, secretary and treasurer.

Albany, Ga.—Southern Lumber & Tile Co.; $10,000 capital. A. H. Stephenson, Raymond Werdon and others.

Valdosta, Ga.—Williams Lumber Co.; $5,000 capital. H. R. Williams and W. A. Williams.

Shreveport, La.—Peavy-Wilson Lumber Co.; $1,000,000 capital. A. J. Peavy, president; B. J. Wilson, vice-president and John S. Welsh, secretary and treasurer. (Details given in last issue).

Chattanooga, Tenn.—Chattanooga Manufacturing Co.; $50,000 capital. L. D. Drewry, president; S. T. Lewis, vice-president and general manager; J. S. Drewry, treasurer and H. C. Piper, secretary.

Charleston, S. C.—Horry Red Cypress Co.; $150,000 capital. L. D. Lide and H. S. McCandlish.

Picher, Okla.—Picher Lumber Co.; $5,000 capital. M. A. Quillan, W. A. Cline and May Cline.

Toledo, O.—Midland Creosoting Co.; $75,000 capital. A. G. Wright, H. G. Jennison, H. G. Hammond, L. J. Bayer and W. B. Wertz.

New Mills

Wausau, Wis.—The Wisconsin Box Co. is building a sawmill, with a capacity of 40,000 feet in ten hours.

Graysburg, Tex.—William Graydon will build a hardwood sawmill.

Bolton, N. C.—The Waccamaw Lumber Co. will rebuild plant recently burned.

Union, Miss.—The J. R. Buckwalter Lumber Co. will build a veneer plant.

Grenada, Miss.—George C. Brown & Co., of Memphis, Tenn., have acquired timber in Calhoun and Grenada counties and will erect a sawmill with daily capacity of 40,000 feet.

Southwick, Ida.—Ted Roberts is erecting a shingle mill near here with daily capacity of 25,000 shingles.

Marianna, Fla.—The Marianna Mill Work Co. will rebuild plant, including planing mill and sash and door factory.

Jacksonville, Fla.—The Gress Manufacturing Co.'s lumber yard reported burned at a loss of $175,000.

Rosston, Ark.—John H. Dixon is planning the erection of a sawmill with daily capacity of 20,000 feet.

Jackson, Ky.—T. S. Sherman has purchased standing timber in eastern Kentucky and it is reported that he will install mills and machinery to get this timber cut for the market.

Tupper Lake, N. Y.—The Oval Wood Dish Co., of Traverse City, Mich., is erecting an extensive mill plant at this place.

Business Changes

North English, Ia.—The Home Lumber Co. has recently put in a yard at Atkins, Ia.

Circle, Mont.—The Montana Lumber Co. is putting in a retail lumber yard here.

Minneapolis, Minn.—The O. W. Schulz Lumber Co. has sold its retail lumber yards at Kasson and Mantorville, Minn., to the Gibson Lumber Co., of this place.

Minneapolis, Minn.—The Young Lumber Co. has purchased the retail lumber business of H. H. McCray & Co., of Pine Island, Minn.

Tamarack, Minn.—The Dower Lumber Co., of Wadena, Minn., has purchased the retail lumber yard of the Tamarack Lumber Co.

Minneapolis, Minn.—The Thompson Yards, Inc., have purchased the business of the Haight Lumber & Machinery Co., of Mandan, N. D.

Mt. Pleasant, Tenn—Cooper-Smith Lumber Co. filed notice of change of corporate title to Sowell-Smith Lumber Co.

Litchfield, Ill.—Baldwin & Wier have sold out to the F. I. Taylor Lumber Co.

Indianapolis, Ind.—The H. V. Cook-Richter Co. is now H. V. Cook.

Delta, Ia.—H. H. Lynn has sold out to the Spahn & Rose Lumber Co., of Dubuque.

Franklin, Ky.—The Stewart & Hayden Lumber Co. is now the Stewart Lumber Co.

Lapeer, Mich.—The Wilcox Lumber Co. has sold out to Frank R. Cutting.

Rushmore, Minn.—S. T. Wood has sold out to the Young Lumber Co.

Espanola, Wash.—The Eddy Lumber Co. has sold out to Weyen & Thiemens.

Estherville, Ia.—The A. D. Foot Lumber Co. has sold out to J. J. Harker.

Mount Pleasant, Ia.—Ditmars, Ayers & Co. have sold out to V. Nagle & Son.

Marshall, Mich.—Day & Storr have sold out to Deuel & Buchanan.

Minneapolis, Minn.—Bintner & Lawson are now known as Lawson & Nelson.

Aquilla, Tex.—The J. S. Pool Lumber Co. has sold out to C. G. Foust.

Lynchburg, Va.—Massie & Pierce, Inc, will be known after January 1 as the Massie-Morrison Lumber Co., Inc.

De Queen, Ark.—The Beekman Saw Mill Co. has sold out to the Missouri Lumber Co., of Kansas City, Mo.

Ventura, Cal.—Ventura Mill & Lumber Co. has sold out to the Peoples Lumber Co.

Clarion, Ia.—Ahmann, Bock & Co. have sold out to the Pyramid Lumber Co., of Dubuque.

North Kansas City, Mo.—The Ed H. Kienzle Lumber Co. has changed its name to Kienzle Lumber & Mill Co.

St. Louis, Mo.—The Walsh-Griffith Tie & Lumber Co. filed a statement showing decrease of its capital from $100,000 to $50,000.

Blackfoot, Ida.—The Idaho Lumber Co. has sold its eighteen lumber yards to the Boisé-Payette Lumber Co.

Watsonville, Cal.—W. L. Eckert has sold out to the San Vincente Lumber Co.

West Lebanon, Ind.—Stolley & Frame now Hans Stolley.

Cottonwood Falls, Kan.—The West Houghton Lumber Co. has sold out to the McDowell Harman Lumber Co.

Paintsville, Ky.—The Conley-Stafford Lumber Co., of Hager Hill, and Teass & Davis Lumber Co. have consolidated as the Paintsville Lumber Co.

Minneapolis, Minn.—The Lenox-Knudson Lumber Co. has changed its name to the Lenox Lumber Co.

Highmore, S. D.—A. N. Gerhart has sold out to the Loonan Lumber Co., of Sioux Falls.

Rockcut, Wash.—The Walsh Lumber Co. is closing out.

McConnells, Man.—The Central Lumber & Implement Co. has sold out to R. M. Stone.

Maroa, Ill.—Parker & Gray have sold out to W. M. Myers.

Bardwell, Ky.—T. T. Morgan has sold out to the Bardwell Lumber Co.

Belzoni, Miss.—A. N. Clark has sold out to Allen & McClintock.

Olympia, Wash.—The Olympia Shingle Co. has purchased the plant of the Democratic Emergency Shingle Co. and will begin operations at once.

Baxter Springs, Kan.—The C. E. Matthews Lumber Co., of Kansas City, Mo., is opening a yard here.

Wetumpka, Ala.—The Ensign Yellow Pine Co. has been succeeded by the Ensign Yellow Pine Co., Inc., of Delaware.

Prescott, Ariz.—The Clark & Adams Co. has been succeeded by the Prescott Lumber Co.

Des Arc, Ark.—F. H. McCormack has bought the retail yard of the Des Arc Lumber Co.

Fires

Pineville, Ky.—Rice Lumber Co.'s warehouse, office and lumber sheds burned; loss $15,000.

Thorndale, Tex.—Urban & Waiser's planing mill burned; estimated loss $30,000.

Greensboro, N. C.—South Atlantic Lumber Co.'s stock of lumber burned; loss $100,000.

Amarillo, Tex.—The plant of the Amarillo Sash & Door Co. burned, entailing loss of approximately $50,000, fully insured.

North English, Ia.—Fire destroyed the lumber yards of the Acme Lumber Co.; loss $25,000.

Medina, O.—Fire in the supply yard of the A. I. Root Co. destroyed 1,000,000 feet of lumber, valued at approximately $35,000, fully covered by insurance.

Sturgeon Bay, Wis.—The dry kiln of the N. S. Washburn Lumber Co. damaged by fire to the extent of $1,500; fully insured.

Milwaukee, Wis.—The three-story interior finish plant of the Wollaeger Manufacturing Co., with machinery and equipment destroyed by fire. Loss on building $15,000; on machinery and equipment, $25,000 and on finished material $10,000, all covered by insurance.

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The News Miscellany of the Lumber World

Inland Empire News

Spokane, Wash., Dec. 20.—Last month was the best November from the standpoint of building construction that Spokane has had in five years.

SPOKANE, WASH.

Spokane bank clearings also show a remarkable increase. Last month they amounted to $28,153,687, as against $18,547,449 in November, 1915, a gain of 51 percent.

The building of six new dry kilns of the most modern construction was begun recently by the White Pine Sash Co. of Spokane. The kilns, with machinery for handling the lumber, will cost approximately $30,000. They will replace those now used by the company and will increase its drying capacity more than 50 percent. Within the kilns will be installed mechanical equipment for stacking the lumber on edge and for removing it. The construction will take from six to eight weeks. H. G. Klopp is president of the company, E. H. Stoehr is secretary and A. W. Lammers is treasurer.

To promote fellowship among business men whose problems are large and whose interests are common, thirty-eight northwestern lumber manufacturers, logging contractors and logging jobbers formed a loggers' club at a meeting in Spokane recently. Huntington Taylor, manager of the Edward Rutledge Timber Co., of Coeur d'Alene, Ida., was elected president. The vice presidency went to W. H. Webber of the Webber Logging Co. of St. Maries, Idaho, and R. M. Hart of Coeur d'Alene was named treasurer. J. C. H. Reynolds, secretary of the Employers' association of Spokane, the only Spokane man elected to office in the Loggers' club, was selected as secretary. Among the members are a number of prominent lumbermen of Spokane. The territory from which the organization draws its members is eastern Washington, northern Idaho, western Montana and eastern Oregon. The objects of the club, according to Secretary Reynolds, are "to protect and promote the industrial interests of its members; to inform and advise its members on several state and local legislation, revenue and taxation; to secure a full understanding of the conditions surrounding the logging industry; to establish uniform customs and usages among loggers and logging contractors; to standardize camp equipment; to study together for mutual benefit the best methods of logging in a country which presents unusual physical conditions—roughness of country, deep snows of winter season, drouth of the summer and its extreme fire hazards, and, finally, for the promotion of fellowship among the members of a fraternity whose problems are large and whose interests are common."

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Potlatch, Ida., Dec. 15.—The big new gymnasium and club house which the Potlatch Lumber Co. has built for the Amateur Athletic club at Potlatch, Ida., was opened and dedicated last week. The building was turned over to the athletic club by General Manager A. W. Laird, and was accepted on behalf of the club by President M. W. Williamson.

POTLATCH, IDA.

Native cedar and white pine have been used in both interior and exterior construction, and an unusual and pleasing deviation from the conventional exterior treatment has been effected by a finish of spar varnish with white trimmings. The gymnasium is about 60 feet square, and the ceiling is 25 feet high. There are commodious card and reading rooms on the main floor, which have been luxuriously furnished by the club in fumed oak and Spanish leather. There is a large balcony on the second floor overlooking the gymnasium; a beautiful banquet and ball room and large electrically equipped kitchen.

A locker room in the basement is finished in white enamel and is equipped with 200 lockers. Six shower baths, also in the basement, are capable of taking care of 100 hot baths an hour. Clear maple floors and a modern system of indirect lighting have been used throughout the building, making it one of the most complete and beautiful structures of the kind in the Spokane country. That the gymnasium and club facilities fill a long-felt want is evidenced by the fact that the membership is over 450.

Middle States News

Buffalo, N. Y., Dec. 22.—The Buffalo Lumber Dealers' Association, formed recently, is to give a dinner some time during the next three weeks, the guests being the contractors of Buffalo. The association, while young, has had a beneficial influence locally, and includes most of the leading retail concerns of the city. Clark W. Hurd is president, and K. C. Evarts, secretary.

BUFFALO, N. Y.

Mixer & Co., one of the leading wholesale lumber concerns here, will make a change of office location early in the new year, moving from the Prudential building to the newly-completed Niagara Life building, at Franklin and Mohawk streets, where several connecting offices have been taken. Growing business has made the change necessary.

H. T. Trotter, a local lumber salesman with wide acquaintance through the state, is to go into the wholesale business in Rochester on January 1, with Messrs. Kelleran and Turner, formerly with the W. M. Ritter Lumber Co. sales force, as partners.

Royal T. Howard, formerly a prominent lumberman of Batavia, died at the home of his daughter, Mrs. F. D. Towne, in Buffalo, on December 14, after a brief illness. He lacked only a few days of being 90 years old. He was for years a member of the lumber firm of Howard & Olmsted, at Batavia, and then of R. T. Howard & Co.

Up to December 1, Buffalo was over $1,000,000 ahead in building operations for the year, as compared with 1915. This record is pleasing to the builders and real estate men, who say that plenty of operations will be carried on as soon as the weather becomes suitable. Building work this month has not been active thus far, as snow has prevented much from being done that is under contemplation. Nevertheless, the record for the year will probably be the largest in the city's history, which indicates a healthy growth in general business here.

Southwestern News

Shreveport, La., Dec. 22.—The organization of the Peavy-Wilson Lumber Co., capitalized at $1,000,000, with stock paid up, is the most important yellow pine development here lately. The company, composed principally of prominent Louisiana and Texas lumber manufacturers, will without delay build a mill, with capacity 150,000 feet daily, near Leesville, La., and will construct an extension of a railroad from Long Leaf, La., to a point on the Kansas City Southern railroad near Christies, La. With the Crowell & Spencer Lumber Co. and its associates, including the Meridian Lumber Co., the Alexandria Lumber Co. and the Pawnee Land & Lumber Co., the newly organized concern has bought 126,000 acres of timber in Vernon, Sabine and Natchitoches parishes, being the holdings of the Southland Lumber Co.

SHREVEPORT, LA.

Cut-over lands in this section are being settled by many families from the north. There seems to be an unusual rush to these lands lately, especially in the neighborhood of DeRidder where the Long Bell Co. is putting about 100,000 acres on the market. Exhibits of products grown on cut-over lands are proving especially attractive to the homeseekers. The state department of agriculture is helping in the publicity of these lands for farming, and especially for sheep raising.

The plant of the Germain-Boyd Lumber Co., near Atlanta, La., had a very close call recently from a tornado which struck that town and destroyed nearly all the buildings in the place. The lumber plant was a short distance out of the tornado's path.

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Little Rock, Ark., Dec. 22.—The Fordyce Lumber Co. of Fordyce, Arkansas, has closed down until January 1. In the meantime it is making some needed repairs on and about the plant. This company on December 1 placed in effect a new schedule of wages for its employes which will mean a considerable outlay to the company, as it employs about one thousand men.

LITTLE ROCK, ARK.

It is reported that the Memphis Sash & Door Co. will resume operations at its plant located at Malvern, Arkansas. This plant has been closed down for the past several years.

The Arkansas Railroad Commission, at its regular monthly rate meeting on December 7, approved the application of the railroads operating in this state, and amended the demurrage rules so as to provide a sliding scale of rates. Forty-eight hours' free time is allowed for the loading and unloading of cars at shipping points and points of destination. The demurrage rate for one day after the free time is $1. For the second day it is $2, for the third day it is $3, and for each day thereafter it is $5. The order became effective on December 18, and will be discontinued on February 28, 1917.

Gulf Coast News

Beaumont, Tex., Dec. 22.—At least three and probably four large sea-going vessels will be built in Beaumont during the next eight months, to cost in aggregate about $500,000, and one schooner, the first of its size ever built here, will be completed within two weeks. This boat will cost, complete, about $50,000. Henry Paggio, prominent lumber exporter of Gulfport, Miss., will build two of the schooners.

BEAUMOMT, TEX.

Construction of the Marie Louise, the three-masted schooner being built in the Beaumont shipyard by Gus Nelson and Ansel Howland for the Orange Maritime Corporation, will be completed and the vessel will be launched with appropriate ceremonies on New Year's day. This is the first sea-going boat ever built in Beaumont and her construction has started a great industry in Beaumont that will mean much to this city, financially and also from the standpoint of publicity. The vessel was designed by Gus Nelson. She will cost approximately $50,000.

Gus Nelson also designed the second schooner. This boat will be built by Mr. Nelson and Ansel Howland for the Orange Maritime Corporation at a cost of $80,000. It will take about seven months to build her. Her foundation has been laid and the time of laying the keel will be fixed as soon as the material is on the ground.

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New Orleans, La., Dec. 21.—Rapid extension of the railroad embargo in the north and east promises further serious curtailment of lumber shipments from this section. According to latest advices reaching here the New York Central and Grand Trunk have established complete embargoes. The cities of Cleveland, Akron and Youngstown are entirely embargoed, and Detroit and Toledo partly embargoed. The Baltimore & Ohio has declared an embargo out of Cincinnati. Little business is moving east of Pittsburgh.

NEW ORLEANS, LA.

The steamships Siskiyou and Mercator, chartered by the J. G. Rainwater Lumber Co., are expected this week to load here and at Gulfport, Miss., for Colon. These ships will carry each about one million feet of lumber. With the forwarding of this lumber the J. G. Rainwater Co. will have virtually

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completed its extensive contracts recently entered into for the supplying of lumber to the Panama canal.

The usual suspension of operations by mills over the holiday period will take place, and several mills are planning to close for an even greater time than ordinarily, owing to the abnormal conditions brought about by the car shortage.

Secretary George E. Watson is busily engaged making preparations for the extensive exhibit campaign to be carried out during the coming winter months by the Southern Cypress Manufacturers' Association at various retail association gatherings. Although a complete list of dates where the association will make displays has not yet been prepared, it is certain that the work done will be on an elaborate scale never before undertaken by the association.

A. G. T. Moore, assistant secretary of the Southern Pine Association, is in Washington attending a hearing of the reclassification case and taking further steps looking to relief from the car shortage.

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HATTIESBURG, MISS.

Hattiesburg, Miss., Dec. 20.—Both the Hattiesburg and Sumrall mills of the J. J. Newman Lumber Co., which were closed down about ten days ago by the employes when they were refused an increase in wages of twenty-five percent for the common labor and ten percent for the skilled labor, are still shut down. Manager W. J. Haynen announced that the mills will be closed down indefinitely.

The Foster Creek Lumber & Manufacturing Co., who are building a large double band and gang mill at Dayton on the Yazoo and Mississippi Valley railroad, are ready to place the machinery in the mill and expect to have the entire plant completed before next summer.

The Kola Lumber Co. at Kola, Miss., which lost its planing and dry kilns by fire a few weeks ago, is rebuilding them and will be ready to kiln dry and dress lumber within a short time.

The Tallahatta Lumber Co., which owns several hundred million feet of yellow pine timber in Jones, Perry and Forest counties east of Hattiesburg, is building a logging road from this city to a point about fifteen miles in the center of its timber holdings.

Central Southern News

BIRMINGHAM, ALA.

Birmingham, Ala., Dec. 21.—B. E. Kenney Lumber Co., Guin, Alabama, has bought a big body of fine timber and is building a modern mill. It recently placed an order with L. Moore Dry Kiln Co., Jacksonville, Fla., for a dry kiln of 20,000 daily capacity.

The Henderson Lumber Co., which has just completed one of the largest sawmills and lumber plants in the state, began operation a few days ago. The company has a million-dollar tract of timber.

In Birmingham last month 422 buildings were erected at a cost of $204,309, showing an increase of 37 percent over last year.

McMillan Bros., a large turpentine firm, have purchased 9,000 acres of timber lands from Vizard Investment Co. of Mobile, Ala., in the center of Mobile county.

* * *

NASHVILLE, TENN.

Nashville, Tenn., Dec. 22.—Creditors of John M. Smith, a prominent lumber dealer of Dickson, Tenn., against whom involuntary bankruptcy proceedings have been filed in the United States District Court, at Nashville, held a meeting, and have named H. T. Cowan of Dickson trustee. Smith disappeared some time ago, and no trace of him has ever been found. His liabilities aggregate more than $100,000, while the assets are $47,788. Nashville lumber firms had claims amounting to $10,000 or more.

The Traffic Bureau of Nashville has filed a complaint with the Tennessee Railroad Commission against the Nashville, Chattanooga & St. Louis Railway, seeking to have an increase in rates on lumber shipped from Memphis to Nashville suspended.

At a late meeting of the Nashville Lumbermen's Club R. S. Maddox appeared before the club and called attention to the importance of securing progressive legislation in Tennessee for the protection of forests. Mr. Maddox is head of the state department of forestry, and called attention to the enormous loss caused by forest fires, many of which are due to ignorance or maliciousness.

Ohio Valley News

EVANSVILLE, IND.

Evansville, Ind., Dec. 22.—A few days ago Maley & Wertz, hardwood lumber manufacturers, of this city, shipped a carload of walnut lumber to New York, and from that city it was carried by steamer to England, to be used by the British government in the manufacture of aeroplanes. This is the second order for walnut lumber received by this firm from the British government during the past month.

W. S. Burgess, of Maley & Wertz, has returned from a business trip to northern Ohio and southern Michigan, and reports trade conditions better than they have been for some time past.

Daniel A. Wertz will attend the annual state meeting of the Indiana Hardwood Lumber Manufacturers' Association, at Indianapolis, on January 17. He is the president of the state association. He will be accompanied by a large number of lumbermen from this section, who will ask that the convention in 1918 be held in Evansville.

D. B. McLaren, of the D. B. McLaren Lumber Co., has returned from a business trip through the southern states, and reports business coming along all right. He says things look bright for 1917.

On Saturday, December 16, the Globe-Bosse-World Furniture Co., of this city, of which Mayor Benjamin Bosse is president, gave away $12,000 in cash bonuses to the five hundred employes of the factory, as a Christmas gift.

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LOUISVILLE, KY.

Louisville, Ky., Dec. 22.—A report just received from the building inspector's office shows a very satisfactory condition in Louisville during the year. Totals for December it is said will show another gain, and officials of the department are of the opinion that the early part of 1917 will show steady gains, considering the volume of work in sight, principally in the architects' offices. A good deal of work is being carried over uncompleted, but will figure in the fiscal year winding up on August 31. In addition to the reports of this office a great deal of fine residence work has been done this year outside of the corporate limits of the city, and does not show in the totals.

Two good war orders have been reported at Louisville during the past few days, one of which is a big order for gun stocks and propellor blades for aeroplanes, placed with the Wood Mosaic Co., of New Albany, which is advertising for 500 cars of walnut logs; and the other with the C. C. Mengel & Brother Co., of Louisville, for approximately 1,500,000 feet of mahogany, to be used largely in the construction of aeroplanes.

* * *

CINCINNATI, OHIO.

Cincinnati, O., Dec. 22.—Details regarding the recent purchase of the well known lumberman, F. M. Massie, of Mateawan, West Virginia, of 1,200 acres of valuable timber land on the Twelve Pole Creek, in Wayne county, West Virginia, recently have been received by Cincinnati correspondents of the purchaser. Development of the big tract will be started in the very near future and it is the intention of Mr. Massie to install at once a large band saw mill on the grounds. The consideration involved in the deal is said to be $25,000.

At the last meeting of the Cincinnati Lumber Exchange, a subsidiary of the Chamber of Commerce, the attention of the members was engaged by a spirited discussion of the new demurrage rates and of the reconsignment privilege.

Cincinnati furniture manufacturers are going to make a determined bid it is said, for a goodly part of the South American order for $750,000 worth of household furniture, recently secured through a Chicago company. The immense order will be placed with numerous furniture manufacturers throughout the country, it is said, and Cincinnati manufacturers expect to get a fair share of it. It is said the same concern is about to announce the securing of a phonograph and piano order from South America which will run close to $1,000,000.

It was learned here recently that stockholders of the American Lumber Co. have lodged protest against the recent sale of the corporation, said to be an $8,000,000 concern, to Otis & Co., of Cleveland. The sale was conducted by the receiver, at Albuquerque, New Mexico. The stockholders, it is said, declare that if given sufficient time, they could engineer a sale of the property at $800,000.

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Pacific Coast News

CENTRALIA, WASH.

Centralia, Wash., Dec. 23.—Owing to a large order for aeroplane spruce the Kleeb Lumber Co.'s plant will soon be working a day and night shift. The plant has been thoroughly overhauled and 40 feet of additional dock built.

One of the largest orders for creosoted piling ever placed in the Pacific northwest is now being filled by the three largest creosoting companies in the Puget Sound district. The Canadian Pacific railway is the purchaser of the piling, and the St. Paul & Tacoma Lumber Co. has secured a large share of the business.

Although a little early to secure an actual estimate of the amount of lumber manufactured by Aberdeen mills in 1916 an approximate estimate made by a local manufacturer fixes the total lumber output of the mills of that city, which includes the West mill at Junction City and the Gray's Harbor Commercial Co.'s mill, at Cosmopolis, at about 380,000,000 feet. The amount includes about 20,000,000 feet by the former Federal mill, now known as the American No. 2; 32,605,000 feet by the West mill, and 60,000,000 feet by the Cosmopolis plant. This also includes the lumber that has gone into lath.

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TACOMA, WASH.

Tacoma, Wash., Dec. 16.—One of the most important projects for the development of Tacoma was announced early in December when plans for locating a division post of the United States Army on the prairies south of the city were made public. All arrangements have been completed with the War Department and all that remains to be done is for Pierce county to give the site to the government. A bond election, to authorize the issue by the county of $2,000,000 worth of bonds for condemnation of the land, will be held January 6.

Secretary of War Baker has announced that if the site is turned over to the war department at least 15,000 men, of all branches of the service, will be kept constantly at the camp which will be used as a maneuver ground for all the troops in the west. At least 7,000 acres are desired by the department. It is considered almost certain that the bonds will be voted.

The bringing of the camp to Tacoma will have its effect on the lumber market as millions of feet of lumber will be needed for the construction of temporary and permanent buildings. With the announcement of the plans for new shipyards made last month and the location in the city of several new factories, the outlook for the future is brighter than at any time for many years.

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SAN FRANCISCO, CAL.

San Francisco, Cal., Dec. 20.—Shipowners' Association of the Pacific Coast, with headquarters in San Francisco, reports that lumber charters have been made recently to Cape Town and other South African ports at 250 shillings, to Melbourne and Adelaide at 132 shillings, to New Zealand at 120 shillings and to Hawaii at $17.50. During November coastwise vessels brought twenty-nine cargoes from the lower Columbia district to California ports, carrying 25,415,000 feet, and in addition considerable box shook was brought here on vessels other than lumber carriers.

In spite of the scarcity of cargo space a number of random cargoes have been sent to California ports of late and the marketing of these has done as much as anything else to keep prices from advancing. The lack of cars is largely responsible for this condition, tide-water mills in the northwest finding it impossible to ship orders and in many cases secure space on a coast-wise vessel and send a cargo to California to make yard room. This practice naturally tends to bear down values and to cause retail yards to buy more lightly from usual sources.

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GRAY'S HARBOR, WASH.

Gray's Harbor, Wash., Dec. 16.—Thirty-nine lumber laden vessels cleared Gray's Harbor in November, a greater number than during any other month in 1916. November cargo shipments were above normal, although they were 800,000 feet less than those of October. The Willapa Harbor shipments for November were the best of any month since the war began, in August, 1914. The shipments from both harbors would indicate that more tonnage is now available for cargo business, and with a big shipbuilding boom now in progress, this tonnage should increase, until Gray's Harbor can enjoy as heavy a cargo business as she did in the ante-war days. Prior to the war the harbor sent out as high as 60 shiploads of lumber a month.

Northern States News

CADILLAC, MICH.

Cadillac, Mich., Dec. 8.—While winter logging operations are being prosecuted as actively as the supply of men and other considerations admit, the probabilities are that the log cut in this section will not be sufficient for the needs of the trade the coming year. At Cadillac, for instance, there is not to exceed 8,000,000 feet of hemlock in pile at the six mills and this includes green lumber. In other words there is just about one good stock here instead of six. Naturally the manufacturers in northern Michigan are holding their hemlock pretty firmly and have shown some disposition to refrain from selling excepting to their regular trade and then only when the stock is ready for shipment. Quotations, based on 2x8, 12 to 16-foot, S 1 S 1 E, are $23 net, which means f. o. b. mill and without commissions.

One of the newest industries in Cadillac is the Cadillac Produce Co., in which three of the leading lumbermen of the city are prominently interested. W. L. Saunders, of the Cummer-Diggins Co., is president; Charles T. Mitchell, of Cobbs & Mitchell, Inc., and George H. Williams, of the Williams Bros. Co., are both large stockholders. The company is a large buyer of poultry, which it fattens for market; a large manufacturer of butter and a heavy buyer of eggs. A few weeks ago it had 10,000 chickens in its coops and fattening on cornmeal and buttermilk. Fifty men were employed by the company during the fall. The produce industry has taken a big step forward in Cadillac and it is now the produce center of the northern territory. Swift & Co. already have erected a new plant at Cadillac and are strong competitors for the produce business.

The new screen door factory, started late in November, has C. D. Burritt as manager. The company will employ from twenty-five to thirty men this winter and has a capacity for manufacturing about 600 doors a day.

The Cadillac Auto Truck Co. is now putting out two complete trucks a day and is enjoying a good business. It has just erected a new building and will move into it within a few days and will then have much greater facilities.

One of the best industries in Cadillac is the new shirt and neckwear factory, which is already operating 100 sewing machines. It is intending to add fifty more machines, but is finding a great scarcity of operators. The factory has orders ahead for eighteen months.

The Chamber of Commerce of Cadillac is doing great work and especially for the dairy industry of Wexford county. It now offers to any farmer in the county, who can give proper assurances of caring for it, a thoroughbred cow to be paid for on the installment plan. W. L. Saunders has personally supplemented this offer by agreeing to give to any farmer who has a cull bull a thoroughbred bull, exchanging them on the basis of pound for pound. He will stipulate that the cull bull be killed for beef.

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REED CITY, MICH.

Reed City, Mich., Dec. 20.—The two hardwood flooring plants in this city, those of William Horner and the Welsh & Kerry Co., are running full time and have more orders than they can easily care for. Sam Horner, manager of the William Horner plant, says that prices are right up to the mark in every respect. His plant at Newberry, Mich., is also running actively.

F. A. Horner, a leading architect of Grand Rapids, Mich., spent several days in town last week visiting his brother, Sam Horner, the lumberman. The former has just finished the construction of the new armory for the Thirty-second regiment of the Michigan National Guard at Grand Rapids. The new structure cost $160,000 and is one of the best built buildings in the city. Mr. Horner received many compliments from state and army officials and citizens for the good work accomplished.

In addition to his lumber activities, Sam Horner has been running a bazaar which was held last week by the business men and ladies of Reed City for the benefit of a new community club house. The bazaar netted the enterprising promoters about $2,000.

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The Current Trend of the Lumber Market

General Market Review

Several of the more important departments of the lumber business have shown unabated activity up to the very eve of Christmas and there are indications that this activity will not be seriously impaired during the coming holiday week and that directly after the first of the year it will resume in full volume. In one of the most important of these industries, yellow pine, demand has kept steadily ahead of production during the last three months, the only drawback being on shipment. The car building industry has been such a dominant factor and is so much stronger today than it was three months ago that in this department of consumption, at least, there is no immediate expectation of lessened trade. Every car shop in the United States is loaded up with orders. This presages not only a renewed demand for yellow pine, but also for coast fir; and while in the latter industry the movement of car material has not been so pronounced as in the southern product, yet there is a comparatively heavy pressure of the demand. In hardwoods, too, the movement has continued strong, interior finish factories having been crowded full of work and having sufficient on their books to keep them employed for several weeks after the resumption of operations in January. The automobile, furniture, agricultural implement and building industries are all using up large quantities of lumber and this activity is evidently not to be checked for several weeks at least. The trade barometers, such as Brookmire and others regularly at hand, indicate caution to some extent, but recommend buying of commodities as being comparatively safe for the next five or six months, the only contingency threatening this expectancy being an unlooked for early termination of the war. It is noted that when peace proposals were submitted two weeks ago, all markets reflected the crushing influence of the event and the only apparent strengthening factor was the belief that the proposals would not be entertained, as shown by later developments.

NORTHERN AND WESTERN PINE.

It is generally conceded that the demand for soft pine in all territories has been affected by the usual decline in consumption witnessed toward the close of each year. At the same time manufacturers and shippers were so well filled up with orders that they welcomed the slight respite as a decided relief. They consider it only temporary, however, as the pressure promises to be resumed early in January.

Stocks at northern pine mills are very greatly demoralized and scarcely anything in the shape of high grade lumber, either shop or selects, can be secured in quantity. As far as the low grades are concerned, there is an equally strong requirement and no adequate supplies, especially on box material, which is well cleaned up. The same conditions obtain in the Inland Empire, where stocks in both Idaho and Western pine are broken. Low grade material is also scarce in that section. Among the California mills there are no important changes. Practically all of the mills there have shut down for the winter and the scarcity of cars is greatly handicapping the delivery of such stock as is available. Prices, under all of these conditions, are holding firm at some of the best figures that have been quoted this year and occasionally an advance in one or two items is reported.

NORTHERN AND SOUTHERN HARDWOODS.

There is evidently a better demand for northern hardwoods than for southern in this immediate territory, but both are active and prices are held on a firm basis. Conspicuous among the northern woods just now is beech, one of the long neglected woods which had been relegated to the background by its competitors, maple and birch, but which of late, because of its availability and the scarcity of its competing woods, has come rapidly to the front. Hardwood flooring manufacturers say that they are selling beech flooring today practically on a par with maple flooring and the price obtained lately for the rough beech lumber indicates a surprising improvement in the standing of beech relative to the general market. Sales made around the middle of December on 4-4 beech were on the basis of $32 for first and seconds, $22 for No. 1 common and $17 for No. 2 common, f. o. b. northern mills. One of the scarcest items in the north just now is 2-inch maple, which lately has been held by some of the northern concerns on the basis of $53 for firsts and seconds, Chicago delivery. At the same time they have asked $45 for birch firsts and seconds Chicago delivery and $35 for No. 1 common. The demand for birch is unchanged, continuing strong and with only moderate supplies to draw from. Soft elm is likewise a leading factor in the northern movement, but the inquiry seems to be steadily ahead of the available supply. Basswood is one of the strongest woods in the market and it is understood that whereas, around the first of the month, car loads could be picked up for Chicago delivery at about $40, some of the northern Wisconsin manufacturers are now asking $42 f. o. b. Wausau. It is understood that stocks of basswood are low and broken.

As to the southern hardwoods, the revival recently occurring in the demand for plain oak is one of the marvels of the trade. It is probably true that many consuming manufacturers had contemplated the use of other woods in place of oak, but the organization of oak manufacturers seems to have recalled the virtues of oak to users and it is again occupying its place at the head of the hardwood procession, from which it will not likely be dislodged. Ash is in good request at something like the old prices. Red gum is going into consumption to a greater extent than ever and is bringing satisfactory prices in all grades, including sap. There is a noticeable renewal of demand for cottonwood, not only for the box grades, but for firsts and seconds inch and stocks are scarce.

SOUTHERN PINE.

The southern pine situation is materially strengthened at this season by the advent of line yard buyers, who have been lately making their presence felt at many of the southern manufacturing centers. Adding to this the unusual pressure of demand for car material and railroad stock and the cup of happiness of the yellow pine producers would seem to be brimming over, were it not for the inability to secure cars. Box cars are almost out of the question, but many yellow pine shippers are getting along fairly well in using gondolas and flats and even in that respect they are not able to get more than a fraction of their requirement.

The demand from the retail yards is only nominal at this season, as a rule, but because of favorable weather there has been more activity shown than had been expected. Prices are being held up at just as good a level as has been reported during the last several weeks. It is expected that dimension will hold firm during the usually dull holiday period and there are some who even predict a slight improvement in values. On the basis of recent transactions a fair price for dimension is around $4.50 discount. The fact that there were more freight cars ordered last month than ever before in a single month is a continually bullish factor in all yellow pine calculations.

NORTHERN HEMLOCK.

One of the recent developments of the northern hemlock situation is an advance of from $1 to $2 in prices all over the territory. This has been brought about largely through the steady and constant demand for dry stock through the fall and the increasing depletion of assortments. There are few concerns in either Michigan or Wisconsin today who are able to make up a well assorted car for the retail trade out of their own stocks. The supply of dimension is barely sufficient for the needs of the regular customers of the manufacturers and prices on all dimension items are decidedly firm. Lately the Michigan manufacturers have found it necessary to put up their quotations and last week were asking $23 net for 2x8's, 12 to 16 feet long, S 1 S & 1 E. This is the f. o. b. price and does not include commissions. Stocks in the lower peninsula are hardly one-half of what they were a year ago at this time. At Cadillac the report is that there are not to exceed 8,000,000 feet on hand at the six mills operating there and this they consider about enough for one well rounded stock.

Logging operations are going forward with vigor all through the north and it is reported that woodsmen are somewhat more easily obtained. However, the price of supplies and the rate of wages are so high that the expense of logging is said by operators to have increased much more in proportion than is covered by the recent advance in prices, so that a profitable market is not yet in evidence.

CYPRESS.

Representatives in this market of the cypress mills say that they have not yet experienced any great falling off in orders and inquiries, such as is usually witnessed at this time of the year. There is a good call for tank material, which is bringing just now the best of values; also the inquiry for finish and moulding stock is fair and factory items are evidently in short supply among manufacturing consumers. The handicap of the car shortage is quite visible, but some of the shippers say that they have been noticing a slight improvement in that respect lately. Prices are holding firm and occasionally there is a variation of 50 cents upward in some items that are in particularly good request. Stocks at the southern cypress mills are fairly well assorted, however, and the situation there, were cars plentiful, would be more than usually satisfactory for this time of the year.

SHINGLES.

A light demand and the recent finicky prices have conspired with the waning season to bring about a slackening of the buying that was observed in eastern markets three or four weeks ago and the shingle market has about returned to its normal condition of inactivity. However, there are some buyers coming out occasionally, as they believe that it will prove to be a good time to get in some reserve stocks. The car situation has modified only slightly, but the reduced demand renders delivery somewhat more satisfactory to those who desire to replenish. Average quotations on Friday of this week for clears were around $3.36 and for stars $2.87. Northern white cedars are in moderate request and quotations on both extras and standards are unchanged.

Gulf Coast Markets

This good report comes to us from New Orleans: "As was to be expected on the eve of inventory taking, there has been a slight falling off in demand evidenced in the yellow pine market during the past few days, and this slackening of trade is expected to continue over the new year. The market as a whole shows a very steady tone, and there is no disposition apparent among manufacturers to cut prices from the figures maintained for several weeks. Aside from the fact that the car shortage continues to be severely felt, the fundamental basis for pine is very substantial, and mill men and sales agents are unanimous in predicting an unusually good year for 1917. Many car material orders have been placed recently, and more are in sight. Sawntimber orders are numerous, and many mills are devoting themselves extensively to this item. Many mills will close for the holidays. European trade continues slack, but there is a steadily increasing demand from Central America.

NEW ORLEANS, LA.

"Improvement in demand for oak is still the predominant feature in the hardwood situation. This

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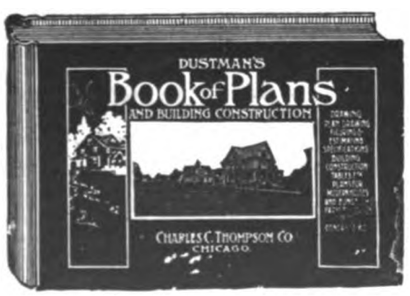

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The Lumber World Review
606 South Dearborn St. Chicago, Ill.

item, which has not been particularly strong for some time, is in especial call just at present. Tupelo gum is also ruling strong, with prices about stationary. Box factories are buying extensively of a number of the lower grades of several of the specialties.

"Although prices have been advanced on some classes of material, the rise is not general, and the market presents more of a firm, stable condition than the appearance of a boom.

"With prices satisfactory, and demand still good, cypress still evidences the healthy tone that it has shown for many weeks. Demand is not quite so heavy as it was a week or two ago, but is very substantial, and from the volume of inquiries received the 1917 trade, at least for the early spring months, will be phenomenal. Transportation conditions continue highly unsatisfactory, and recent efforts to improve the car situation have not succeeded."

* * *

HATTIESBURG, MISS.

The situation in the Hattiesburg district is reported as follows: "There has been but very little change in the car situation during the last ten days. Mills located on the large trunk line roads are probably getting in a few more cars than they were a month ago, but mills located on the small roads are having a great deal of trouble and some of them are not getting over 25 percent of the cars they need. Most of the mills will lose more time than usual during the holidays, but will keep their shipping crews loading what cars that come in so that their stocks will be worked down as much as possible when they are ready to resume operations.

"Lumber buyers are trying to get all their business placed before the holidays, but the manufacturers are not taking on very many orders."

Central Southern Markets

MEMPHIS, TENN.

A manufacturer of hardwoods writes us from Memphis as follows: "With reference to trade conditions and prospects for the immediate future, owing to the amount of orders on hand, the orders offered, together with the inquiries, we look for a firm or advancing market for the next several months.

"This refers particularly to gum and cottonwood. Oak is inclined to be somewhat draggy."

A well known hardwood manufacturer of Memphis in writing of the market, expresses these sentiments: "Regarding the present and future outlook of the hardwood lumber market, I wish to state that I am very optimistic regarding the lumber market, both for the present and the future.

"I feel that there is going to be a very strong demand for lumber all of next year, and I believe that we are going into a short or limited amount of stock on hand.

"I do not see anything but the most favorable conditions, and I believe we are going to have an excellent year during 1917."

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BIRMINGHAM, ALA.

A correspondent sends us this report from Birmingham: "The lumber business continues good in this section considering the handicaps. The car shortage is retarding the movement of the product, but the condition is improving somewhat. Prices are fairly good. On some items the price obtained is very satisfactory. Railroads are buying considerable construction timbers. Local building is reported good.

"General business conditions in the Birmingham district are good. Many of the industries are increasing the wages of their employes."

* * *

NASHVILLE, TENN.

Satisfactory conditions in the Nashville market are indicated in this letter: "Nashville lumber firms are winding up 1916 in very satisfactory manner. Taking into consideration the conditions that have prevailed in the world the record has been very gratifying to lumber dealers and manufacturers.

"Business had a marked revival early in the year, with increased building operations and purchases by various manufacturers showing great improvement. The shortage of cars has been the main dark spot on the horizon during the latter part of the year, business having been limited largely to the number of cars available.

"Prices have held up fairly well on most lines of hardwood lumber, which is handled chiefly here. Stocks are low at the end of the year, and most of the big firms take a cheerful view of the outlook for 1917. They freely predict better demand, and stronger prices for the new year. It is believed that the light supplies will be a strong wedge in holding prices up during the year, and should there be any great increase in demand it is regarded as probable that many lines will soon run short."

South Atlantic Markets

GOLDSBORO, N. C.

A prominent North Carolina pine manufacturer writes us as follows: "The demand for North Carolina pine has been steadily increasing for the past six weeks. This is attributable to two facts: There was a large reduction on the part of the mills in production during the summer, and the demand for lumber in the south and west has greatly increased since the crops have come off. There has been an advance on all grades from $1.50 to $2 per thousand. We have every reason to believe that the demand will continue not only to January first, but all of next year.

"Our opinion is that next year will be one of the largest in building activities in the history of this country. Our reason for saying so is that every section of this country today has more money than it knows what to do with. The banks are eager and anxious to make loans even on one or two years' time with good security. This is going to be an incentive for building operations.

"We are at peace with the world and have got faith in the future of this country.

"If the manufacturers will be sane enough not to run their plants day and night also, and keep their production down, we believe that prices on North Carolina pine will advance from $1 to $2 a thousand."

* * *

CHARLESTON, S. C.

A manufacturer of cypress and pine writes us his view of the market as follows: "We feel very optimistic over the lumber market, and we truly believe that we are right on the eve of the best market that we have had in five years."

Another South Carolina mill man writes: "Our mill has not been in operation since April 1 and on this account we are not in position to judge market conditions.

"We think from what inquiries we are now getting and what orders are being offered us, the market is getting some stronger and prices have a tendency to advance."

* * *

GLENWOOD, FLA.

A manufacturer of long leaf pine writes us from Florida: "We beg to advise that prices are now advancing and the indications are that they will advance still more. There is not much surplus lumber and it is getting hard to place orders for immediate delivery. It looks to us as though the prospects for the lumber business are very good."

* * *

BALTIMORE, MD.

A leading exporter of Baltimore writes us as follows: "It is difficult for us to give you much of an opinion regarding trade conditions for the immediate future. Our business being exclusively export, we find the same governed and controlled by the conditions now ruling abroad.

"Only the United Kingdom ports are open for regular communication, and the British government's prohibition restricts very much the trade.

"Continental European ports are not in direct touch with this country, and therefore, shipments are almost nil."

New England Market

BOSTON, MASS.

A lumberman writing us from Boston says: "In the east the railroad embargoes are the principal factors in the lumber situation at the present. These embargoes have seriously hampered, in fact, almost stopped carload shipments. With the probability of hampering weather conditions in the next two months, relief from this congested condition of the railroads is not looked for. This has a tendency to strengthen prices on yard stock.

"Obviously, local wholesale business is almost at a standstill, while yard business is very good. A further advance in all hardwood prices is indicated."

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Pacific Coast Markets

TACOMA, WASH.

This cheering report is sent us from Tacoma: "Not in many years has the lumber market in Tacoma shown such strength and it is a long time since prices have been advancing with the rapidity noted during the past two weeks. Practically all mills are selling lumber far above the list price and the tendency of the market is undoubtedly towards further advances. The car shortage, and the annual shutdown soon to take place are important factors in the situation but the real reason for the advance is a very concrete demand for lumber for immediate delivery.

"Lumbermen are much pleased over the condition and claim that the shutdown at Christmas time will prevent any tendency towards over-production by the Puget Sound mills.

"Discount Sheet No. 14 is still the nominal lumber price but it is expected that another sheet, giving the latest advances in the list, will be issued soon.

"Shingle makers are sharing the prosperity of the lumber mills, the demand for red cedar stars and clears being heavier than for many years. Prices have jumped far above the levels of the past seasons and shingles are quoted all the way up from $2.50, depending on ability to ship."

* * *

SAN FRANCISCO, CAL.

A correspondent writes us from San Francisco as follows: "The building trade in the San Francisco bay region is taking advantage of ideal weather conditions and more construction work, especially on homes, is now under way than at any period since the year following the fire of 1906. This does not mean that more lumber is being used, however, as builders figure that at least twenty-five percent less lumber is being used in the average home now being erected, due to the increased use of cement. The use of shingles in the large cities around San Francisco bay has fallen off fully one-half, but the demand in the country districts is more nearly normal.

"The eastern demand for California pine and redwood is showing considerable activity, but mill men are finding it impossible to fill orders promptly on account of the car shortage. The demand, however, has induced several operators to keep their plants open longer than usual and the surplus cut will be piled up to be shipped out in the spring, when it is believed there will be a very heavy call for timber products of all kind.

"Several new vessels have been added of late to the lumber-carrying fleet but so far there have been no changes made in charter rates.

Middle States Markets

PITTSBURGH, PA.

This letter expressing confidence in the market comes to us from a lumberman of Pittsburgh: "Our observation is that market conditions at present are about as satisfactory as one could wish. There has been a marked advance in all kinds and grades of lumber during the past thirty days. We notice it more pronouncedly in the lower grades. In spite of the rapid advance, buying seems to continue as briskly as heretofore. We are greatly handicapped through a shortage of car supply, and from present indications that will be a more or less permanent obstacle to an increased volume of business for some time to come.

"Most of the mills in our section have orders on their books now for all they can ship for sixty days. That is exactly our condition, and we consequently are going a little slow about booking future business, even though it is tendered us at advanced prices. We can see nothing to it but a rosy outlook for the balance of this year, and indeed, the first of next year."

* * *

PHILADELPHIA, PA.

A well known lumberman writes us from Philadelphia as follows: "I am satisfied that lumber has reached its maximum price, and that as soon as conditions for shipping become better we will have some revisions in prices, except on the highest grades. Still, we believe there will be a stiff market for the next sixty days."

Another Philadelphia lumberman says: "Between now and January 1, 1917, a demand sufficient to maintain prices with advances in some lines seems quite probable. There is no betterment of the car shortage situation, and car shortage is curtailing output of many mills and the curtailment is maintaining prices."

* * *

NEW YORK, N. Y.

The metropolitan market is thus described: "The local lumber market continues to show the strength and firmness which has characterized it the past several weeks, with every indication of holding that way, and, if anything, gaining in that direction. Demand seems equal to all the supply on hand, and, indeed, in some cases, a distinct scarcity of stock prevails.

"Prices are firm and advancing, and with the transportation facilities unequal to the occasion, higher prices are sure to obtain for such business as may be closed.

"The yellow pine trade is suffering perhaps more than any other branch, and wholesalers are unable to quote on many attractive inquiries. What the result of this condition, if it continues, will be no one knows, but some leading men in the trade are much alarmed and talk of a serious shortage of yellow pine lumber and timber.

"Generally speaking, the close of the year finds the trade in good condition.

* * *

BUFFALO, N. Y.

Conditions in the Buffalo district are reported as follows: "The lumber market is holding strong, and a marked feature nowadays is the increased strength shown by the higher grades of such woods as white and yellow pine, which in previous rises in lumber have not so generally participated as they are now doing. Wholesalers have been putting up prices during the past month, because they have seen their stocks rapidly disappearing, and have realized that to replace them would take much time, as well as more money than they paid for the original lumber. Referring to the white pine situation, one large concern advises that stocks are much depleted, and that common lumber will hardly meet the requirements of this market during the coming winter. The prediction is made that within the next three months prices will be considerably higher, and that those who neglect to make needed purchases will regret it.

"The hardwood trade has been on a fairly satisfactory scale recently, though the lack of cars has been felt, both in getting in and shipping out stocks. Cars are more plentiful here than in some other markets, but the supply is nevertheless nowhere near normal.

Inland Empire Market

SPOKANE, WASH.

A prominent lumberman of Spokane says of the lumber business: "We are shipping daily, and other mills are doing the same. The car shortage is not affecting the lumber business seriously. We could sell everything in our yards. All the eastern stocks are light, and buying is good with lots of orders.

"I can see nothing but good ahead in the lumber business, and I am sometimes accused of being too optimistic, but I believe my predictions will work out. When peace is declared, the American lumber business is bound to receive a tremendous stimulus. We never see a war picture where lumber supplies are not being destroyed, and in addition, artillery fire is wiping out the present structures and many of the forests as well. There must be heavy rebuilding when the war is over, and the American mills will be called upon to furnish the lumber for the work."

Southwestern Markets

ST. LOUIS, MO.

A manufacturer and dealer in yellow pine has this to say of the market: "Regarding lumber market prospects and conditions, will say it is our opinion that there will be very little, if any, change as to price or demand during the next sixty days.

"It is true in some sections the demand is not very great at this time; however, the mills are all supplied with sufficient orders to run them at least forty-five to sixty days and none of them are looking for business."

Confidence in the market is expressed in this letter from a well known St. Louis manufacturer

PLAIN and QUARTERED RED and WHITE OAK
and other hardwoods
Even Color—Soft Texture
We have 35,000,000 feet dry stock—All of our own manufacture from our own timber grown in EASTERN KENTUCKY.
Prompt Shipments
MADE RIGHT MR OAK FLOORING
The Mowbray & Robinson Co.
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MANUFACTURERS
HARDWOOD LUMBER and HARDWOOD FLOORING
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MILLS { Quicksand, Ky. Westirvine, Ky. Viper, Ky. Hombre, Ky.

"S. O. S."
In this connection, the above does not mean trouble. On the contrary it means avoidance of trouble. It means: SEND ORDERS SOUTH, for Yellow Pine to
Louis Werner Saw Mill Company
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We have a fine stock on hand and it's "up to you" to get your share while the getting is good and assortments unbroken.
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The book is beautifully printed, and is handsomely bound in half leather, dark green roan back and corners, with basket cloth sides, silk head-bands, gold stamping on the back, and gilt top.
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The Capital Stock of this Bank is owned by the Stockholders of the Continental and Commercial National Bank of Chicago
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New Orleans

COST $2,000,000

European Plan $1.00 per day and up

Largest, Newest and Best Hotel in the South

The Lumbermen's Headquarters

of sash and doors: "As to my opinion of the present lumber market and the prospects for the immediate future, wish to state that I have every reason to believe that the present values will be very firm during the next sixty or ninety days. In fact, I would not be surprised to see higher values prevail shortly after the first of the year.

"Just as soon as peace is declared there will undoubtedly be considerable buying for export. Just as soon as this buying starts I look for higher values than those prevailing at the present time."

* * *

CAPE GIRARDEAU, MO.

In response to a request from the Lumber World Review for an opinion on market conditions, a prominent manufacturer of Missouri writes: "Too busy trying to get cars to serve our customers to think much about the future.

"It looks like everybody wants lumber, but cannot get it because of all cars being used for grain, cotton and war munitions."

* * *

KANSAS CITY, MO.

The Kansas City market is reported by a well-informed correspondent as follows: "The yellow pine market continues strong, with all the recent advances well maintained. It is not an exaggeration to say that the average price is from $2 to $3 higher than it was a few weeks ago. The price is very irregular, owing to the influence of deliveries on values, and setting any definite marks is difficult. The list published by some firms can have no other object than to prevent the increasing of order files. In fact that seems the usual rather than the exceptional case. What business is being done is with no delivery date specified unless the delivery date is the only justification for the price. Ordinarily with invoicing about to begin the demand for lumber would be expected to almost cease. That is not the case in this territory this year.

"While no great amount of actual building has been seriously delayed by the car shortage, retail stocks have been cut down in many cases to the lowest levels they have known in years.

Ohio Valley Markets

CINCINNATI, OHIO.

Conditions in the Cincinnati market are reported as follows: "There is an air of uncertainty pervading the atmosphere of the yellow pine market here. The volume of business being transacted leaves little to be desired, in fact is reaching proportions larger than usual for this season, most of the demand coming from consuming sources which make quick use of the lumber. The mild fall weather which continued up to the last few days may have considerable to do with this, inasmuch as considerable late building work is in progress.

In the hardwood list, except for the continued car shortage, there would be little to report but continued good business. The country retailer is ordering with much more frequency. Quartered white and red oak, while showing more activity than for a couple of weeks, lack considerable of their old vim, the market being somewhat of a drag. Birch continues to be a feature seller of the northern woods, while gum probably leads the list of the southern product. A great deal of maple is being used by the interior finishes, maple floors coming into great popularity, while birch is well liked for fancy interior decoration. The curtailment of shipments from the south on account of the car shortage has hurt the cypress market considerably. Retailers report a heavy demand for cypress lumber, but their stocks are very low and badly assorted."

* * *

EVANSVILLE, IND.

This information on the hardwood market comes to us from a well-known lumberman of Indiana: "Relative to our opinion on the present lumber market and prospect for the immediate future, all hardwood lumber, with the exception of firsts and seconds and No. 1 common plain and quartered oak, both white and red, has been advancing, and we believe that it will continue to advance. However in the next 30 to 60 days, we do not look for any further advancements, owing to the New Year season. However, after that time, we believe there will be further advancements.

"Gum, elm and maple are being used more than ever before, and the present price is so much in advance over what it was a year or so ago, and with a likelihood of a continued advance, the probabilities are that these woods will get so high, that there will be more oak used again by the furniture factories. The amount has been reduced by the use of gum."

* * *

LOUISVILLE, KY.

A manufacturer of mahogany and veneers writes us from Louisville as follows: "As to the present lumber market and the prospects for the future, would state that based on orders booked by us during the past two weeks, in conjunction with pending inquiries, our opinion is that conditions show a considerable improvement as compared with the corresponding period a year ago, and also as compared with the early part of this year, and the indications, as we see them, are that business will remain active for the next sixty days and even beyond that."

And a correspondent sends this report from Louisville: "The lumber movement during December has been especially gratifying to mill men and dealers of Louisville. Whereas in former years business has slowed up in December on account of the January inventories, there has been no let-up this season, and in fact a great deal of new business is being booked into the new year.

Northern States Markets

CADILLAC, MICH.

A large manufacturer of northern hardwoods and hemlock reports conditions in northern Michigan as follows: "We do not believe that there is anywhere near half the amount of hemlock in pile in northern Michigan that was in stock a year ago at this time and the supply of hardwoods is also reduced by probably about 15 percent.

"Naturally it would be expected that mill stocks would increase a little during November, but our reports show that there was a decrease last month, much to our surprise. Birch is sold up very close in this territory. Basswood is unusually strong and stocks are entirely inadequate to the demand. There is considerable maple wanted and both inch and thicker stocks are exceedingly scarce. We know that maple is being held this week on the basis of $53 for 2-inch delivered in Chicago; inch maple is quoted at $45 delivered in Chicago, and No. 1 common inch at $35. The price of beech lumber is picking up in this section and its uses are widening very materially. Recent quotations are on the basis of $32 for firsts and seconds; $22 for No. 1 common, and $17 for No. 2 common f. o. b. mill. In our opinion beech is rapidly reaching the position to which its merits entitle it. Beech flooring is even now selling close to the price of maple. Soft elm is in the very best of demand and there is no large amount of stock available."

* * *

MINNEAPOLIS, MINN.

A prominent manufacturer of Minnesota writes us as follows: "We have a very firm lumber market at the present time, with all the business we can take care of at this time of year. I can see no reason to believe that conditions will be any different from this at any time during the next six months, and if we have normal crop conditions in the country the coming season I believe the lumber business will be good throughout the year.

"Labor and supply costs are the highest ever known, and as the advances we are receiving will just about take care of the increased cost."

* * *

BAY CITY, MICH.

These ideas on general lumber conditions come to us in a letter from a manufacturer of Michigan: "We believe white pine prices will advance from $1 to $2 a thousand over recent advances and that they will remain firm during 1917, on account of existing conditions.

"Supplies and labor have materially increased, so much so that the manufacturers shall be forced to make a material advance and in addition with the output decreased at least 25 percent over this year's cut, we believe the demand for white pine, hemlock and northern hardwoods will exceed the supply which in itself will make a very firm market.

"We understand western manufacturers will be able to produce their normal supply, but on account of increased cost must advance prices.

"In the south while supplies are higher, we do not believe that labor has materially increased; and as soon as cars are plentiful and should the demand fall off, as it invariably does when they get their prices as high as they are now, it is difficult to determine what yellow pine will do."

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Advertisements will be accepted for this department at the following rates.

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45c " " " two issues
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Count 8 words to the line. A heavy type heading counts two lines. No insertion for less than $1.00 Cash must accompany the order.

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Good as new.
Double Dowel Door Machinery.
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Mill and railroad cost $300,000 less than three years ago.

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THE LUMBER WORLD REVIEW ESTIMATE BOOK should be in the hands of every dealer. It make a complete record of your sales and deliveries. Size of book, 8½x14 in. It contains 200 leaves, 100 original and 100 duplicate. Price $2 the copy, ½ dozen, $10; 1 dozen, $18. Sent prepaid on receipt of price. LUMBER WORLD REVIEW, Chicago.

LOGGING, by Ralph Clement Bryant, professor of Lumbering at Yale University, is a volume prepared as a text book for use in Forest Schools, but makes a valuable addition to the library of any lumberman. Price $3.50 net. LUMBER WORLD.

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Experienced (over twenty years) sales manager would like to correspond with concern with a view to position as sales manager. Has handled southern pine, white pine, cypress and Pacific coast woods. About 40, married, and will go to any section. Address "MO," care LUMBER WORLD REVIEW.

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BRIEF REPORT OF THE INDUSTRIAL DEPARTMENT OF THE INTERNATIONAL COMMITTEE OF YOUNG MEN'S CHRISTIAN ASSOCIATIONS IN THE SOUTHERN YELLOW PINE TERRITORY, 1915-1916.

New Building: The Crossett Lumber Co. completed its second building for its white logging camp at Duncan's, Ark. It was opened with special exercises in May, at which Messrs. C. R. Towson and J. Lewis Thompson spoke. Every employe is a member.

The Finkbine Lumber Co. opened in July a very attractive building for its employes at D'Lo, Miss., where a model sawmill has been erected. A strong secretary was placed in charge, and a splendid membership has been secured. The company proposes extension of the work to the logging camp and to the negro quarters.

The Eastman-Gardiner Co. opened in July a building for negroes, in its logging camp at Cohay, Miss. An efficient negro secretary is in charge, and a large majority of the employes are paid members.

The Carpenter-O'Brien Lumber Co. and the Burton-Swartz Lumber Co. have authorized a building and the employment of a secretary for their employees at Carbur, Fla., their joint logging operation.

Investigations: Special investigations have been made at nine centers, and proposals, with plans for suggested building adapted to local conditions, submitted relative to organizing branches of the work.

Secretaries Secured: In co-operation with state committees secretaries were secured for Kaulton, Ala., D'Lo, Miss, and Cohay, Miss.

Welfare Conferences: (a) A welfare conference was held at Laurel, Miss., with a strong program and much interest manifested by representatives of the mills in that vicinity. The southern lumber secretaries participated and held a special conference of their own the following day on methods of work. The secretaries doing work for the employes of nine companies attended.

(b) Another successful welfare conference was held at Lake Geneva, Wis., in July, in co-operation with the Railroad Department of the International Committee. It is planned to repeat this conference the coming season.

All who have been present at these welfare conferences on industrial betterment are enthusiastic in their praise, and the department is making plans to continue this line of service.

Summer Training School: The usual two weeks' summer school for secretaries and volunteer workers in lumber and other industrial associations was held at Black Mountain, N. C. Representatives from Laurel, Miss.; Camp Hugh, Ala.; Bonami, La.; Cohay, Miss., and Bogalusa, La., attended. The secretaries and other workers are here brought into contact with men serving in welfare relations with cotton, coal, iron, and other corporations, and their point of view is broadened and their efficiency much strengthened by the interchange of thought and personality. Thirty-one students were enrolled.

Lumbermen's First Aid Manual: The Lumbermen's Safety First—First Aid Manual, prepared last year, has been cordially received, and its use by many companies shows it to be practical and effective. It deserves, however, a much wider use in the industry.

Work for Negroes: The most noticeable new emphasis in welfare work in the lumber industry has been with reference to the negro. The success of the comprehensive program in operation for the negroes of the American Cast Iron Pipe Co., Birmingham, Ala., in the past three years has demonstrated clearly an amazing response on the part of this race to company interest in their living and moral conditions. We can urge a similar program adapted to the special needs of the lumber industry with confidence that investments of this kind will bring back a large economic return. Several influential lumber companies contemplate immediately giving increased welfare facilities to their negro labor.

Office Changes: Norman C. Schlichter, our special representative for the yellow pine territory, has changed his office from Charlotte, N. C., to Chicago, Ill. Dr. E. H. T. Foster, with headquarters in Atlanta, will give special attention to the needs of lumber workers in the east coast territory during the coming year.

Publicity: The lumber press and other papers have opened their columns generously to reports of the work, and the department has brought to its attention many indications of progress in human betterment among the men of the mills and forests. It is evident that the industry benefits beyond estimate from such publicity along welfare lines.

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THE BROOKMIRE REPORT.

The Brookmire Economic Service, of 56 Pine street, New York, in its bulletin of December 11, says that as a general problem at the present time, very long range contracts are not justified. However, since there is very little chance of an early break of any large proportions in the commodity market the presupposition is that consumers are justified in covering their requirements for from three to six months in every line. It is not felt that this will give much advantage in prices, although it is felt that the price movement is near to the crest, but such forward orders will afford relief from delays in delivery because of the sold up conditions of factories, or because of the car shortage.

Brookmire believes that there are some commodities in which the rise has gone as far as it can and in which a small degree of reaction may be expected. In considering the specific commodities, however, business men should remember that a large drop in commodity prices during the winter is not expected. A technical reaction such as took place in sugar, cotton, wheat and corn should be utilized for taking on from three to six months' supplies. Regarding the various commodities Brookmire says that in lumber the rallying tendency continues, but prices are still relatively low. This is a well understood condition.

Brookmire's barometer chart shows that the business condition December 11 was at the hazardous point, a condition which was reflected in the stock and grain markets only a few days ago. Banking funds were indicated to be plethoric and the changes in this leg of the barometer should be watched with care. With regard to European values, special attention is given to England, where the highest prices in fifty years are being paid for commodities.

Brookmire says that two years ago banking funds were so depleted abroad that if the war had not broken out there would have been a period of low prices during 1914-15 while the bankers were liquidating loans and increasing their funds. So long as the war continues, however, the foreign bankers will have to place their funds at the disposal of the respective governments and an abnormally high level of commodity prices will be in evidence.

SHORT COURSES IN FORESTRY.

The College of Forestry of the University of Washington at Seattle, announces short practical courses in forestry, logging and lumbering, to be held for twelve weeks during the winter at the University of Washington at Seattle. The course will begin on Wednesday, January 3 and will close on Friday, March 30. It is arranged especially for young men who have not had the advantages of a high school education and who cannot afford to spend a long time at the university. It affords an especially good opportunity for men who are regularly engaged in some form of woods work, or for those who have a desire to enter upon such work as they can secure a practical education within a comparatively brief period. This year the university is increasing the work in its special courses of "Lumber and Its Uses," a course which is laid out with special reference to those who may be engaged in office work at the sawmills, or to lumber salesmen or architects, engineers, builders and building inspectors.

Professor Hugo Winkenwerder, dean of the College of Forestry, states that three distinct lines of work will be given, namely, "Forestry," "Logging" and "Lumber and Its Uses." Additional features for the course will be lectures and demonstrations by experts actively engaged in the industry. So far arrangements have been completed for an address by O. P. M. Goss, of the West Coast Lumbermen's Association, on "Special Problems in the Uses of Timber;" by C. W. Zimmerman, of the United States Forest Service, on "Timber Testing;" by H. B. Oakleaf, chief of products, Forest Service District No. 6, on "Sawmill Problems;" by Clyde Martin, logging engineer of the Cherry Valley Logging Co., on "Logging Engineering;" by T. T. Munger, of the Forest Service, on "Timber Sales and Reconnaissance."

LAUNCHING OF THE SEABORN AT TACOMA.

Tacoma, Wash., Dec. 12.—The new auxiliary schooner Seaborn, the first vessel built at the Seaborn shipyards of Tacoma, was launched here today before a large crowd. It is the first ship to come from the builders' hands of the many which will be constructed at various new yards in this city during the coming year.

The Seaborn is 242 feet long, 43 feet beam and has a capacity of 1,500,000 feet of lumber. She is fitted with auxiliary engines. Miss Catherine Ostrander, daughter of Harry D. Ostrander of the Seaborn company, broke the traditional bottle of champagne over the bows of the vessel as the latter started to move down the ways.

The ship's momentum down the ways carried her across the city waterway and she collided with the Eureka dock on the opposite shore. The vessel was undamaged, though the dock suffered some in the collision.

The Seaborn will be rigged at the Tacoma yards and will go into commission early in February. The Seaborn company has contracts for five other vessels, one of which is partly completed.

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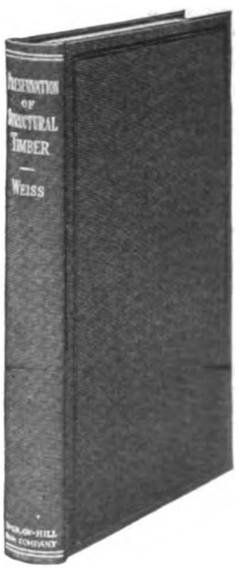

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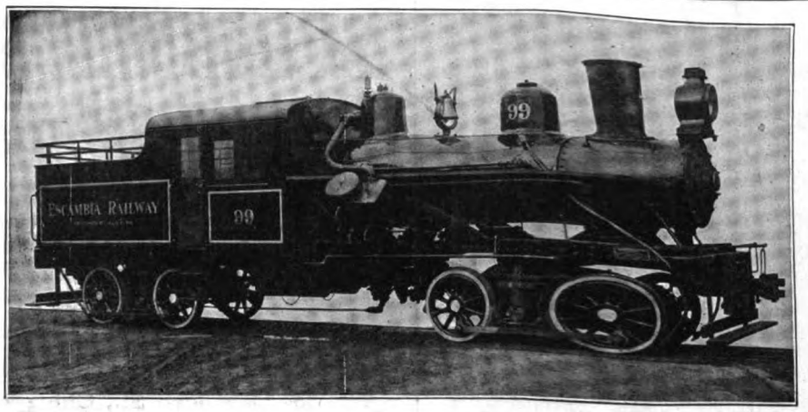

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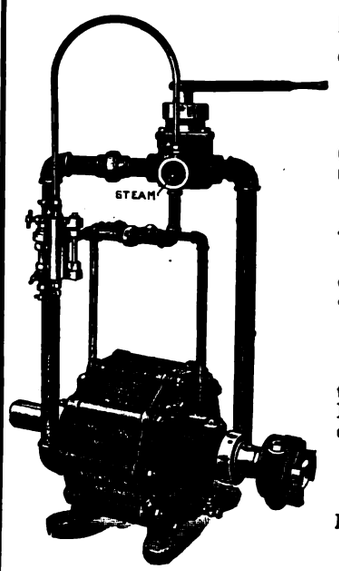

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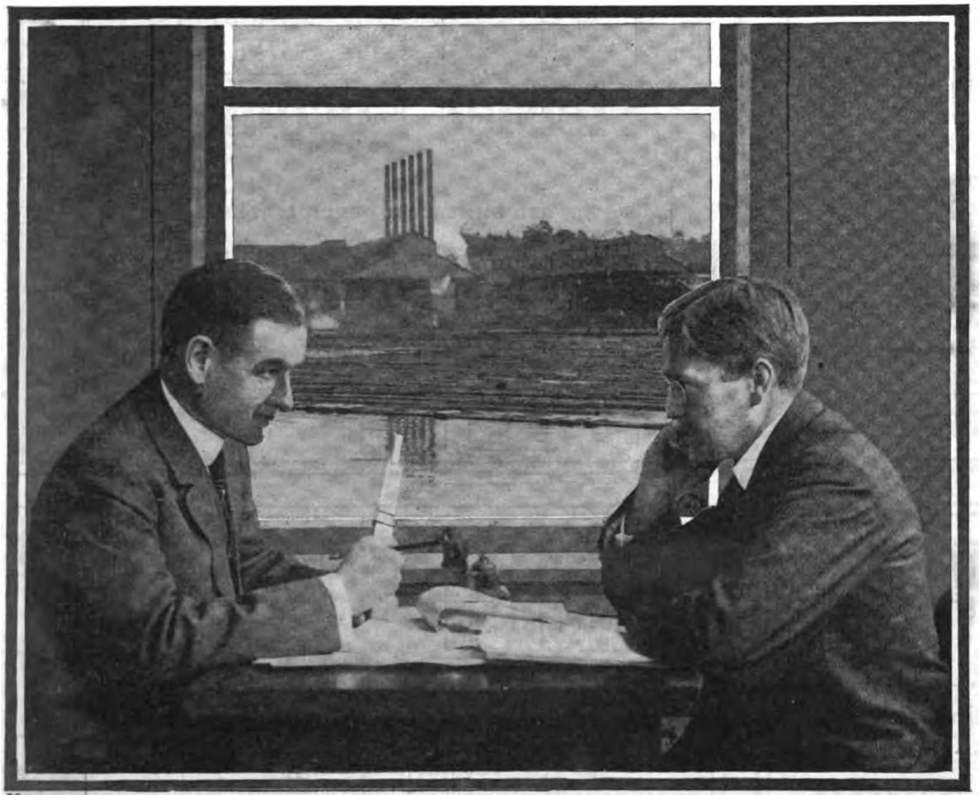

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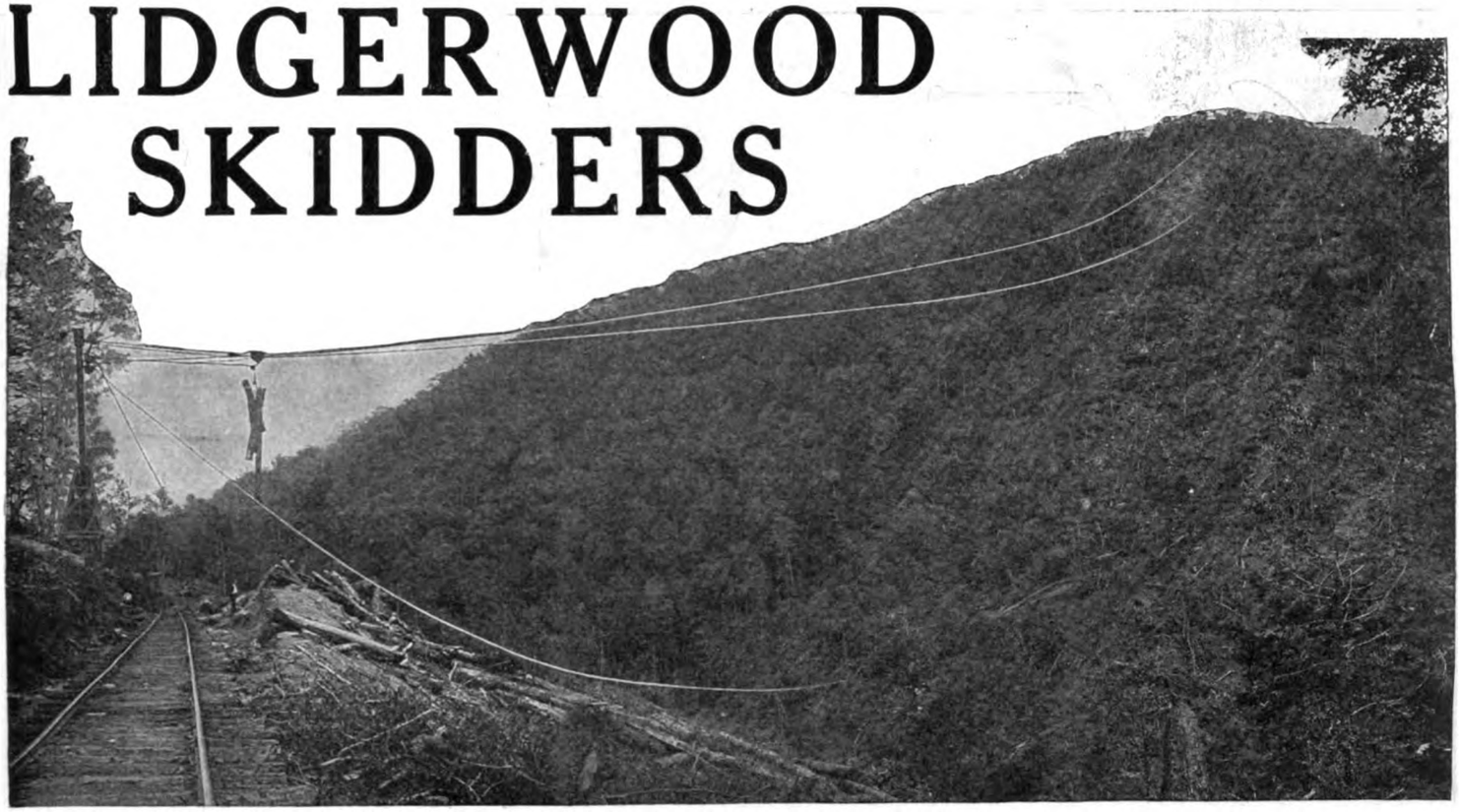

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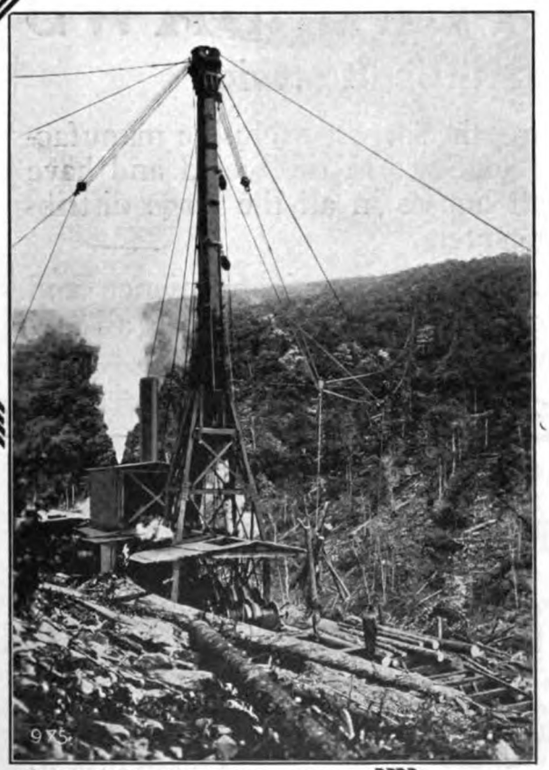

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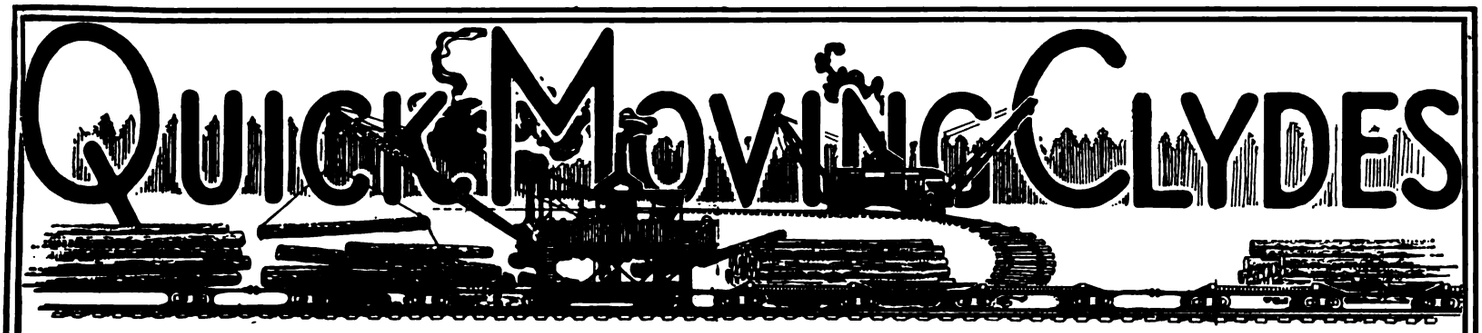

APPALACHIAN LOGGING CONGRESS

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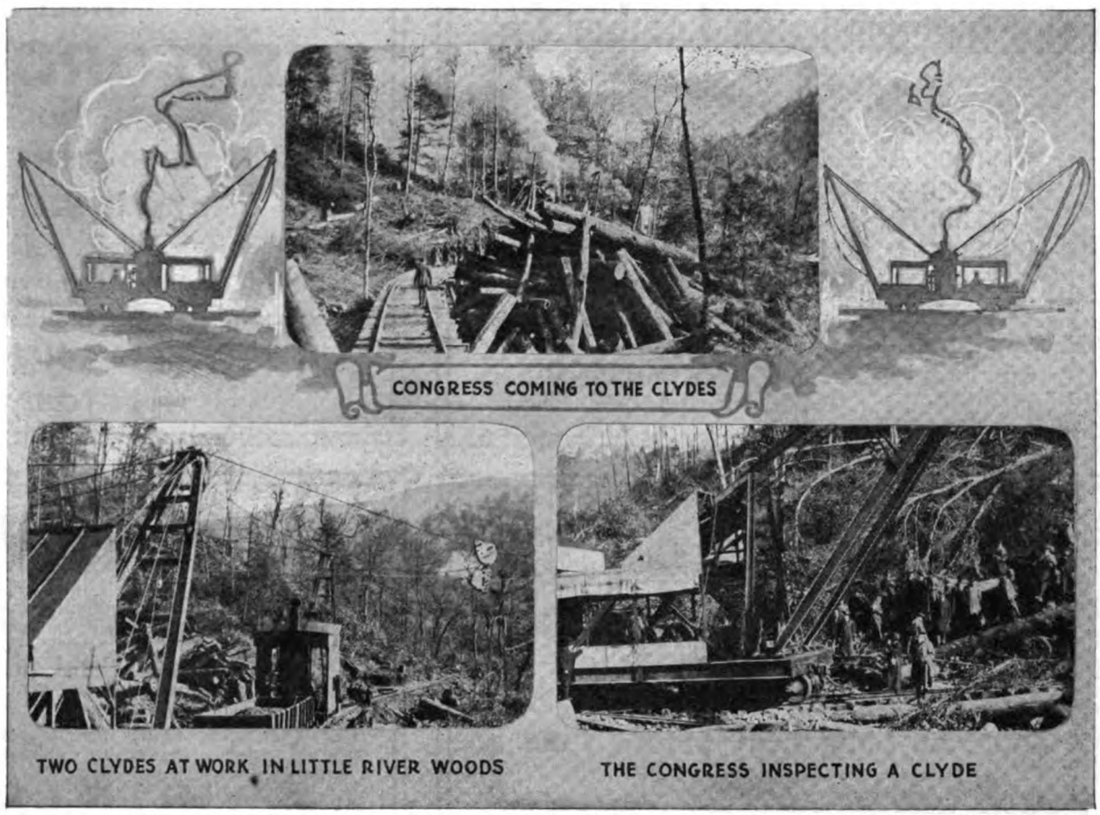

A full account of the meeting and of the subsequent trip to the woods operations of the Little River Lumber Company will be found in the November number of "LOGGING". We will be glad to send a sample copy of this number upon request.

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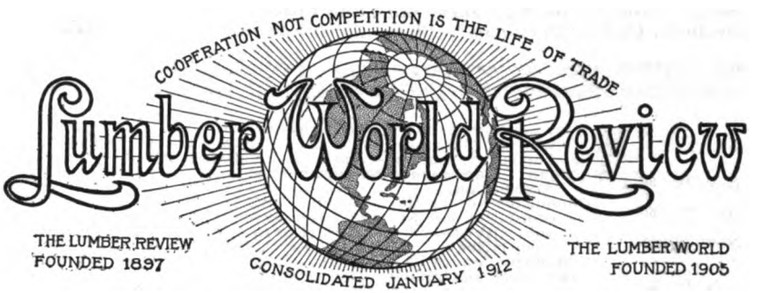

Bolling Arthur Johnson
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